The South Indian Association's
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

QUESTION BANK

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QUESTION BANK

BBI

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DEPARTMENT OF BANKING & INSURANCE

Question Bank submission Status

SUBJECTS	Status	SUBJECTS	Status
SEM I FY		**SEM II FY**	
Environment and Management of Financial	Sub Object	Principles and Practices of Banking & Insurance	Sub Obj
Principles of Management	Sub Object	Business Law	Obj Sub
Financial Accounting - I	Obj Sub	Financial Accounting - II	Obj Sub
Business Communication-I	Obj	Business Communication-II	Obj Sub
Foundation Course – I	Sub Object	Foundation Course – II	Obj Sub
Business Economics-I	Sub Sub	Organisational Behaviour	Obj Sub
Quantitative Methods-I	Sub Object	Quantitative Methods-II	Obj Sub
SEM III SY		**SEM IV SY**	
Information Technology in Banking & Insurance-I		Information Technology in Banking & Insurance-I	
Financial Market (Equity, Debt, Forex and	Obj Sub	Corporate Laws & laws Governing Capital Market	Sub Obj
Management Accounting	Sub Object Sub	Business Economics-II	Sub Obj
Financial Management –I	Sub Object	Financial Management –II	Sub Obj
Foundation Course III(Over view of Banking	Sub Obj	Wealth Management	Obj Sub

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Mutual Fund Management		Cost Accounting of Banking & Insurance	
Taxation of Financial Services		Foundation Course – IV(Overview of Insurance	
SEM V TY		**SEM VI TY**	
International Bussiness in Banking and Insurance		Central banking	
Financial Services Management		Human Resource Management	
Auditing I		Auditing II	
Business ethics		Marketing in B&I	
Research Methodology		International Bussiness	
Financial Reporting & Analysis		Security Analysis and Portfolio Management	
Strategic Management			

Convenor

Mrs. Renu Vijay Verma



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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBBI Sem -V
Subject- International Banking and Finance

1)The Market where dealing in currencies take place is called as _____.
a)Money Market b)**Forex Market** c)Capital Market d)None of the Above

2)International Financial System is affected by _____.
a)Government Policies b)Political Issues c)**Both a and b** d)None of the above

3)Difference between the value of merchandise exports and merchandise imports is called _____.
a) Balance of Payment b) **Balance of Trade** c) Balance of Receipts
d)None of the above

4)Broad measure of a country's international trade in goods and services are called_____.
a)**Current Account** b)Capital Account c)Trade Account d)Receivable Account

5)The artificial currency created by IMF to be used as supplementary Reserve Asset is called as _____.
a)**SDR** b)Gold Coins c)Paper Currency d)Bitcoins

6)The transaction under the Capital Account are classified _____.
a)Foreign Investment b)Loans and Banking Capital c)Rupee Debt Services
d)**All of the above**

7)Account reflecting changes in Country Ownership of long-term and short -term financial assets are called _____.
a)Current Account b)**Capital Account** c)Trade Account d)Receivable Account

8)International Bank for Reconstruction and Development also popularly called_____.
a)**World Bank** b)Monetary Fund c)European Union d)BWS

9)Main Components of the ERM were _____.
a)Parity Grid b)Mutual Support c)Commitment to Join Decision of Realignment
d)**All of the above**

10)A Floating Exchange Rate _____.
a)is determined by the National Governments involved
b)remains extremely stable over long periods of time
c)is determined by the actions of Central Banks
d)**is allowed to vary according to market forces**

11)The current system of international finance is a _____.
a)Gold Standard
b)Fixed Exchange Rate System
c)Floating Exchange Rate System
d)**Managed Float Exchange Rate System**

12)____is the act of trading different currencies.
a)**Foreign Exchange** b)Arbitrage c)Foreign Trade d)Exports

13)In a Floating Exchange Rate System, the market clears itself through a _____mechanism.
a)Government b)Quantity c)**Price** d)Quality

14)In a _____exchange rate system the government or central bankers intervene to keep the exchange rate virtually fixed.
a)Floating b)**Fixed** c)Free d)Semi fixed

15)In _____a foreign company issues a bond denominated in a currency which is not the home currency of the investors.
a)**Euro Bond** b)FDI c)FII d)GDR

16)_____refers to an investment in or getting hold of foreign assets with the aim to control and manage them.
a)**FDI** b)FII c)GDR d)ADR

17)_____is an investment made by an investor in the markets of a foreign nation.
a)FDI b)**FII** c)GDR d)ADR

18)_____bonds are the bonds floated in the domestic market denominated in domestic currency by non-resident entities.
a)Euro b)**Foreign** c)Both d)None of the above

19)In the case of an _____offering, the bonds convert into shares of the company that issued the bonds.
a)**FCCB** b)FCEB c)ADR d)GDR

20)_____allows foreign companies to mobilise funds from Indian Markets.
a)GDR b)ADR c)**IDR** d)None of the above

21)SEBI has set ____as the lower limit for the IDRs to be issued by the Indian Companies.
a)Rs.5 Crore b)**Rs.50 Crore** c)Rs.500 Crore d)Rs.5,000 Crore

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22)The minimum investment required in the IDR issue by the investors has been fixed at _____by SEBI.
a)**Rs.2 Lakh** b)Rs.5 Lakh c)Rs.20 Lakh d)Rs.50 Lakh

23)_____does not impose any limit to the buyer and thus one is privileged to buy as many stocks of any foreign company.
a)GDR b)ADR c)**Both a and b** d)None of the above

24)_____is issued locally by a domestic borrower usually denominated in the local currency.
a)**Domestic Bonds** b)Foreign Bonds c)Eurobonds d) Global Bonds

25)A Japanese Company issuing bonds in Yen Currency in Japan is an example of _____.
a)**Domestic Bonds** b)Foreign Bonds c)Eurobonds d) Global Bonds

26)_____is issued in a local market by a foreign borrower usually denominated in the local currency.
a)Domestic Bonds b)**Foreign Bonds** c)Eurobonds d) Global Bonds

27)A Japanese company issuing US-dollar denominated bonds in the US market is example of _____.
a)Domestic Bonds b)**Foreign Bonds** c)Eurobonds d) Global Bonds

28)_____placed mainly in countries other than the one in whose currency the bond is denominated.
a)Domestic Bonds b)Foreign Bonds c)**Eurobonds** d) Global Bonds

29)A Japanese company issuing Yen denominated bond in the US market is example of _____.
a)Domestic Bonds b)Foreign Bonds c)**Eurobonds** d) Global Bonds

30)The main risk associated with domestic bonds is the risk of _____.
a)**bankruptcy** b)Obsolescence c)Exchange d)Credit

31)Straight fixed-rate Eurobonds are typically bearer bonds and pay coupon interest _____.
a)**Annually** b)Half Yearly c)Quarterly d)Monthly

32)_____of the following are Euro Bonds ,.
a)Straight EuroBonds b)Floating Rate Bond Notes c)Zero-coupan Bonds d)**All of the above**

33)_____of the following are Foreign Bonds.
a)Samurai Bonds b)Bulldog Bonds c)Yankee Bonds d) **All of the above**

34)Forex markets play acritical role in facilitating_____.
a)Cross-border trade b)Investment c)Financial Transaction d)**All of the above**

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35)An act which is enacted to regulate payments and foreign exchange in India,is _____.

a)**FERA** b)FEMA c)FEDAI d)FIMMDA

36)_____an act initiated to facilitate external trade and payments and to promote orderly management of the forex market in the country.

a)FERA b)**FEMA** c)FEDAI d)FIMMDA

37)All operational aspects of interbank market are governed by guidelines and code of conduct of _____.

a)RBI b)FEDAI c)**both a and b** d)None of the above

38)RBI and FEDAI issue guidelines to all banks regarding risk to _____.

a)identity b)measure c)manage d)**All of the above**

39)Dealing Room Manual and code of conduct for dealers is given by _____.

a)FEDAI b)FIMMDA c)**Both a and b** d)None of the above

40)_____is a negotiable instrument issued by the international depository bank, representing foreign company's stock trading globally.

a)**GDR** b)ADR c)Both a and b d)None of the above

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Question Bank

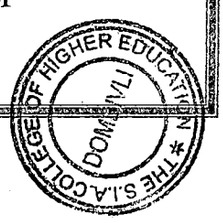
Subject: Financial Services Management
Class: TYBBI
Semester: V
Faculty: Mrs. Renu Vijay Verma

1. Define financial innovation. What are the causes of financial innovation?
2. What are the objectives of financial services?
3. What are the features of financial services?
4. Explain the importance of financial services
5. What are the challenges faced by the financial service sector in India?
6. List out the recent innovative financial instruments
7. After LPG what growth has taken place in the financial service sector in India
8. Explain the scope of Financial services (This question is divided in to two parts I, e Traditional and modern financial services)
9. What are the various agencies providing financial services? Briefly explain any three of them
10. What is Merchant Banking
11. List out the objectives of Merchant banking
12. What are the features of Merchant bankers?
13. Distinguish between: Commercial banks and Merchant banks
14. Explain the scope of Merchant banking? Explain the various services rendered by Merchant bankers
15. What are the guidelines issued by SEBI towards Merchant banking?
16. What are mutual funds. Explain the rights and facilities offered to an investor

17. How the selection of mutual fund done by investor
18. What role commercial bank play in Mutual Funds
19. What is Mutual fund? Explain its types
20. Define Mutual fund. Discuss in detail the origin and Classification of Mutual fund
21. What is the present status of Mutual Funds in India? Discuss and conclude whether they are growing in India
22. Outline the causes for slow growth of Mutual Fund in India
23. Discuss the guidelines framed by Government of India for proper functioning for Mutual Funds
24. Describe the structure of Mutual Funds operation in India
25. Explain the advantages and Disadvantages of Mutual fund
26. Distinguish between Forfeiting and International Factoring What do you mean by Factoring? Explain the advantages and Disadvantages of Factoring
27. What are the various types of Factoring?
28. Distinguish between Factoring and Forfeiting
29. Give the definition, meaning and Modus Operandi along with the terms and condition of Factoring
30. What is Factoring? Distinguish between with recourse factoring and without recourse factoring
31. Define International Factoring. What is the benefit of such Factoring?
32. Elucidate the various functions performed by a Factor
33. Explain the concept of Forfeiting and its working process
34. What are the benefits and Drawback of Forfeiting?
35. Define Securitization. Explain the Modus operandi and various stages involved.
36. for the unpopularity of Securitization and the future of Securitization in India
37. Write in Detail about three important types of securities under Securitization of debt
38. What are securitiesable assets write any four benefits of Securitization of debt
39. Write about pass through and pay through certificates
40. Discuss the role of SPV in Securitization
41. Discuss about Financial Derivatives and bring out their various features

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42. Write-in brief about Futures and Forward
43. Define Derivatives and bring out its importance
44. Explain the features of Future and write about the different types of it
45. What is SWAP? What is its feature?
46. What are the advantages of Derivatives?
47. What is an options contract? what are its characteristics
48. What is forward contract? Explain its feature in detail
49. Distinguish between Forward and Future contract
50. Define Housing Finance and explain advantages and methods of Housing Finance
51. Explain the components of Housing Finance
52. Explain the drivers of Demand in Housing
53. Explain the regulatory framework in Housing Finance
54. Explain the major issues in Housing Finance in India
55. Explain the growth factors in Housing Finance in India
56. Explain various Housing Finance institutions and agencies in India
57. Explain the objectives and functions of NHB
58. Discuss the guidelines for Asset Liability Management System in HFC
59. Explain in brief the fair-trade practices code for HFCs
60. Explain the various sources of HFC in India
61. Define consumer finance and explain the sources of it
62. Explain the type of product in consumer finance
63. Explain the consumer finance practice in India
64. Explain the terms of consumer finance
65. Explain the Marketing and Insurance of Consumer Finance
66. Explain the case for and Against consumer finance
67. Discuss the mode of consumer finance
68. Explain the functions of Depository system in India
69. Describe Depository Bank analogy
70. What do you understand by Depository participant?
71. Write a brief note on NSDL
72. What are the eligibility criteria for a Depository?
73. What are the rights and obligation of Depositories?
74. What are the records to be maintained by Depositor
75. Explain the services of Depository



76. What are the functions of NSDL?
77. Explain the advantages of Depository system
78. Differentiate between Pledge and Hypothecation
79. Explain procedure for Pledge and Hypothecation
80. Explain role of NSDL in Pledge and Hypothecation
81. What do understand by Hypothecation
82. What do understand by Pledge
83. Explain briefly the concept of Pledge



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Question Bank - MCQ

Subject: Financial Services Management

Class: TYBI

Semester: V

Faculty: Mrs. Renu Vijay Verma

1. The prime function of stock exchanges is to offer..... to the existing securities.

(i) Stock (ii) Investment

(iii) Liquidity (iv) Fund Raising

2. Financial companies known as.....&.....management companies.

(i) Lending & acquiring (ii) Asset & Management

(iii) Asset & Lability (iv) Cash & Management

3. Term lending institutions are.....market intermediaries.

(i) Stock (ii) Investment

(iii) Capital (iv) Fund

4. Underwriting of shares by a financial intermediary is a kind of.....activity.

(i) Fees Based (ii) Non Fund Based

(iii) Cash Based (iv) Fund Based

5. Loan syndication by a financial intermediary is a kind of.....activity.

(i) Fees Based (ii) Non Fees Based

(iii) Cash Based (iv) Fund Based

6. Money market is the market for.....sources of finance.

(i) Long Term (ii) Short Term

(iii) Infinite (iv) Medium Term

7. .....regulates the capital market in India.

(i) SEBI (ii) IRDA

(iii) RBI (iv) NHB

8. Merchant Bank mainly involved in.....activities.

(i) Fees Based (ii) Asset Based

(iii) Cash Based (iv) Fund Based

9. The availability of cash and other cash like marketable instruments that are useful in

purchases and investments are commonly known as:

(i) Cash crunch

(ii) Liquidity

(iii)Credit

(iv)Marketability

(v) None of these

10. Banking sector comes under which of the following sectors.

(i) Marketing sector

(ii) Service sector

(iii)Manufacturing sector

(iv)Industrial sector

(v) None of these

11. A set of complex and closely connected instructions, agents, practices, markets transactions, claims and liabilities relating to financial aspects of an economy is referred as:

(i) Financial system

(ii) Financial market

(iii)Financial institution

(iv)Financial management

12. .....is a market for financial assets which have a long or indefinite maturity.

(i) Financial system

(ii) Financial market

(iii)Capital market

(iv)Money market

13. .....was constituted to protect the interests of investors in securities and to promote the development of and to regulate the securities market through appropriate measures.

(i) RBI

(ii) SEBI

(iii) NSE

(iv) BSE

14. What does SEBI aim to provide?

(i) Investor protection

(ii) Legal information

(iii)Large volumes on the stock market

(iv)Market the securities business in India

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15. The maximum load that a fund can exchange is determined

(i) Securities and Exchange Board of India

(ii) Reserve Bank of India

(iii)AMFI

(iv)Distributing Agent

16. NBFC performs great role for finance in

(i) Wholesale sector

(ii) Big Scale industries

(iii)Small Scale and Retail sector

(iv)None of the above

17. NBFC is a company registered under

(i) The Indian Contract Act

(ii) The Companies Act, 1956

(iii)The RBI Act 1935

(iv)None of the above

18. Commercial banks mainly involved in.....activities.

(i) Fees Based (ii) Non Fund Based

(iii) Cash Based (iv) Fund Based

19. Financial Services can also be called as.....

(i) Financial Institution (ii) Financial Linkage

(iii) Financial Intermediation (iv) None of these

20. Non-banking companies should compulsorily get credit rating for their

(i) Capital market instruments (ii) Debt Market instruments

(iii) Money market instruments (iv) All of these instruments

21. The process of managing the sales ledger of a client by a financial service company is called

(i) Forfeiting (ii) Factoring (iii) Leasing (iv) Securitisation of debt

22. Find the odd one out:

(i) Commercial paper (ii) certificate of deposit

(iii) Share certificate (iv) Treasury bill

23. The following one is a kind of fee-based activity of a financial intermediary

(i) Leasing (ii) Underwriting of shares

(iii) Hire purchase financing (iv) Capital issue management

24. The following one is a kind of fund based activity of a financial intermediary

(i) Loan syndication (ii) Project counselling

(iii) Credit rating (iv) Venture capital

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25. The minimum net worth for the first category of merchant is Rs.....

(i) Rs.50 lakhs (ii) Rs.1 crore

(iii) Rs.20 lakhs (iv) Nil

26. Merchant banker engage in the business of.....management.

(i) Issue (ii) Fund

(iii) Asset (iv) Wealth

27. Merchant banker deal with funds raised through.....and.....

(i) Money Market & Capital Market

(ii) Primary Market & Secondary Market

(iii) Fund Based Market & Fees Based Market

(iv) Gilt-edge Market & Stock Market

28. Merchant banking in India is government by SEBI (Merchant Banker) Regulations.....

(i) 1998 (ii) 1992

(iii) 1995 (iv) 2000

29. Merchant Banking do not accept .....

(i) Deposit (ii) Issue

(iii) Fund (iv) Share

30. Which is not the service of Merchant Banking?

(i) Venture Capital (ii) Issue Management

(iii) Deposits (iv) Project Counselling

31. Merchant banker engaged in.....

(i) The business of issue management

(ii) Subscribing to securities as manager-consultant

(iii)Rendering corporate advisory services

(iv)All of the above

32. Formal merchant banking activity in India was originated in.....

(i) 1978

(ii) 1969

(iii)1769

(iv)1987

33. In India, merchant-banking activity was originated with the merchant banking division set up by the.....

(i) Barclays bank

(ii) Grind lays bank

(iii)Yes bank

(iv)None of the above

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34. Merchant bank is an organization that.....

(i) Underwrites securities for corporations

(ii) Advice clients on mergers

(iii)Involved in ownership of commercial ventures

(iv)All of the above

35. Companies raise funds for the purposes of.....

(i) Financing new projects

(ii) Expansion of existing units

(iii)Modernization & diversification of existing units

(iv)All of the above

36. When shares are issued to the existing shareholders of a company, it is called.....

(i) Public issue

(ii) Rights issue

(iii)Private issue

(iv)Government issue

37. The merchant bankers should register with.....

(i) RBI

(ii) SEBI

(iii)Central Government

(iv)State Government

38. When the issuing company sells securities directly to the investors it is called.....

(i) Public issue

(ii) Rights issue

(iii)Private issue

(iv)Government issue

39. The minimum net worth for the second category of merchant bankers is.....

(i) Rs.50 lakhs (ii) Rs.1 crore

(iii) Rs.20 lakhs (iv) Nil

40. The Merchant bankers should register with

(i) Reserve Bank of India (ii) Central Government

(iii) Security Exchange Board of India (iv) State Government

41. The Initial Registration fees for merchant bankers is.....

(i) Rs.2.5 Lakhs (ii) Rs.50 Lakhs

(iii) Rs.5 lakhs (iv) Rs.20 Lakhs

42. Which is private sector merchant banker.

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(i)Bank of Maharashtra (ii) SBI Capital Market

(iii) Bank of America (iv) ICICI Securities Ltd.

43. .....fund invests in highly liquid securities like commercial paper.

(i) Money Market Mutual (ii) Growth Mutual

(iii) Income Mutual (iv) Hybrid Fund

44. The small investor's gateway to enter into big companies is.....

(i) Stock Market (ii) Securitisation

(iii) Mutual Fund (iv) Loan Syndication

45. The.....is nothing but the intrinsic value of each unit of a mutual fund.

(i) Net Asset Value (ii) New Asset Value

(iii) New Acquisition Value (iv) Net Asset Volume

46. The investment experts who invest the pooled money on behalf of investors of the scheme are known as

(i) Fund Managers

(ii) Finance Managers

(iii)Trustees

(iv)Asset management company

47. Which of the following are participants in mutual funds

(i) Sponsor

(ii) Trustees

(iii)Asset Management Company

(iv)All of the above

48. .....is the umbrella body of all the Mutual Funds registered with SEBI.

(i) AMFI

(ii) AMC

(iii)AMBI

(iv)AMFA

49. AMFI stands for.....

(i) Association of Mutual Funds in India

(ii) Association of Mutual Funds of India

(iii)Analysis of Mutual Funds of India

(iv)None of the above

50. Private sector mutual funds were permitted in the year.....

(i) 1963

(ii) 1993

(iii)2010

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(iv)2015

51. The mutual fund industry in India started in.....

(i) 1963

(ii) 1993

(iii)2010

(iv)2015

52. Mutual funds are regulated by.....

(i) Association of Mutual Funds in India (AMFI)

(ii) Securities and Exchange Board of India (SEBI)

(iii)Reserve Bank of India

(iv)None of the above

53. A growth fund is.....

(i) Meets the investors' need for capital appreciation.

(ii) are invested in equities with high growth potentials in order to get capital appreciation

(iii)tries to get capital appreciation by taking much risk.

(iv)all of the above

54. Which of the following has announced a new Framework to improve Governance for Mutual Funds.....

(i) SBI

(ii) RBI

(iii)SEBI

(iv)UTI

55. .....mainly used by corporate to park the surplus they have in their current account.

(i) Liquid fund

(ii) Index Fund

(iii)Both (i) and (ii)

(iv)None of above

56. .....are best instruments to accumulate and maintain an emergency fund.

(i) Liquid fund

(ii) Index Fund

(iii)Both (i) and (ii)

(iv)None of above

57. .....(Index Fund/Liquid Fund) can be used as a useful tool to save or provision towards annual expenses.

(i) Liquid fund

(ii) Index Fund

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(iii)Both (i) and (ii)

(iv)None of above

58. The potential of earning returns is quite high as it is an……..

(i) SIP

(ii) ELSS

(iii)Both (i) and (ii)

(iv)None of above

59. Investments that are greater than…….months are often ideal due to minimum exposure to market risk.

(i) 36 month

(ii) 24 months

(iii)Both (i) and (ii)

(iv)None of above

60. ……..of investing in a sector fund versus individual stocks is the added diversification in the fund.

(i) Advantage

(ii) Disadvantages

(iii)Both (i) and (ii)

(iv)None of above

61. ……..often perform better than the majority of non-index funds that strive to beat the market.

(i) Hybrid Fund

(ii) Index fund

(iii)Both (i) and (ii)

(iv)None of above

62. ……..has the benefits of Portfolio Diversification.

(i) Hybrid Fund

(ii) Gilt fund

(iii)Both (i) and (ii)

(iv)None of above

63. ……can be more tax-efficient than mutual funds because most of the tax on capital gains.

(i) ETF

(ii) SIP

(iii)Both (i) and (ii)

(iv)None of above

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64. .....can be purchased on margin and sold short.

(i) ETF

(ii) SIP

(iii)Both (i) and (ii)

(iv)None of above

65. Mutual fund is not the right investment vehicle for.....

(i) Broker (ii) Speculator

(iii) Arbitrager (iv) Investor

66. The main aim of close ended fund is..... (Capital Appreciation)

(i) Capital Application (ii) Liquidity

(iii) Instalments Payment (iv) Received Dividend

67. Mutual Fund are very popular in

(i) India (ii) UK (iii) Japan (iv) USA

68. The best suited fund to retail investor is

(i) Income fund (ii) Balanced fund (iii) Growth fund (iv) Taxation fund

69. In India, the company which actually deals with the corpus of the mutual fund is called

(i) Sponsor company (ii) Trustee Company

(iii) Asset management company (iv) mutual fund Company

70. Money market mutual funds are invested in

(i) Long term assets (ii) Short term asset

(iii) Short term debt funds (iv) Short term equity fund

71. Which funds do not carry any credit risk?

(i) Gilt funds (ii) Leverage funds

(ili) Equity funds (iv) Off-shore mutual funds

72. .....is the umbrella body of all the Mutual Funds registered with SEBI.

(i) AMFI (ii) AMC (iii) AMBI (iv) RBI

73. Asset Management Company (AMC) should have a minimum net worth of .....

(i) Rs. 10 Lakhs (ii) Rs. 10 Crores (iii) Rs. 50 Lakhs (iv) Rs. 1 Crores

74. Factoring is a.....financial service.

(i) Fees Based (ii) Non Fund Based

(iii) Cash Based (iv) Fund Based

75. If a factor provides, finance after disclosing the fact of assignment of debts to the debtors concerned, it is called.....

(i) Disclosed Faceting (ii) Cross Border Factoring

(iii) Full Serviced (iv) Discount Factoring

76. The central theme of forfeiting is the purchase of.....by a financial service company

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(i) Import Bill (ii) Export Bill

(iii) Domestic Bill (iv) Depository Receipt

77. In India, forfeiting is done by.....bank.

(i) EXIM Bank (ii) IMF

(iii) IDBI (iv) HDFC

78. Trade debts have to be assigned in favour of the financing company under

(i) Discounting (ii) Forfeiting

(iii) Factoring (iv) All of the above

79. Refactoring charges have to be paid in the case of

(i) Maturity factoring (ii) With recourse factoring

(iii) Invoice factoring (iv) Full service factoring

80. Under forfeiting the client is able to get credit facility to the extent of:

(i) 100% of the value of the export bill

(ii) 80% of the value of the export bill

(iii) 75% of the value of the export bill

(iv) 90% of the value of the export bill

81. Under factoring, the factor acts in the capacity of

(i) An agent of his client (ii) A trustee

(iii) A holder for value (iv) An administrator

82. Factoring as a.....financial service.

(i) Fund based (ii) Non-fund based (iii) Advanced (iv) Fess Based

83. .....is a type of factoring.

(i) Financing trade debts

(ii) Permission of advisory services

(iii) Full services

(iv) Trade Services

84. .....is also known as full service of factoring.

(i) Advisory service (ii) Old line factoring

(iii) With Recourse factoring (iv) Without Recourse Factoring

85. .....is also known as collection factoring.

(i) Maturity factoring (ii) Advance factoring

(iii) Invoice discounting (iv) None of these

86. .....party is not involved in Domestic and Export-cross Border factoring.

(i) en porter (ii) Importer (iii) Investors (iv) Exporter

87. .....is purely financial arrangement of short-term nature.

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(i) Factoring (ii) Bill Discounting (iii) Forfeiting (iv) Bill of Exchange

88. .....is the direct communication of inter-organisation transactions.

(i) EDF (ii) EDI (iii) ECGC (iv) HNI

89. The process of managing the sale ledger of a client by a financial service company is called.....

(i) Forfeiting (ii) Factoring (iii) Leasing (iv) Hire Purchase

90. Under forfaiting the client is able to get credit facility to the extent of.....

(i) 100 % of the value of the export bill

(ii) 80% of the value of the export bill

(iii)75% of the value of the export bill

(iv)90% of the value of the export bill

91. Full service factoring is often:

(i) Recourse factoring

(ii) Non-recourse factoring

(iii)Agency factoring

(iv)None of these

92. The process of managing the sales ledger or selling trade debts of a client to a financial intermediary is called.....

(i) Bill discounting

(ii) Factoring

(iii)Securitisation

(iv)Materialisation

93. .....services are mainly provided to foreign investors.

(i) Custodial services

(ii) Financial services

(iii)Factoring services

(iv)None of these

94. The idea of providing factoring services was first thought of in India by.....

(i) Tandem Committee

(ii) Malhotra committee

(iii)Vaghul committee

(iv)None of these

95. The central theme of forfaiting is the purchasing a.....by a financial service company.

(i) Trade Bills

(ii) Export Bills

(iii)Import Bills

(iv)All of these

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96. Refactoring charges have to be paid in the case of.....

(i) Maturity factoring

(ii) With recourse factoring

(iii)Invoice factoring

(iv)Full service factoring

97. Buying a company's accounts receivable on a nonrecourse basis is known as.....

(i) trading

(ii) billing

(iii)factoring

(iv)funding

98. Which of the following is not necessarily a party to a forfaiting transaction?

(i) Exporter

(ii) importer

(iii)broker

(iv)bank

99. ..... bears the cost of forfeiting.

a) Exporter

b) Forfeiter

c) broker

d) Overseas Buyer

100. Factoring Regulation Act,.....

(i) 2001 (ii) 2005 (iii) 2011 (iv) 2014

101. .....is the entity through which the securitization transaction is actually operated.

(i) SPV

(ii) Originator

(iii)Investor

(iv)Seller

102. In the case of.....payments to investors depend upon the cash flow from the assets backing such certificates.

(i) Pass through certificates

(ii) pay through certificates

(iii)Preferred stock certificates and

(iv)Asset based commercial papers

103. .....has a multiple maturity structure depending upon the maturity pattern of underlying assets.

(i) Pass through certificates

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(ii) pay through certificates

(iii)Preferred stock certificates and

(iv)Asset based commercial papers

104. .....are instruments issued by a subsidiary company against the trade debts and consumer receivables of its parent company.

(i) Pass through certificates

(ii) pay through certificates

(iii)Preferred stock certificates

(iv)Asset based commercial papers

105. These certificates are issued against the combined principal value of the mortgages and they are also short term instruments:

(i) Pass through certificates

(ii) pay through certificates

(iii)Preferred stock certificates and

(iv)Asset based commercial papers

106. A transaction where financial securities are issued against the cash flow generated from a pool of assets is called.....

(i) Factoring

(ii) Forfaiting

(iii)Securitization

(iv)discounting

107. The process of selling trade debts of a client to a financial intermediary is called.....

(i) Bill discounting

(ii) Factoring

(iii)Securitisation

(iv)Sale

108. Which of the following is a financial derivative:

(i) Forward

(ii) Future

(iii)Option

(iv)All of the above

109. The reasons for growth of Futures markets are:

(i) are standardized

(ii) have lower default risk

(iii)are liquid

(iv)All of the above

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110. The process by which a financial intermediary liquify its illiquid assets through systematic issuance of financial instruments is called.....

(i) Factoring

(ii) Forfaiting

(iii)Securitization

(iv)discounting

111. Securitisation is mainly associated with the assets.....companies.

(i) Manufacturing (ii) Services

(iii) Financial (iv) Factoring

112. The lending financial institution which decides to go in for securitization is

called.....

(i) SPV

(ii) Originator

(iii)Investor

(iv)Seller

113. .....Instruments are issued by a subsidiary company against the trade debt of its parent Company.

(i) Pass through certificates

(ii) pay through certificates

(iii)Preferred stock certificates

(iv)Asset based commercial papers

114. In India, securitization has been pioneered by.....bank.

(i) SBI (ii) Citi Bank

(iii) PNB (iv) IDBI

115. The concept of securitization is associated with.....

(i) Capital Market

(ii) Money Market

(iii)Debt Market

(iv)Foreign Exchange Market

116. In the case of Securitisation, the trade debts and receivables are mostly in the nature of.....

(i) Short term

(ii) Medium term

(iii)Long term

(iv)Both Medium and Long term.

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117. Under Securitisation, selected pool of assets are "Passed through' for converting them into securities to another institution called.....

(i) Originator

(ii) Special Purpose Vehicle

(iii)Credit Rating Company

(iv)Servicing Agent

118. Which of the following is a short term debt instrument?

(i) Preferred Stock Certificate

(ii) Pass through Certificate

(iii)Asset based Commercial Paper

(iv)Principal only certificate.

119. The asset generally not suitable for Securitisation is

(i) Receivables from Government Department

(ii) Trade Receivables

(iii)Hire Purchase finance Receivables

(iv)Mortgage Loans.

120. The merchant bankers should register with

(i) RBI

(ii) SEBI

(iii)Central Government

(iv)State Government

121. .....is the entity through which the securitization transaction is actually operated.

(i) Special Purpose Vehicle

(ii) Originator

(iii)Seller

(iv)Buyer

122. .....are standardized because they are offered by an traded on anexchange

(i) Futures

(ii) Forward

(iii)Stock

(iv)Bonds

123. Various Risk involved in derivative markets are:

(i) Credit risk

(ii) Default risk

(iii)Liquidity risk

(iv)All of the above

124. The standardized items in a futures contract are:

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(i) Quantity of the underlying

(ii) Quality of the underlying

(iii)The date and the month of delivery

(iv)All of the above

125. The most important underlying markets are:

(i) equity

(ii) treasury bills

(iii)commodities

(iv)All of the above

126. Forward markets worldwide are affected by problems

(i) lack of centralisation of trading

(ii) illiquidity, and

(iii)counterparty risk

(iv)All of the above

127. .....are financial investors that desire their value from the underlying financial assets.

(i) Mutual Fund (ii) Derivatives (iii) Securitisation (iv) Leasing

128. An important function of derivatives is the efficient.....of risks in the economy.

(i) Allocation (ii) Distribution (iii) Assignee (iv) Option

129. .....contracts are not at all standardized.

(i) Forward (ii) Futures (iii) Swaps (iv) Options

130. In an option contracts the seller is referred to as a.....Forward Rate Agreement.

(i) Forward Rate Agreement (ii) Futures Rate Agreement (iii) Swaps (iv) Options

131. A forward contract on interest rates is known as.....

(i) Buyer (ii) Write (iii) Exchanger (iv) Surplus

132. ..... contract is standardized.

(i) Forward (ii) Futures (iii) Swaps (iv) Options

133. A contract that gives its owner the right but not the obligation to buy an underlying asset is called.....

(i) Put Option (ii) Covered Call. (iii) Butterfly Spread (iv) Call Option

134. Financial derivatives are mainly used for.....

(i) Speculative activities (ii) Creating more risks

(iii) Hedging risks (iv) Earning income

135. The instruments that are 'marked' to the market are.....

(i) Forward (ii) Futures (iii) Swaps (iv) Options

136. In an option contract, if the option can be exercised only at the time of maturity is called.....

(i) Double option (ii) American option (iii) put option (iv) European option

137. The predetermined price at which an underlying asset has to be bought or sold in an option contract is called.....

(i) Option price (ii) Exercise price (iii) Spot price (iv) Future Price

138. A combination of forwards by two counter parties with opposite but matching needs is called.....

(i) Swap (ii) Option (iii) Forward (iv) Future

139. .....as the regulator of HFCs, guides, monitors and inspects the activities

of HFCs so that their efforts are channelized in the right direction.

(a) IRDA (b) IDBI (c) NHB (d) SEBI

140. .....finance has received a boost through a combination of growing demand and rising affordability.

a) Consumer (b) Housing (c) Banking (d) Stock

141. ALM Stands for.....

(a) Asset Lability Management

(b) Acquiring and landing Mechanism

(c) Asset Liquidity Management

(d) Arranging and Lending Mechanism

142. The setting up of the National Housing Bank (NHB), a fully owned as the apex subsidiary of the Reserve Bank of India in..... institution marked the beginning of emergence of housing finance as a fund based financial services in India.

(a) 1987 (b) 1988 (c) 1989 (d) 1990

143. The National Building Organisation was established on.....

(a) 1954 (b) 1988 (c) 1956 (d) 1991

144. The Housing and Urban Development Corporation (HUDCO) was established on.....

(a) 1954 (b) 1988 (c) 1970 (d) 1974

145. The growth in.....finance is considered an important barometer measuring growth in an economy.

a) Consumer (b) Housing (c) Banking (d) Stock

146. The NHB, which is a wholly-owned subsidiary of the.....

(a) State Bank of India (b) Bank of India

(c) HDFC (d) Reserve Bank of India

147. Pradhan Mantri Awaas Yojana was launched in.....with an aim to provide affordable housing to urban poor.

(a) July 2016 (b) June 2017

(c) June 2015 (d) June 2018

148. ALCO Stands for.....

(a) Asset Lability Committee

(b) Acquiring and landing Cooperation

(c) Asset Liquidity Cooperation

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(d) Arranging and Lending Committee

149. .....is the basic need of human beings.

(i) Car (ii) Housing (iii) Mobile Phone (iv) Internet

150. .....had introduced a scheme of Housing Finance.

(i) RBI (ii) NHB (iii) HDFC (iv) HUDCO

151. In 1970 Housing and Urban Development Corporation (HUDCO) was established to finance various housing and.....activities.

(i) Rural Infrastructure (ii) Commercial Infrastructure

(iii) Urban Infrastructure (iv) IT Infrastructure

152. .....was set up in July 1988 under an Act of parliament.

(i) SBI (ii) NHB (iii) HDFC (iv) HUDCO

153. HUDCO was incorporate on April 25, ...

(i) 1955 (ii) 1988 (iii) 1970 (iv) 1956

154. When there is no security offered by the consumer against which money is granted by financial institutions it is called as.....

(i) cash loan (ii) unsecured finance (iii) fined credit (iv) Secured Finance

155. Parties are involved in consumer finance are:

(i) Banker/Financier (ii) Merchant

(ii) Customer (iv)All of the above

156. The components of the price are:

(i) A risk-free rate of interest (ii) Administration expenses

(iii) Other possible expenses (iv) All of the above

157. Consumer finance is available through:

(i) Cash Loan (ii) Open Account

(iii) Revolving account (iv) All of the above

158. Consumer finance plays an important role in:

(i) The mass production (ii) Distribution of consumer durables

(iii) Both A and B (iv) All of the above

159. Consumer credit accelerates:

(i) Investments in the consumer durable industry

(ii) Growing level of incomes

(iii) Generates employments

(iv) All of the above

160. Finance companies use following methods of disclosing the interest rates:

(i) A flat of interest (ii) Yearly declining balances rate

(iii) Net interest rate (iv) All of the above



The South Indian Association's
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhan
Road Near Balaji Mandir,
Dombivli (East), 421203.

Class-T.Y.B&I
Sem-V

Question Bank
Subject-Auditing-I

1 Auditor of Company is appointed by---
Shareholders 2 Board of Directors
3Promotors 4 Chairman

2 Auditors has to express openion on
1Character of Financial Statements 2Organisation Structure
3. Efficiency of Staff 4 Success of Managem

3 Scope of Auditor is decided by Auditor after
1 Terms of Agreement 2. Accounti 2
3 Time required **4 All 1 2 3**

4 Audit is useful for
1 Investors 2 Loaning Bank
3 Staff **4 A1 & 2**

5 Window Dressing means
1 Overstating Assets 1 Understating Liabilities
3 Attract Investors **4 All 1 2 3**

6 Investigation is examination of
1 Financial Statements **2 Accounts for Specific Purpose**
3 Valuation of Assets 4 None 1 2 3

7 Error is defined as---
1 Unintentiona mistake 2 Neglegence in recording transac
3 Intentional act 4 Posting error

8 When Besic principles of Audit not followed--- it is---
1 Error of Ommisssion **2 Error of Principle**
3 Error of Commission 4 Companseting Error

9 When effect of one error is compansated by another errror,it----
1 Error of Ommisssion 2 Error of Principle
3 Compensating Error 4 Duplication Error

10 When amount of Transaction wrongly recorded,it is----
1Companseting Error **2 Mathematical Error**
3 Error of Commission 4..Error of Duplication

11 SA 240 deals with
1 Audit Planning 2 Audit Procedure
3 Audit Evidence **4. Responsibility for Fraud**

12 Audit is not compolsory for----

13 Banking Companies Audit done under-----

14 A Company Auditor should be---

15 Voluntary Audit is done for-----

16 In----Audit.Audit Planning is simple

17 In Partnership Audit,Auditor to verify

18 Authorised Business of Partnership is verified from----

19 Internal Audit of Company is done by---

20 Physical checking of Fixed Assets is liability of-----

21 Audit Report of Company is addressed to----

22 Efficiency Audit is also known as----

23 Quick discovery of Fraud is possible by----

24 Interim Audit is done for----

25 Less importance is given to P & L A/c in------Audit

26 Balance Sheet Audit is-----Term

27 For ascertainig Cost of Product,----Audit is useful

28 The meaning of Confidentiality of Auditor is----



1 Government Companies
2 Private Limited Companies
3 Public Limited Companies
4 Partnership Firms
1 RBI Act 1934
2 Banking Regulation Act 1949
3 FEMA
4 None 1 2 3
1 C.A. in Practice
2 C.A. in Service
3 Certified Auditor
4 any one 1 2 3
1 Asceraining correct Financials
2 Error free accounts
3 getting Tax liability
4 All 1 2 3
1 Sole Proprietor
2 Trust
3 Small Private Ltd.Co.
4Semi Givernment Company
1 Capital Of Partners
2 Types of Partners
3 Partnership Deed
4 Sleeping Partners
1 Discussion with Partners
2 Self Observations
3 Minute Book
4 Partnership Deed
1 Management
2 Appointed C A
3 Bank
4 None 1 2 3
1 Management
2 Auditor
3 Clerks
4 Head of Deparments
1 Chairman of Company
2 Shareholders
3 Loaning Bank
4 Managing Director of Co.
1 Performance Audit
2 Special Audit
3 Concurrent Audit
4 Spot Audit
1 Cointinuous Audit
2 Special Audit
3 Statutory Audit
4 Efficiency Audit
1 Interim Dividend
2 Sale of Company
3 Half yearly Results
4 All 1 2 3
1 Concurrent
2 Interim
3 Balance Sheet
4 Special
1 Indian
2 American
3 Austrelian
4 Britain
1 Cost
2 Spot
3 Management
4 Tax
1 Work Confedentially
2 Not to Disclose information to
3 No dependiability on others
4 All 1 2 3

29 Statutory Auditor have right of-----

30 Audit Report is prepared on Besis of----

31 Format of Internal Audditor is as per---

32 Genuiness of transaction verified from---

33 True & Fair Financial includes----

34 The Accounting Year of the Company is---

35 Expenses of Company are divided in to==

36 Misappropriation in Goods done b in

37 Consigned Goods shown as Sale is-----error

38 Memorandum of Association is part of----Audit

39 Steps taken to obtain Audit Evidance is----

40 Audit Note Book written record of----

41 In Audit verification of Clauses of----is important

42 Removal of Auditor is done by---

43 Removed Auditor has Right to----

44 Auditor to remove permission from----require

45 Current Files of Auditor contain----



1 General Lien
3 Visit Branches if required
1 Audit Evidence
3 Observations
Tax Act 1961
3 Not prescribed
1 Vouching
3 Correspondance
1 P & L accounts
3 Window Dressing
1 01/01 to 31/12
3 01/06 to 31/05
1 Capital Expenses
3 Routine Expenses
1 Inward Goods Register
3 Purchase Dept
1 Commission
3 Ommisssion
1 Permanent
3 Regular
1 Observations
3 Vigilence
1 Qualities of Audit
3 Quirries
1 Articles of Association
3 Resolutions of Company
1 Shareholders in AGM
3 Board Of Directors
1 Get Notice of AGM
3 To be heard
1 ROC
3 State Government
1 Audit Notes
3 Replies for Quirries

2 Receive Fees
4 All 1 2 3
2 Discussion with Management
4 All 1 2 3
2 Companies Act 2013
4 CARO 2015
2 Files
4 1 2 3
2 Balance Sheet
4 1 & 2
2 01/04 to 31/03
4 Optional of Company
2 Revenue Expenses
4 1 & 2
2 Watchman of Godown
4 None 1 2 3
2 Error of Principle
4 Duplication Error
2 Current
4 None 1 2 3
2 Inspection
4 Quirries
2 Quantity
4 None 1 2 3
2 Minute Book
4 Agreement s entered
2 Chairman of Co.
4 Promotors
2 Attend AGM
4 All 1 2 3
2 Central Government
4 Not require
2 Audit Evidence
4 All 1 2 3

46 Audit Planning should be based on----

47 Audit Note Book is divided in to---parts

48 Audit Note Book is prepared every----

49 There is No specific---for Audit Notebook

50 Audit Papers are property of-----

51 Record of Books of acc Accounts are kept at----

52 Befor Commencing Audit,Auditor should----

53 Internal Control includes----

54 Any weaknesses in Internal Control,Auditor should---

55 Weaknesses in Internal may lead to---

56 In Cash Sales,Cash should be----

57 Goods sold on Approval/Return besis----

58 Dividend Received is verified from—

59 Audit of Investment,Auditor to check----

60 Powers to Investments are in-----

61 To hide abnormal profits----Reserve is created

61 In Audit Population means----



1 Applicable Laws
2 Volume of Work
3 Scope of Audit
4 All 1 2 3
1 2
2 3
3 4
4 6
1 Month
2 Quarter
3 Yearly
4 Half yearly
1 Aims
2 Validity
3 Time
4 Structure
1 Company
2 Auditor
3 Audit Committee
4 Chairman of Company
1 Registered Office of Company
2 Auditors Office
3 Chairman.s Safe
4 Optional of Company
1 Visit Company
2 Understand Internal Control
3 Discuss with Management
4 All 1 2 3
1 Accounting System
2 List of Employees
3 Read M/A & A/A
4 1 & 3
1 Neglect
2 Inform Management
3 Inform Clerk
4 Just Note
1 Fraud
2 Misappropriation
3 Incorrect record of Accounts
4 All 1 2 3
1 Kept in Safe
2 Kept with Officer
3 Inmmidiate Deposits in Bank
4 Optional of Company
1 Not to treat as Sale
2 Sale to Agent
3 Reduce from Closing Stock
4 2 & 3
1 Counter Foil of D/W
2 Investment Record
3 Letter from Co.
4 Inward Dak
1 Brokarage paid
2 Board Resolution
3 Minute Book
4 All 1 2 3
1 Memorandum Of Association
2 Articles of Association
3 Chairmans
4 All 1 2 3
1 Depreciation
2 Secret
3 Free
4 Capital
1 Total Emplyees of Co.
2 Entire set of Data
3 Specific Audit data
4 None 1 2 3

62 Equal chance of gettin ng selected is in------sa ampling

63 Voucher contain----

64 After checking Voucher,Auditor should----

65 Missing serial Number of Voucher,Auditor to----

66 Lost Voucher may be case of----

67 Standard deals with asudit Planning is---

68 Terms of Engagement of Audior is

69 AAS 5 relate to-----

70 Verifying Inventory relate to Provisions of----

71 SA 315 relate to----

75 SA 240 relate to-----

76 Audit Documentation is re;ate to---

77 Auydit Standards (SA) are for----

78 As per M/A sell of Assets are power of----

79 Trial Balance of Company is----

80 Section----- of Compan nies Act lays down Scope of Audit

81 Letter of Engagement specifies-----



1Randum
3 Vouching
1 date of Transaction
3 Signature of Officer
1 File it
3 Put Audit Stamp
1 Neglect
3 Just Note down
1 Fraud
3 Exception
1 AAS 7
3 AAS9
1 AAS 26
3 AAS9
1. Verification of Assets
3 Audit Evidences
1 CARO 2003
3 CARO 2016
1.Audit Procedure
3 Inventory
1.Auditors duty on Fraud
3 Auditors duty on Inventory
1 SA230
3 SA500
1 Making Audit Easy
3 Save Time
1 Chairman of Company
3 Sales Executives
1 Working Paper
3 Text Record
1 225
3 227
1 Aim of Audit
3 Plan of Audit

2 Hapazardous
Systematic
2 Description
4 All 1 2 3
2 Cancel sign of Officer
4 2 & 3
2 Inform Concerned Officer
4 search the voucher
2 Neglegence in recording transac
4 Non 1 2 3
2 AAS8
4 AAS10
2 AAS8
4 AAS10
2 Audit Sampling
4 Audit Report
2 CARO 2015
4 CARO 2013
2 Internal Control
4 Sale of Assets
2 Auditors duty on Internal Conto
4 None 1 2 3
2 SA 240
4 SA 210
2 Audit Standardisation
4 All 1 2 3
2 Board of Directors
4 Managing Director of Co.
2 Newspaper
4 None 1 2 3
2 226
4 228
2 Scope of Audit
4 Time of Audit

82 Auditor can obtain information from----

83 Audit Note Book is a

84 Bank Reconciliation is included in----

85 In adopting Test checking,Auditor can---

86 The test checking does not reduce Auditors----

87 Test checking is suitable for---

88 While determiningn Sample size,Auditor to consider-----

89 Internal Control help in----

90 should be sent to Debtors periodically

91 For purchase of Raw Material,Order is placed by---

92 The work relating to pay salaries & wages include----

93 Payment to dummy person can be checked by----

94 The Auditore has to----Internal Control System

95 C.A. of Company should not be appointed if he is----

96 External Auditor is----

97 Statutory Audit is complsory under-----

98 External Auditor is responsible for----



1 Management
3 Staff of Company
1 New
3 Narrow
1 Audit Working Papers
3 Not incluuded in Audit
1 Save Time
3 Save energy
1 Expenses
3 Income
1 Large Organisations
3 Small sazed Organisations
1 Sampling Risks
3 Expected Errors
1 Detection of Frauds
3 Accuracy in Records
1 Amount Received
3 Balance amount
1 Accounts Dept
3 Purchase Dept
1 Attedance
3 Tax deductiins
1 Checking Attendance Record
3 Self observations
1 Evaluate
3 Implement
1 Not C.A.
3 Having vested interest in Co.
1 C.A. in Service
Audit Committee Member
1 Companies Act 2013
3 CARO 2003
1 Management
3 Loaning Bank

2 Last year Audit Report
4 Feed back
2 Broader
4 Old
2 Comments on Audit
4 Audit Report
2 Concentrate on other matters
4 All 1 2 3
2 Liabilities
4 Openion
2 Medium Organisations
4 All 1 2 3
2 Tolarable Errors
4 All 1 2 3
2 Prevention of Frauds
4 All 1 2 3
2 Amount Due
4 All 1 2 3
2 Store Dept
4 Optional of Company
2 Preparation of Pay Slips
4 All 1 2 3
2 In presence of Supervisor
4 1 & 2
2 Check
4Non 1 2 3
Not C A in practice
4 All 1 2 3
2. Outsider C.A.
4 Senior Accountant
2 Tax Act 1961
4 Corporate Tax Act
2 Sharehplders
4 Non 1 2 3

99 Auditor should well conversant with

100 First Auditor of the Company is appointed by--

101 Charge on Fixesd Assets is Registered with----

102 Installation charges to Machinery are---expenses

103 When Machinery is Revalued,Depreciation is charges on---

104 Audit of Furniture includes---

105 Audit of Vehicles,Auditor to check---

106 Audit of Patents involve---

107 Stock Register is maintained by---

108 Inventory to show in B/s as per----

109 Petty Cash include--

110 Bill Discounted but not matured is---Liability

111 Creditors in B/S,auditor to verify------

112 For Secured Loan by the Company,Auditor to check----

113 For Issue of Debentures Powers are given in-----

114 For Public Deposits,permission from------required

115 The Objects of creation of Reserves is-----



1 ICAI Instructions
3 CARO provisions
1 Board of Directors
3 Shareholders
1 ROC
3 Loanining Bank
1 Revenue
3 Deffered
1 Revised Value
3 ICAI direction
1 Record Register
3 Correct Depreciation
1 RC books
3 Use of Vehicles
1 Record in Patent Fregister
3 Legal Life
1 Store Keeper
3 Accounts Dept
1 Companies Act 1956
3 CARO 2003
1 Notes
3 Coins
1 Contingent
3 Miscelleneous
1 Schedule of Creditors
3 Long Outstanding
1 Prospectus
3 Disbursement
1 Prosoectus
3 Memorandum of Association
1 Shareholders
3 Central Government
1 Emergencies
3 Tax payments

2 Company Act
4 All 1 2 3
2 Promotor
4 ICAI
2 Registrar of Firms
4 Not Registered
2 Capital
4 Preliminary
2 Old Value
4 Optional of Company
2 New Purchasess
4 All 1 2 3
2 Insurance Policies
4 1 & 2
2 Fees Paid
4 All 1 2 3
2 Godown Watchman
4 Audit Clerk
2 Sch VI of Companies Act 2013
Non 1 2 3
2 Stamps
4 All 1 2 3
2 Current
4 Fixed
2 Confirmations
4 All 1 2 3
2 Powers of Board of Directors
4 Trust Deed
2 Management Mannual
4 Not1 2 3
2 SEBI
4 Bank
2 Make company financially stron
4 Non 1 2 3

116 The value of Current assets is valued at

117 Audit of Inventory,auditor should also check---

118 Goodwill of Company is considered as---

119 Self created Goodwill is----

120 Goodwill of the company should be----

121 Trade Mrk should be Registered in Name of----

122 In Tax Auditor,auditor to verify unpaid tax for---months

123 For proposed Dividend,approval from---require

124 Before declaring Dividend Company should provide for---

125 Disputed Tax Liabilities,Auditor to---

126 Long outstanding expenses,Auditor should---

127 Auditor should not work -----

128 Partial posting of Transaction is----error

129 It is difficult to trace out---error

130 Trial Balance is nit affected by---

131 LFAR of Bank audit is submitted to----

132 Permission from---require for removal of Auditor

133 Removed Auditor has right to ----



1 Commencement of Audit
3 Close of Year
1 Slow moving Stock
3 Quantity
1 Tangible Asset
3 Fictitious Asset
1 Valued at Age of Company
3 Not Acceptable to auditor
1 Depreciated
3 Within year
Chairman of Co.
3 Managing Director
1 3
3 9
1 Shareholders in AGM
3 Statutory Auditor
1 Depreciation
3 Provisions of Acts
1 Disclose in Report
3 Neglect
1 Discuss with Managers
1 Under Pressure
3 Integrity
1 Error of Ommission
3 Compensating Error
1 Duplication
3 Error of Ommission
1 Compensating Error
3 Error of Commission
1 Government
3 SEBI
1 Bank
3 SEBI
1 Get Notice of AGM

2 Closing date of Audit
4 Optional of Company
2 Scrap
4all 1 2 3
2 Intangible Asset
4 Current Asset
2 ICAI instructions
4 Reasonable price
2 Writeoff within reasonable time
4Not to write off
2 Name of Company
4 Non 1 2 3
2 6
4 12
2 SEBI
4 Optional of Company
2 Tax Liabilities
4 All 1 2 3
2 Show as Contingent Liability
1 & 2
2 Supporting Documents
2 With biased mind
4 1 & 2
2 Error of Commission
4 Duplicatiion error
2 Compensating
4 Error of Commission2
2 Duplication Error
4 Error of Ommission
2 RBI
4 None 1 2 3
2 Central Government
4 R.B.I.
2 Heard in AGM

134 Not hiding any fact by Auditor is-----

135 Auditor can disclose information only if----

136 SA 200 relate to---

137 Investigator is appointed by----

138 Nature & Amount of fraud is reported under---

139 Audit of Insurance Companies done under -----Act

140 Internal Audit is----

141 Internal Auditor is responsible to---

142 Effective check on staff is possible in---Audit

143 Continuous Audit is good for----

144 In Audit Planning,Auditor should obtain-----

145 SA 530 defines----

146 In case of Sale -----Departments involved

147 Debtors outstanding more tha 6 months comply

148 Cancellation of Voucher is by-----

149 Alteration in Voucher is indication of----

150 Audit of Income include verification of----

Subject Teacher

3 Attend AGM
1 Skill of Auditor
3 Cinfidentiality of Auditor
1 By law
3 other is friend of Auditor
1 Audit Papers
3 Audit Note
1 Management
3 Bank
1 CARO 2003
3 CARO 2016
1 Companies Act 1956
3 GIC Act 1956
1 Kind of Continuous Audit
3 Done by Employee
1 Statutory Auditor
3 Management
1 Management
3 Special
1 Big Organisations
3 Small Companies
1 List of Registers
3 Previous years Audit Report
1 Audit Sampling
3 Costing of product
1 Store
3 Sales
1 Companies Act 1956
3 ICIA Rules
Affixing Rubber stamp
3 Signature of Authorised Officer
1 Mistake
3 Misappropriation
1 Bank Statement

4 All 1 2 3
2 Integrity of Auditor
Objectivity of Auditor
2 Permitted by Client
4 1 & 2
2 Objective & Scope of Audit
4 Audit Openion
2 Government
4 None 1 2 3
2 CARO 2015
4 CARO 2018
2 Insurance Act 1938
4 IRDA
2 Review of Internal Control
4 All 1 2 3
2 Tax Auditor
4 Shareholders
2 Spot
4 Continuous
2 Banking Companies
4 1 & 2
2 List of Officers in Company
4 All 1 2 3
2 Test checking
4 Non 1 2 3
2 Accounts
4 All 1 2 3
2 Sch VI of Co.Act 2013
4 None 1 2 3
2 File
4 1 & 3
2 Fraud
4 All1 2 3
Receipt issued

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Accredited B+ by NAAC
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Question Bank

Subject: Business Ethics and Corporate Governance

Class: TYBBI

Semester: V

Faculty: Mrs. Renu Vijay Verma

1. Define corporate governance
2. Give the salient features of corporate governance
3. Enumerate the need of corporate governance in today's economy
4. Explain the OECD principles of corporate governance
5. Explain the principles of transparency , accountability , fairness and responsibility in corporate governance
6. Bring out the benefits of corporate governance in view of rising scams and scandals
7. Elaborate the significance of ethics in corporate governance
8. What are the factors responsible for failure of corporate governance
9. Define unfair Business practices
10. State the categories of unfair business practices
11. How consumer are protected against unfair trade practices
12. Define Ethical Business Practices
13. Explain the code of Fair Business practices
14. Explain agency theory of corporate governance
15. What are the feature of stewardship theory of corporate governance
16. Bring out the difference between agency theory and stewardship theory
17. Elaborate stakeholder theory of corporate governance
18. Highlight shareholder theory of corporate governance in detail
19. Explain Anglo American Model of Corporate Governance in Detail
20. State the feature of German Model of corporate governance
21. Describe Japanese Model of corporate governance
22. Discuss the Indian Model of corporate governance in detail

23. Define good governance. Explain the origin and concept of Good governance
24. Define corporate governance
25. Explain the elements of Good corporate governance
26. Define CSR
27. Elaborate all the types of CSR
28. Elaborate the various dimensions of CSR
29. What is Arthashastra
30. Explain the biography of Chanakya
31. Explain Chanakya Niti
32. Explain the principles of Arthashastra
33. Define Good Governance in Ancient Indian Scripture
34. Trace out the historical perspective of the concept of corporate governance
35. Enumerate the status of corporate governance in India
36. State the key issues in corporate governance in India in managing the dominant shareholders and promoters
37. Bring out the shift of corporate governance over the past decade
38. Highlight the emerging trends in corporate governance
39. Explain the concept of value in detail
40. Explain the characteristics of value
41. Mention the different types of value
42. Elaborate the functions of values
43. Give the importance of values
44. Highlight the value system in business
45. Explain the teachings from Bible
46. Explain the teachings from Quran
47. Explain the teachings from Bhagavat Gita
48. Define Independent Director
49. Highlight the role and duties of Independent Director
50. Briefly explain the concept of changing role of Corporate Boards
51. Review the role of SEBI in regulating stock market
52. Explain the main functions of SEBI
53. Elaborate the role of SEBI in corporate governance
54. Highlight the objectives of SEBI
55. Enumerate the steps taken by SEBI for ensuring better governance in corporate
56. Explain SEBI code of conduct in corporate governance based on Birla committee
57. Define Financial Reporting. Explain its objective
58. Give the importance of Financial reporting
59. Give the relationship between Financial Reporting and Corporate Governance
60. Explain Accounting standard
61. State the importance of Accounting standard



62. Distinguish between GAAP V/s IFRS
63. Explain how accounting standard and accounting disclosure are interrelated
64. Write a note on Accounting Standard Board
65. Explain the concept of Disclosure
66. State the objectives of disclosure
67. Mention the disclosures as per the Companies Act ,2013
68. Narrate the disclosure for the listing agreement (Clause 36)
69. Narrate the disclosure for the listing agreement (Clause 49)
70. Highlight the importance of Family Owned Business in India
71. What are the problems of Family Owned Business
72. Give the relationship between Business Ethics and Business Development
73. Highlight the role of Business ethics in Business Development
74. Mention the eight rules of Ethical Thinking in Business
75. Explain the five steps to improve ethical performance in business for business development
76. Highlight the role of Business Ethics in Building civilised society
77. Define corruption. Explain the types of corruption
78. State all the causes of corruption
79. What are the appropriate remedies for corruption
80. Explain the concept of Zero tolerance of corruption
81. Discuss zero tolerance action plan of India
82. Explain the concept of Fraud
83. What are the different areas of frauds in banks? And also mention its preventive measures
84. Explain computer related fraud
85. Explain credit card and debit card fraud
86. Define scams and scandals
87. Mention the overview of Few scams and scandals
88. Define business ethics. What are the salient features?
89. Highlight the importance of business ethics
90. Explain the principles of business ethics in detail
91. Describe the scope of business ethics
92. Explain the different types of ethics
93. Explain the relation between ethics and morality
94. Explain the difference between ethics and law
95. State the objectives of ethics
96. Write a brief note on ethics in Foreign trade or International business
97. Briefly explain the Ethics relating to copyrights
98. State the Ethical issues in free and perfect competitive market
99. Briefly explain various approaches to ethics
100. Explain Mill's and Bentham's utilitarianism theory in detail
101. Describe Kant's Deontology theory in detail
102. Explain the difference between Utilitarianism and Deontology
103. Explain the concept of Ethical Dilemma



104. What are the sources of Ethical Dilemma
105. Explain the various types of Ethical Dilemma
106. Mention the rules for solving Ethical Dilemma
107. Explain the concept of Trusteeship
108. Highlight the Gandhi's principle of trusteeship
109. State the limitations of principle of trusteeship
110. Enumerate the importance of trusteeship principle in modern business
111. What are the ethical issues in marketing
112. Briefly explain the Ethics in HRM
113. State the ethics in IT
114. Highlight the Ten commandments of computer ethics
115. Explain the information technology Act,2000
116. Explain the concept of ethics in advertising
117. Elaborate all the ethical issues in advertising
118. Enumerate ethical and moral principles of advertising to be followed by corporate
119. Explain the ethical issues involved in finance
120. Evaluate the traits / dimensions of an ethical financial manager

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Question Bank

Subject: Business Ethics and Corporate Governance

Class: TYBI

Semester: V

Faculty: Mrs. Renu Vijay Verma

Multiple Choice question

1. . Which of the following are the principles of ethics in business?

    2. Honesty
    3. Integrity
    4. Loyalty
    5. All of these

Answer: All of these

2. A board that is elected in a classified system is known as a

    1. Diversified board
    2. Staggered board
    3. Rotating board
    4. Declassified board

Answer: Diversified board

3. Which of the following regarding corporate governance is correct?

    1. Corporate governance can temper growth.
    2. Good corporate governance can result in excessive risk-taking.
    3. Corporate governance often results in prompt and effective decision-making.

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4. The aim of corporate governance is to protect the interests of shareholders and the local economies.

Answer: Corporate governance can temper growth.

4. The first step in the auditing process should be to secure the commitment of:

1. Employees
2. Top executives and directors
3. Stockholders
4. Customers

Answer: top executives and directors.

5. Which of the following is not part of the definition of an asset?

1. Control of a resource.
2. Resulting from a past event.
3. Inflow of economic benefits.
4. During the accounting period.

Answer: During the accounting period.

6. Which of the following is not a driver of responsible competitiveness?

1. Policy drivers
2. Development drivers
3. Business action
4. Social enablers

Answer: Development drivers

7. Which of the following statements regarding institutional shareholders is correct?

1. These shareholders have extensive power to monitor the activities of the company.
2. Institutional shareholders prefer to exert their power privately rather than publicly.
3. These shareholders often aim to improve outcomes rather than sell their shareholding.
4. Institutional shareholders are known to publicly use their voting power to encourage sound corporate governance.

Answer: Institutional shareholders prefer to exert their power privately rather than publicly.

8. A (n) _____ is a problem, situation, or opportunity requiring an individual, group, or organization to choose among several actions that must be evaluated as right or wrong.

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1. Crisis
2. ethical issue
3. indictment
4. fraud

Answer: ethical issue

9. A high-commitment approach to environmental issues may include all of the following except:

1. risk analysis
2. stakeholder analysis
3. green-washing
4. strategic sustainability auditing

Answer: green-washing

10. Which of the following relating to discounting future liabilities is correct?

1. Discounting future cash flows is not aligned with the aims and objectives of sustainability reporting.
2. Discounting distant future costs that are to be incurred increases the current liability that is to be reported now.
3. Discounting costs highlights the savings of future generations due to present generations accounting for the loss now.
4. Discounting social issues are done in terms of the accounting standards so there are no ethical issues as the process is fair.

Answer: Discounting future cash flows is not aligned with the aims and objectives of sustainability reporting.

11. Which of the following relating to CSR theories is correct?

1. Institutional theory is based on the shareholder concept.
2. Social contract is the key concept of legitimacy theory.
3. The key concept of enlightened self-interest is stakeholder relations.
4. Stakeholder theory requires organizations to manage community perceptions to survive.

Answer: Social contract is the key concept of legitimacy theory.

1. 12. A stakeholder orientation includes all of the following activities except generating data about stakeholder groups
2. assessing the firm's effects on stakeholder groups
3. distributing stakeholder information throughout the firm
4. minimizing the influence of stakeholder information on the firm

Answer: minimizing the influence of stakeholder information on the firm

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13. ABC Ltd is a mining company listed on the Australia stock exchange. It has an audit committee comprising four members. Two members are independent non-executive directors with engineering and mining qualifications. The nomination committee is currently looking to appoint an additional member to the audit committee. In terms of the ASX principles, which of the following would most likely be the best candidate for appointment?

1. An independent non-executive director with a qualification in finance.
2. An executive director with a qualification in accounting.
3. A non-independent non-executive director with qualifications in accounting and auditing.
4. A non-executive director who was previously the CFO of ABC Ltd a year ago.

Answer: An independent non-executive director with a qualification in finance.

14. An independent director is one who:

1. Did not attend a school supported by the company.
2. Does not have outside relationships with other directors.
3. Does not have any other relationships with the company other than his or her directorship.
4. All of the above.

Answer: Does not have any other relationships with the company other than his or her directorship.

15. An organisation's obligation to act to protect and improve society's welfare as well as its own interests is referred to as

1. organizational social responsibility
2. organisational social responsiveness
3. corporate obligation
4. business ethics

Answer: organisational social responsibility

16. An organization's appropriate tone at the top promoting ethical conduct is an example of:

1. Ethics sensitivity
2. Ethics incentives
3. Ethical behavior
4. Consequentialist

Answer: Ethical behavior

17. Atmospheric issues include all of the following except:

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1. Acid rain
2. Global warming
3. Air pollution
4. Water quantity

Answer: Water quantity

18. The four types of social responsibility include:

1. Legal, philanthropic, economic, and ethical
2. Ethical, moral, social, and economic
3. Philanthropic, justice, economic, and ethical
4. Legal, moral, ethical, and economic

Answer: Legal, philanthropic, economic, and ethical

19. The goal of corporate governance and business ethics education is to:

1. Teach students their professional accountability and to uphold their personal Integrity to society
2. Change the way in which ethics is taught to students
3. Create more ethics standards by which corporate professionals must operate
4. Increase the workload for accounting students

Answer: Create more ethics standards by which corporate professionals must operate.

20. The hand-of-government refers to the

1. Ability of the government to interfere in business negotiations
2. Role of corporations to be profitable within the law
3. Effect of national politics on business decisions
4. Impact of changing government regulations

Answer: Role of corporations to be profitable within the law

21. The internal audit function is least effective when the department:

1. Is non-independent
2. Is competent
3. Is objective
4. Exhibits integrity

Answer: Is non-independent

22. The primary stakeholders are

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1. Customers
2. Suppliers
3. Shareholders
4. Creditors

Answer: Shareholders

23. The social economy partnership philosophy emphasizes:

1. Cooperation and assistance
2. Profit maximization
3. Competition
4. Restricting resources and support

Answer: Cooperation and assistance

24. The view that business exists at society's pleasure and businesses should meet public expectations of social responsibility is the

1. Iron law of responsibility argument
2. Enlightened self-interest argument
3. Capacity argument
4. Anti-freeloader argument

Answer: Enlightened self-interest argument

25. To be successful, business ethics training programs need to

1. Focus on personal opinions of employees
2. Be limited to upper executives
3. Educate employees on formal ethical frameworks and models of ethical decision making
4. Promote the use of emotions in making tough ethical decisions

Answer: Educate employees on formal ethical frameworks and models of ethical decision making.

26. Which of the following are the principles of ethics in business?

1. Honesty
2. Integrity
3. Loyalty
4. All of these

Answer: All of these

27. Which of the following is not one the underlying principles of the corporate governance Combined Code of Practice?

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1. Openness
2. Integrity
3. Accountability
4. Acceptability

Answer: Acceptability

28. Which of the following is not one of the elements of financial reporting?

1. Assets.
2. Liabilities.
3. Expenses.
4. Cash flows.

Answer: Cash flows.

29. Under the _____, both internal and external corporate governance mechanisms are intended to induce managerial actions that maximize profit and shareholder value.

1. Shareholder theory.
2. Agency theory.
3. Stakeholder theory.
4. Corporate governance theory.

Answer: Shareholder theory.

30. Which of the following regarding agency theory is correct?

1. Agency theory only applies to large entities.
2. Agents act in the best interest of the principal.
3. Agents are assumed to be in a position of power.
4. Agency theory defines the relationship between agents and directors.

Answer: Agents are assumed to be in a position of power.

31. Codes of conduct and codes of ethics

1. are formal statements that describe what an organization expects of its employees.
2. become necessary only after a company has been in legal trouble.
3. are designed for top executives and managers, not regular employees.
4. rarely become an effective component of the ethics and compliance program.

Answer: are formal statements that describe what an organization expects of its employees.

32.The _____ dimension of social responsibility refers to a business's societal contribution of time, money, and other resources.

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1. Ethical
2. Philanthropic
3. Volunteerism
4. Strategic

Answer: Philanthropic

33.According to clause 49 on independent directors. What can be maximum tenure of independent director.

A. 2 terms of 5 years each

B. 3 terms of 5 years each

C. 2 terms of 10 years each

D. 3 terms of 4 years each

Answer: 2 terms of 5 years each

34.The framework for establishing good corporate governance and accountability was originally setup by

A. Nestle committee

B. Rowntree committee

C. Cadbury committee

D. Thornton committee

Answer: Rowntree committee

35. Which of the following is not one of the underlying principles of the corporate governance combined code of practice?

A. Accountability

B. Openness

C. Acceptability

D. Integrity

Answer: Acceptability

36. External audit of the accounts of a limited company is required?

A. Because it is demanded by the company's bankers

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B. By the companies act 2006

C. At the discretion of the shareholders

D. To detect fraud

Answer: By the companies act 2006

37. Director's responsibilities are unlikely to include

A. a duty to keep proper accounting records

B. a fiduciary duty

C. a duty to propose high dividends for shareholders

D. a duty of care

Answer: a duty to keep proper accounting records

38. A company may become insolvent if it

A. makes a loss

B. has negative working capital

C. cannot meet its budgeted level of profit

D. cannot pay creditors in full after realization of its assets

Answer: cannot pay creditors in full after realization of its assets

39. Fraudulent trading may be

A. a criminal offence committed only by directors of a limited company

B. a civil and a criminal offence committed by an employee

C. a civil and a criminal offence committed only by directors of a limited company

D. a civil offence committed by an employee

Answer: a civil and a criminal offence committed by an employee

40. A director of a limited company may not be liable for wrongful trading if he or she

A. increased the valuation of its inventories to cover any potential shortfall

B. brought in some expected sales from next year in to the current year

C. took every step to minimize the potential loss to creditors

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D. introduce into the balance sheet an asset based on a valuation of its brands sufficient to meet
Answer: took every step to minimize the potential loss to creditors

41. Disqualification of directors may result from breaches under the

A. Health and Safety Act

B. Financial Services Act

C. Sale of Goods Act

D. Companies Act

Answer: Companies Act

42. According to clause 49 on independent directors. What should be minimum age of independent director.

A. 21

B. 22

C. 23

D. 24

Answer:21

43. A company cannot issue redeemable preference shares for a period exceeding

A. 5 years

B. 10 years

C. 15 years

D. 20 years

Answer:20 Years

43. which one is the dimension(approach) of corporate social responsibility?

A. Corporate philanthropy

B. Stake holders' priorities and sustainable development

C. Ethical business

D. All of the above

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Answer: All of the above

44.According to section 179 which one of the following is a power of director?

A. To buy back its shares

B. Sell lease or otherwise dispose of the undertakings of the company

C. Remit or give time for the repayment of any debt due by a director

D. Making political contributions exceeding specified limits

Answer: To buy back its shares

45. What is keiretsu

A. Pension fund

B. Corporate group

C. Stock exchange

D. Futures Market

Answer: Corporate group

46. The concept of Corporate Social Responsibility originated in which time period?

A. 1920's and 1930's

B. 19th Century

C. 1980's and 1990's

D. 1960's and 1970's

Answer: 1960's and 1970's

47. Worldwide, about _____ percent of businesses in the private sector are small or medium sized.

A. 80

B. 85

C. 90

D. 99

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Answer:90

48. The generally accepted definition of a small business is one with _____ or fewer employees.

A. 10

B. 20

C. 25

D. 50

Answer:50

49. The generally accepted definition of a medium business is one with _____ or fewer employees.

A. 50

B. 100

C. 200

D. 250

Answer:250

50. In the United States, small or medium sized businesses provide over _____ percent of total employment.

A. 25

B. 40

C. 50

D. 75

Answer:50

51.Owners of stock in a corporation are only liable for _____.

A. the amount they have invested in the company's stock

B. their personal assets

C. the amount they have invested in the company's stock and their personal assets

D. none of the above.

Answer: none of the above.

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52. A _____ of an issue consists of weighing and balancing all of the competing demands on a firm by each of those who have a claim on it.

A. stakeholder analysis

B. board of directors' analysis

C. corporation analysis

D. management analysis

Answer: stakeholder analysis

53. The _____ that corporations must meet is "do no harm".

A. moral obligation

B. moral minimum

C. moral requirement

D. moral duty

Answer: moral minimum

54. In large corporations, the _____ is/are the legal overseers of management.

A. CEO

B. shareholders

C. board members

D. none of the above

Answer: board members

55. The _____ position is that a corporation can and should be evaluated not only in terms of its financial bottom line, but also in terms of its environmental bottom line and its social/ethical bottom line.

A. Bottom line

B. Double Bottom line

C. Triple Bottom line

D. Final line

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Answer: Double Bottom line

56. Corporate governance can be defined as:

A. the system used by firms to control the actions of their employees.

B. the election process used to vote in a new Board of Director.

C. the corporate compliance system used by the firm.

D. the system used by firms to identify who the critical stakeholders are for the firm.

Answer: the system used by firms to control the actions of their employees.

57. The system that is used by firms to control and direct their operations and the operations of their employees is called:

A. Corporate Compliance.

B. Corporate Governance.

C. Corporate Control.

D. Corporate Directive.

Answer: Corporate Governance.

58. Which board of directors committee is responsible for the guidelines on how the board of directors should operate.

A. Operating

B. Corporate governance

C. Corporate compliance

D. Guiding

Answer: Corporate governance

59. What is meant by the phrase CSR?

A. Corporate Social Responsibility

B. Company Social Responsibility

C. Corporate Society Responsibility

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D. Company Society Responsibility

Answer: Corporate Social Responsibility

60. Which of the following does the term Corporate Social Responsibility relate to?

A. Ethical conduct

B. Environmental practice

C. Community investment

D. All of the above

Answer: All of the above

61. Who are organisational stakeholders?

A. Government

B. Employees

C. Customers

D. All of the above

Answer: All of the above

62. What is Ethics to do with?

A. The wider community

B. Business

C. Right and wrong

D. Nothing

Answer: Right and wrong

63. Which of the following is an example of an area where business ethics apply?

A. Conduct of international operations

B. Nowhere

C. In the personal life of staff

D. None of the above

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Answer: Conduct of international operations

64. A _____ is a problem, situation, or opportunity requiring an individual, group, or organization to choose among several actions that must be evaluated as right or wrong.

A. Crisis

B. ethical issue

C. indictment

D. fraud

Answer: ethical issue

65. Which moral philosophy seeks the greatest good for the greatest number of people?

A. Consequentialism

B. Utilitarianism

C. Egoism

D. Ethical formalism

Answer: Utilitarianism

66.Fraudulent trading may be

A. a civil offence committed by any employee

B. a criminal offence committed only by directors of a limited company

C. a civil and a criminal offence committed only by directors of a limited company

D. a civil and a criminal offence committed by any employee

Answer: a civil and a criminal offence committed by any employee

67.The OECD argues that corporate governance problems arise because:

A. Ownership and control is separated

B. Managers always act in their own self interest

C. Profit maximization is the main objective of organizations

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D. Stakeholders have differing levels of power

Answer: Ownership and control is separated

68. An organization that is owned by shareholders but managed by agents on their behalf is conventionally known as the modern:

A. Conglomerate

B. Corporation

C. Company

D. Firm

Answer: Corporation

82. The modern corporation has four characteristics. These are limited liability, legal personality, centralized management and:

A. Fiduciary duty

B. Stakeholders

C. Shareholders

D. Transferability

Answer: Transferability

83. What makes a corporation distinct from a partnership?

A. If the members of a corporation die, the corporation remains in existence providing it has capital

B. If the members of a corporation die, the corporation ceases to exist

C. A corporation cannot own property

D. A corporation cannot be held responsible for the illegal acts of its employees

Answer: If the members of a corporation die, the corporation remains in existence providing it has capital

THE S.I.A. COLLEGE OF HIGHER EDUCATION * DOMBIVLI

The South Indian Association
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Department of Banking and Insurance

Class: TY B.Com (Banking & Insurance)

Subject : Financial Reporting and Analysis **Semester : V**

Name of Teacher: Ranjana Mhalgi

Theory Question Bank

Unit 1- Final Accounts of Banking Company

1) In how many years non-bank assets should be disposed off?
2) How much should be the capital for a bank situated in Mumbai ?
3) What should be the rate of commission on issue of shares ?
4) How much profit should be transferred to Reserve fund ?
5) What is CRR? What is the rate of CRR today ?
6) How would you classify the loan .
7) Which form is used for Balance Sheet ?
8) Which form is used for P & L A/c .
9) How many Schedules are there for Balance sheet ?
10) How many schedules are there for P & L A/c ?
11) What is NPA
12) What is Non-Banking asset ?
13) What is cash credit ?
14) What is Inter-Branch Adjustment ?
15) What is a Contingent Liability ?
16) What do you mean by Acceptances & Endorsements ?
17) What is Money at Call and Short notice ?
18) What is Rebate on Bills Discounted ' and discounting of a bill of exchange ?

Unit 2- Final Accounts of Insurance Company

1) What are the accounts included in the final accounts of General Insurance Companies
2) Revenue A/c is prepared in the which form
3) Write short notes on :
    a) Reinsurance ;
    b) Commission on Reinsurance accepted and ceded;
    c) Reserve for Unexpired Risk;
    d) Average Clause ;
    e) Premium earned
    f) Claims Incurred

Unit 3 - Preparation of Final Accounts of Companies

1) What is Shareholders Fund?
2) What is of format is provided by Companies Act for Final Accounts of Companies?
3) What is Current Liability?

4) What is Operating Cycle?
5) What is long term borrowings?
6) What is Current Asset?
7) What is Tangible and Intangible Fixed Asset?
8) What is Trade Payables?
9) Mention any three items which are disclosed under other current liabilities.
10) What is Short-term provision?

Unit 4- Cash Flow Analysis & Ethical Behaviour and Implications for Accountants

1) What is Cash Flow?
2) What is Cash and Cash Equivalent?
3) What is Cash Flow from operating Activities?
4) What is Cash Flow from Financing Activities?
5) What is Cash Flow from Investing Activities?
6) How does interest on loan affect cash flow?
7) How does payment of dividend affect cash flow?
8) What is the treatment for interim dividend in cash flow?
9) How does change in working capital affect cash flow?

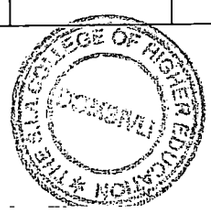
Unit 5 - Introduction to IFRS

1) What are the objectives of Ind AS 10?
2) What are the Mandatory and optional exemptions for First Time Adoption?
3) What are the financial statements included in comparative information?
4) What is share based payment?
5) What is the scope of Ind AS 102?
6) What are the measurement principles for Equity settled share based payment transactions?
7) What are the provisions of Ind AS 102 about disclosure?
8) Write short note on
   a)First Time Adoption Ind AS
   b)Share Based Payment
   c)Scope of Ind AS 101
   d)Scope of Ind AS 102
   e)Measurement of Equity settled share Based Payment Transactions
   f) Objectives of Ind AS 101
   g) Mandatory Exemptions
   h) Optional Exemptions



MCQS Question Bank

Sno	Questions	A	B	C	D	Answer
1	Banking companies in India are governed by _____ _____ _____.	Banking Regulation Act	Share capital	Reserves & surplus	none of the above	a
2	A banking company requires a license from _____.	RBI	Central Govt.	SBI	State Govt.	a
3	A banking company in Mumbai must have ` _____ capital.	15 lakh	25 lakh	35 lakh	5 lakh	a
4	Balance Sheet of a banking company is prepared in _____ _____.	Form B	Form C	Form A	none of the above	c
5	_____ _____ are repayable on demand.	Deposits	Advances	Demand Deposits	none of the above	c
6	Money at call and short notice can be withdrawn by _____ hrs. notice.	24 hrs.	2 hrs.	42 hrs.	22 hrs.	a
7	Treasury bills are usually for _____ months.	3	5	6	2	a
8	Banks must maintain SLR of _____.	25%	35%	55%	20%	a
9	Paid up capital of a banking company must be at least _____ of subscribed capital	20%	25%	50%	75%	c
10	The rate of commission in respect of shares issued by a banking company must be at least	2%	3%	5%	2.50%	d

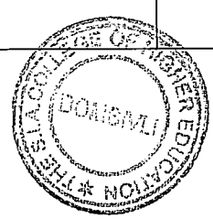


11	Balance sheet & P& L A/C must be prepared as per the form given in	1st schedule	2nd schedule	3rd schedule	5th schedule	c
12	Balance sheet of a bank requires	15 schedules	12 schedules	10 schedules	8 schedules	b
13	P & L A/C of a bank requires	5 schedules	6 schedules	9 schedules	4 schedules	b
14	An assets becomes non – performing when	no income is received	no profit is received	loss is incurred	b & c	a
15	NPA stands for	Non privilege asset	Non-performing asset	Net performing assets	None of the above	b
16	Discounted bills are shown under	Advances	Loans	Current assets	other assets	a
17	Rebate on bills discounted refers to	discount for the unexpired term of the bill	concession on bills discounted	interest on bills discounted	none of the above	a
18	Rebate on bills discounted is shown under	other liabilities & provisions	current liabilities	contingent liabilities	none of the above	a
19	Contingency fund appears :	In Balance sheet under 'other liabilities and provisions'	Under reserves & surplus	In P & L A/c	In notes	a
20	The % of provision required on standard assets is :	40%	0.40%	60%	100%	b
21	The % of provision required on sub–standard asset on secured portion is :	15%	12%	10%	5%	a
22	The % of provision on doubtful asset exceeding 1 year but not exceeding 3 years is :	10%	25%	40%	45%	c
23	The % of provision on loss asset is :	30%	50%	75%	100%	d

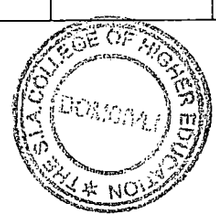
24	In _____ compensation is equal to the loss incurred.	Fire insurance	Marine insurance	General Insurance	Life insurance	c
25	Fire insurance policies are always subject to _____ _____.	Provision	Current liability	Average clause	None of the above	c
26	Average clause is introduced to discourage _____ _____.	Re-insurance	Double insurance	Under insurance	None of the above	c
27	Commission on Re-insurance ceded is credited to _____ A/c.	Investments	Revenue A/c	Cash & Bank balance	None of the above	b
28	Provision for unexpired risk in case of marine insurance is _____ % of Net Premium.	100	200	300	None of the above	a
29	Provision for unexpired risk in case of other insurance is _____% of Net Premium.	40	20	30	None of the above	a
30	Claim on Re-insurance accepted is _____ to claims paid.	Added	subtracted	multiplied	None of the above	a
31	General insurance includes	Fire insurance	Marine insurance	Misc. insurance	all a, b & c	d
32	The insured is not allowed to make any profit is	Life insurance	Fire insurance	Life and Fire insurance	none of the above	b
33	Fire insurance is subject to	average clause	risk clause	escalation clause	none of the above	a
34	When more than one policy is taken to cover the same risk it is called	Re-insurance	Double insurance	Marine Insurance	all of the above	b



35	The insurer who agrees to insure is called	Underwriter	Over writer	Insurer	b & c only	a
36	General insurance companies must comply with the requirements of schedule	A	B	C	D	b
37	Schedule B is divided into _____ parts	5 parts	10 parts	6 parts	8 parts	a
38	Revenue A/c is prepared in the form	RA	B-RA	C-RA	D-RA	b
39	P & L A/c is prepared in form	B × L	BPL	B × A	CPL	b
40	Balance sheet is prepared in the form	B BS	B PL	B DT	B PG	a
41	Provision created to meet the claims which may arise in respect of policies which remain unexpired at the end of the year is called as	Provision for unexpired risk	Provision for expired risk	Provision for risk involved	none of the above	a
42	The final accounts of companies are to be prepared in accordance with the provision of _____ of the Companies Act 2013	Schedule II	Schedule III	Schedule II	None of the above	b
43	The company's final accounts are prepared in _____ form.	Schedule of capital	Vertical	Horizontal Balance sheet	All of the above	b
44	The summarized Balance Sheet in _____ form is supplemented by schedules giving detailed information.	Horizontal Balance sheet	Vertical	Schedule of capital	All of the above	b



45	Profit and Loss of a company must be as per part _____ of schedule III of Companies Act.	III	II	IV	All of the above	b
46	Net Block of fixed assets is shown _____ Balance sheet.	horizontal form	convenient form	Vertical	All of the above	c
47	Net Block is Gross Block _____ _____.	current liabilities	reserve	Accumulated Depreciation	All of the above	c
48	Accounting policies are prescribed by _____.	AS 3	AS 1	AS10	None of the above	b
49	Dividend is declared by _____.	Other Financial Liability	Shareholders	Borrowings	All of the above	b
50	Livestock is shown under _____assets.	capital	loan	Fixed	All of the above	c
51	Intellectual property rights are disclosed under _____.	capital	loan	Other Intangible Assets	All of the above	c
52	Share application money pending allotment is disclosed under _____.	capital	Equity	convenient form	None of the above	b
53	The requirements for final account of companies are specified in Schedule _____.	I	III	XIII	XIV	b
54	The Schedule III prescribes vertical form of Balance Sheet in part.	4	2	3	1	d
55	Schedule II provides for _____.	Depreciation	capital	loans	assets	a
56	Schedule III requires Profit & Loss Account to be prepared in _____.	horizontal form	vertical form	convenient form	columnar form	b



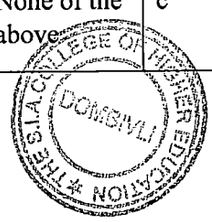
57	The extract of Balance Sheet format profile is specified in Part _____ of Schedule III.	1	2	3	4	a
58	The transfer to reserve is	10%	15%	voluntary	25%	c
59	The example of accounting policy is _____.	realisation	dual aspect	maturity	valuation of inventory	d
60	As per AS–1, disclosure should be made of _____.	all accounting principles	all accounting policies	all accounting concepts	all significant accounting policies	d
61	Following is not shown under provisions :	provision for taxation	provision for dividend	provision for depreciation	none of the above	c
62	Forfeited shares is _____.	added to paid up share capital	deducted from paid up capital	shown under reserves & surplus	none of the above	a
63	The company has 5% Government Securities having face value of ` 1,00,000 and cost ` 95,000. The interest on Government Securities will be _____.	` 5,000	` 4,750	` 9,750	none of the above	a
64	Short term loan is the loan due for not more than _____.	2 years	1 year	5 years	3 years	b
65	In a fixed asset schedule Gross Block Closing is equal to _____.	Opening Gross Block purchases	Opening WDV + purchases	Opening WDV + sales – purchases	Closing WDV + depreciation	a
66	In a schedule of fixed assets closing depreciation is equal to _____.	opening depreciation + Depreciation provided during the year – depreciation	opening depreciation + closing WDV	closing WDV + opening WDV	cost – depreciation	a

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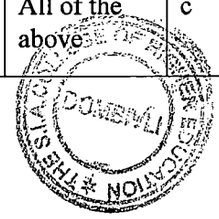
		on asset sold				
67	Dividend is calculated on _____.	paid up capital	called up capita	calls in arrears	none of the above	a
68	Accounting policies are prescribed by _____.	Companies Act	AS 1	Income tax Act	Sales tax Act	b
69	Interim dividend of a company can be declared by _____.	Shareholders	Board of directors	M.D	SEBI	b
70	Following is not a contingent liability _____.	Interim dividend	Bills discounted	Liability under guarantee	Arrears of preference dividend	a
71	The asset which is shown under fixed asset is _____.	Loose Tools	Vehicles	Stock	Investment	b
72	Revised Schedule III is applicable to	All the companies	IND AS compliant companies	All the private companies	All the Govt. companies	b
73	PPE includes	Bearer plants	Stock of Goods	Loose Tools	Live stock	a
74	AS per Ind AS animals are shown under	Live stock	Biological assets	Investments	None of the above	b
75	Bank deposits with more than 12 months maturity are disclosed under	Other financial assets	Investments	Loans	Advances	a
76	As per AS 26 preliminary expenses should be written off	In the year in which it is incurred	In five years	In ten years	None	a
77	Depreciation is provided as per the provision of	Schedule III	Schedule II	Schedule VI	Schedule IX	b
78	Maximum remuneration to a managing director in case of profit is	7.50%	5%	10%	11%	b
79	Cash flow statement is prepared as per AS _____.	3	4	5	None of the above	a

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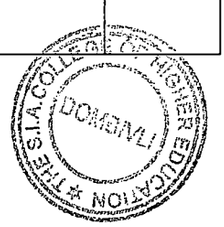
80	Cash flow is classified in to (1) _____ (2) _____ (3) _____ categories.	Operating, Investment & Financing	Operating Activities	Investing Activities	All of the above	a
81	Cash receipt from sale of goods is cash flow from _____.	Operating Activities	Investing Activities	Financing Activities	All of the above	a
82	Refund of income tax is a cash flow from _____.	Operating Activities	Investing Activities	Financing Activities	All of the above	a
83	Payment to employees is a cash flow from _____.	Investing Activities	Operating Activities	Financing Activities	None of the above	b
84	Cash received from sale of machine is a cash flow from _____.	Financing Activities	Investing Activities	Operating Activities	None of the above	b
85	Purchase of building is a cash flow from _____.	Operating Activities	Investing Activities	Financing Activities	None of the above	b
86	Purchase of investment is a cash flow from _____.	Operating Activities	Investing Activities	Financing Activities	All of the above	b
87	Issue of Debentures is a cash flow from _____.	Financing Activities	Investing Activities	Operating Activities	All of the above	a
88	Redemption of Pref. Shares is a cash flow from _____.	Financing Activities	Operating Activities	Investing Activities	All of the above	a
89	Interest on loan paid is a cash flow from _____.	Financing Activities	Investing Activities	Operating Activities	All of the above	a
90	Dividend paid should be shown as cash flow from _____.	Operating Activities	Investing Activities	Financing Activities	None of the above	c
91	Cash flow from operating activities is calculated by _____ and _____.	Direct method	Indirect method	Direct method & Indirect method	All of the above	c
92	Decrease in debtors increases cash flow	Financing Activities	Investing Activities	Operating Activities	None of the above	c



	from _____.					
93	Decrease in creditors decreases cash flow from _____.	Financing Activities	Operating Activities	Investing Activities	None of the above	b
94	Depreciation is _____ to Net profit to get cash flow from operating activities.	Fixed Assets A/c	Added Back	Both	None of the above	b
95	Goodwill w/off is added to N.P to get cash flow from _____.	Financing Activities	Operating Activities	Investing Activities	None of the above	b
96	Decrease in working capital _____ cash flow from operating activities.	Decreases	Increases	Both	All of the above	b
97	Increase in working capital, reduce cash flow from _____.	Operating Activities	Investing Activities	Financing Activities	All of the above	a
98	Collection from debtors is calculated from _____ A/c	Total Debtors A/c	Indirect method	Direct method	All of the above	a
99	Purchase & Sale of fixed assets is ascertained from _____.	Fixed Assets A/c	Investing	Indirect method	None of the above	a
100	Purchase of machinery is an _____ activity.	Increases	Financing	Investing	None of the above	c
101	Under _____ method Net profit is the basis of calculation of cash flow from operating activities.	Direct	Fixed Assets A/c	Indirect	None of the above	c
102	Cash flow statement is governed by AS _____.	2	5	3	All of the above	c
103	Cash flow statement is compulsory for	Operating	Investing	Listed	All of the above	c



	_____ companies.					
104	Depreciation is _____ cost.	Cash	Direct method	Non cash	None of the above	c
105	Cash flow statement provides information that	supplements the P & L A/c and Balance sheet.	is independent of financial statements	provides basis for financial planning	of a cash budget	a
106	Cash received from sale of machinery is treated as cash inflow from	Operating activities	Financing activities	Investing activates	Extra-ordinary activities.	c
107	One of the following is not treated as cash equivalent	Certificate of deposits	Public deposits	Commercial paper	Treasury bill	b
108	Unrealised gains & Losses arising in foreign exchange are	Cash flow from financing activities	Cash flow from investing activities	Not treated as cash flows	None of the above.	c
109	Payment relating to capitalized R & D cost is a cash flow from	Operating activities	Financing activities	Investing activities	Non of the above	c
110	One of the following is considered as cash transaction.	Conversion of Debentures into Equity shares	Collection of calls	Issue of shares for purchase of machinery	Purchase of machinery by issue of Debentures.	b
111	AS 3 is mandatory for	Listed companies	Companies with a turnover exceeding ` 50 crores	as in (a) & (b)	Non of the above	c
112	Proceeds from earthquake disaster settlement is a cash flow from	Operating activities	Investing activities	financing activities	None of the above	a
113	Repayment of lease Liabilities is a cash flow from	Operating activities	Investing activities	Financing activities	None of the above	c



114	Loans to subsidiaries is a cash flow from	Operating activities	Investing activities	Financing activities	None of the above	b
115	Income tax payment is a cash flow from.	Operating activities	financing activities	Investing activities	None of the above	a
116	Cash equivalent is	highly liquid investment	long term investment	most risky investment	None of the above	a
117	The following is not a cash equivalent	Cash Balance	Bank Balance	Investment in shares	None of the above	c
118	Buyback of equity shares creates cash flow from	Investing activities	Financing activities	Operating activities	None of the above	a
119	The term, 'Ethics' comes from _____ word.	Greek	French word	German word	None of the above	a
120	Ethical behaviour distinguishes right from _____.	wrong	right	Accuracy	None of the above	a
121	Ethical behaviour should be practiced with _____.	Stakeholders	Shareholders	Customers	None of the above	a
122	Ethical principles are _____ _____.	Well designed	Workplace	Customer loyalt	None of the above	a
123	Unethical behaviour can _____ the company.	Defame	Integrity	Unethical	None of the above	a
124	Disclosure is the component of _____ _____ ethical behaviour.	Well designed	Workplace	Integrity	None of the above	b
125	Ethical behaviour encourages _____ actions.	wrong	Right	Values	None of the above	b
126	Ethical behaviour ensures _____ _____.	Integrity	Customer loyalt	Accuracy	None of the above	b
127	In India CSR is made mandatory from _____ _____.	April, 2013	April, 2014	April, 2012	April, 2011	b
128	A company has to spend _____% of	1	2	3	4	b

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	N.P. on CSR.					
129	_____ is the principle of ethical behaviour.	Workplace	Objectivity	Integrity	None of the above	c
130	Emphasis on short term results is the reason for _____ behaviour.	Workplace	Ethical	Unethical	None of the above	c
131	ASB is constituted by _____.	ICAI	SEBI	CBDT	None of the above	a
132	Satyam was audited by _____ _____.	Integrity	Price waterhouse	Unethical	None of the above	b
133	Unethical behaviour results in Loss of _____ capital.	Legality	Human	Honesty	None of the above	b
134	Ethics education can check _____ reporting.	Ethical	Integrity	Unethical	None of the above	c
135	Code of Ethics sets out company _____.	Legal rules only	Ethical rules only	Values	None of the above	c
136	Whistle blowers are _____ of public.	Integrity	Customer loyalt	Eyes	None of the above	c
137	Ind AS 101 is _____ IFRS 1.	B.V.	M.V.	Converged		c
138	Ind AS 102 is _____ IFRS 2.	Share based payment	Cash based payment	Converged		c
139	Ind AS _____ governs First Time Adoption of financial statements.	100	102	101		c
140	Ind AS _____ governs share based payment.	101	100	102		c
141	Ind AS are applicable with _____ effect.	Share based payment	Retrospective effect	Prospective effect		a
142	Ind AS 101 provides for _____ from GAAP to Ind AS.	Transition	Insurance contracts	Leases		a



143	Ind AS _____ applies to first set of financial statements.	101	100	102		a
144	Government loan is a _____ exemption.	Mandatory	Share based payment	Cash based payment		a
145	Impairment of financial assets is a _____ exemption.	Prospective effect	Mandatory	Share based payment		b
146	Joint arrangement is an _____ exemption.	Deemed cost	Optional	Share based payment		b
147	The Reconciliation required by Ind AS 101 include equity as per _____ and equity as per _____.	GAAP, Ind AS	IFRS, AS	Employees, Cash		a
148	An expense is recognized when a company pays its _____ in _____.	Employees, Cash	GAAP, Ind AS	IFRS, GAAP		a
149	Ind AS 102 is not applicable to shares issued as a consideration in _____ _____.	Business combinations	Mandatory exemption	Optional exemption		a
150	The amount at which the asset could be exchanged is a _____ _____.	Market value	Realizable value	Fair value		c
151	Cost of goods or services received are measured at _____.	Fair value	Intrinsic value	Fair value		c
152	Fair value of Equity instrument granted is based on _____ _____.	Cost prices	Realization prices	Market prices		c

Subject Teacher

Convener



2. From the following trial balances as on 31/03/2016 prepare final accounts of Aaliya Bank. 15

Trial Balance as on 31st March, 2016.

Particulars	Debit (₹)	Credit(₹)
Paid up Capital		40,00,000
Profit and loss A/c (1/4/2015)		4,00,000
Current A/c		10,00,000
Fixed Deposit		20,00,000
Savings Bank Deposit		20,00,000
Director's fees	1.00,000	
Auditor's fees	10,000	
Furniture	15,00,000	
Commission and Exchange		5,000
Interest on Fixed Deposit	3,40,000	
Branch Adjustment (cr.)		7,350
Postage and Telegram	16,000	
Printing and Stationery	46,000	
Rent, Rates, Taxes and Premium	86,000	
Provident Fund Contribution	40,000	
Salaries	9,83,850	
Interest and Discounts		50,00,000
Stamp in Hand	500	
Land and Building	80,00,000	
Deposit with RBI	12,50,000	
Cash Credit and Overdraft	6,70,000	
Contingency Reserve		2,00,000
Interest on saving deposit	2,20,000	
Statutory Reserve Fund		1,75,000
Legal Expenses	25,000	
Cash in Hand	50,000	
Deposit with other Banks	3,50,000	
Investment	10,00,000	
Bills Discounted	6,00,000	
Reserve Fund		8,00,000
Interest on Current Deposit	3,00,000	
TOTAL	**1,55,87,350**	**1,55,87,350**

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2. From the following particulars, prepare the final accounts of HDFL Bank Ltd. 15

Trial Balance as on 31st March, 2014.

Particulars	Dr.₹	Cr.₹
Share Capital:		
1,00,000 Shares of (₹ 10 each, ₹ 5 paid up)		5,00,000
Reserve Fund		10,00,000
Fixed Deposits		20,00,000
Savings Bank Deposits		30,00,000
Current Accounts		70,00,000
Borrowed from Bank		2,00,000
Investments	30,00,000	
Premises	12,00,000	
Cash in hand	60,000	
Cash at bank	28,00,000	
Money at - Call and Short notice	3,00,000	
Interest accrued and paid	2,00,000	
Salaries	80,000	
Rent	30,000	
Profit &Loss Account(1.4.13)		1,60,000
Net Profit for the year		4,50,000
Bills Discounted	5,00,000	
Bills Payable		8,00,000
Loans, Advances, Overdrafts and Cash Credits	70,00,000	
Unclaimed Dividend		30,000
Sundry Creditors		30,000
	1,51,70,000	1,51,70,000

The Bank has the bills for ₹ 14,00,000 as collection for its constituents and also acceptances ad endorsements for them amounting to ₹ 4,00,000.

3. Prepare Profit and Loss Statement of Currency Bank Ltd. for the year ended 31-3-2013 :— 15

Particular	₹	Particular	₹
Interest on Loan	26,60,000	Interest on Fixed Deposit	22,50,000
Rebate on Bill discounted (31-3-12)	4,20,000	Commission	1,12,000
Establishment charges	4,80,000	Discount on Bill Discounted	16,38,000
Intrest on Cash Credit	22,50,000	Interest on Current Account	7,50,000
Rent and Rates	2,50,000	Auditors fees	16,000
Directors fees	65,000	Postage	12,000
Interest on Saving Account	7,16,000	Printing and Stationary	22,000
		Sundry charges	26,000

Additional Information :

(1) Advances were irrecoverable to the extent of ₹ 4,00,000.
(2) Provision for tax to be made @ 40%.
(3) Transfer 20% of the Profit to Statutory Reserve.
(4) Rebate on bill discounted on 31st March, 2013 accounts to ₹ 2,80,000.

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From the following information, prepare Profit and Loss A/c of I Bank Ltd. for the year 31st March, 2011:

	Rs.
Interest on balance with RBI	200000
Interest received on loans	2570000
Interest on fixed deposits	2050000
Rebate on bills discounted(1-4-2010)	500000
Commission, exchange & brokerage	108000
Establishment charges	540000
Discount on bills discounted	1460000
Interest on cash credit	2230000
Rent and rates	180000
Interest on overdraft	1540000
Directors fees	30000
Auditors fees	12000
Interest on savings bank deposit	600000
Postage and telegram	14000
Printing and stationery	29000
Sundry charges (Cr.)	17000
Profit and loss a/c (1-4-2010)	200000
Dividend on shares	50000

(i) Bad debts amounted to Rs.1,00,000.
(ii) Provision for taxation is 35%
(iii) Rebate on bills discounted (31-3-2011) Rs. 300000.
(iv) Transfer 30 % of the profits to statutory reserves and 5% to revenue reserves.



From the following information, prepare profit and Loss Account of Suvarnasanchay bank Ltd. for the period ended 31st March, 2010.

	(Rs. '000)		(Rs. '000)
Interest on Loans	300	Interest on Saving Bank Deposits	87
Interest on Fixed Deposits	275	Postage, Telegram & Stamp	10
Commission Received	10	Printing & Stationery	20
Exchange & Brokerage Received	20	Sundry Expenses	10
Salaries & Allowances	150	Rent & Taxes	25
Discount on Bills (Gross)	152	Audit Fees	10
Interest on Cash Credits	240	Establishment charges	40
Interest on temporary Overdrafts in Current Accounts	30	Directors Fees	30

Additional Information:

(i) Rebate on bill discounted Fts. 90,000/-

(ii) Provision for Income Tax is to be made @ 40% (Round off to nearest thousand)

(iii) Interest of Rs. 4,000/- on Doubtful debt was wrongly credited to interest on loan account.



Trial Balance of X Ltd.as on 31/3/2011showed the following

Particulars	Debit (Rs.)	Credit (Rs.)
Land (Cost)	100000	
Building(cost)	1500000	
Plant & Machinery (cost)	800000	
Furniture (cost)	150000	
Provision for Depreciation (1/4/2010):		
Building		100000
Plant & Machinery		500000
Furniture		40000

1 Provide for depreciation on building, plant & machinery and furniture at 5%, 20% and 10% respectively under Reducing balance method You are asked to prepare a schedule of Fixed assets as on 31/3/2011

The Trial Balance of Ajay Ltd. shows the following figures relating to Fixed Assets as on 31-3-2009.

Particulars	Rs.
Plant & Machinery	4,20,000
Land	1,60,000
Goodwill	1,00,000
Motor Vehicles	80,000
Opening Depreciation Provision	
on Plant & Machinery	1,78,000
on Motor Vehicles	44,000
Sale proceeds of old machinery	60,000

Additional Information :-
(i) Depreciation to be provided during the year at 10% on Straight Line Method.
(ii) There was an addition to Plant & Machinery on 30-6-2008 for Rs. 1,20,000.
(iii) A machinery costing Rs. 1,60,000 was sold on 30-6-2008, depreciation provided on it was Rs. 80,000.
Prepare schedule of Fixed Assets.

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Department of Banking and Insurance

Class: TY B.Com (Banking & Insurance)

Subject : Central Banking **Semester : VI**

Name of Teacher: Ranjana Mhalgi

Theory Question Bank

Unit 1 An Overview of Central Banking

1) Explain functions of Central Banking in detail.
2) Explain the factors responsible for changing face of Central Banking.
3) Explain meaning of autonomy of the central banking. Also explain factors limiting autonomy of Central Bank.
4) What are the objectives of establishment of a central Bank in a country?
5) Define autonomy of a central bank. Explain factors limiting the autonomy of RBI.
6) Explain important provisions of Banking Regulation Act, 1949

Unit 2 RBI as the Central Bank of India

1) Explain the core and promotional functions of the RBI.
2) Explain briefly about various departments of RBI.
3) Explain organization structure of RBI.
4) Explain meaning and instruments of monetary policy.
5) Explain meaning & instruments of fiscal policy. And Limitations of fiscal policy
6) Discuss the various transmission channels of monetary policy.
7) 'Integrated financial systems offer opportunities and threats'. Comment.
8) Explain regulatory role of RBI
9) Evaluate the role of RBI in development of financial markets in India.
10) Elucidate the role of fiscal policy in managing fiscal deficit.
11) 'Every deposit creates credit and every credit creates a deposit' Explain.

Unit 3 Supervisory Role of RBI

1) Explain constituents of Indian Financial system.
2) Explain core principles for the supervisors.
3) Explain the functions of supervisory dept
4) Explain steps taken by SEBI for capital market development.
5) Discuss the multiple credit creation process of commercial banks.
6) What is financial instability? Explain the reasons for financial instability
7) Comment on the capital market reforms in India.
8) Explain Regulations Review Authority
9) What is OSMOS
10) What are the major recommendations of Narasimhan Committee on Banking sector?
11) What are the measures taken by the RBI to improve the supervisory mechanism and financial soundness of commercial banks?

Unit 4 Central Bank in other Countries

1) Explain briefly structure of Federal Reserve System
2) Comment on the changing role of RBI in globalised world.
3) Explain the functions of
   Bank of England
   European Central Bank
   Bank of Japan
   Peoples Bank of China

Unit 5 Central Banking in Cyber World

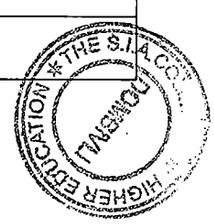
1) Explain the concept of e-banking. What are its pros and cons.
2) What are the Risks in the new IT Era
3) Define E-payment. Explain some of e-payment facilities offered by banks.
4) What is the link between IT ,Globalisation and Central Banking.

Central Banking - MCQs

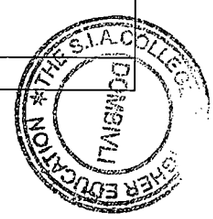
Sr. No.	Questions	Answers
1.	_____ is the apex bank of the banking sector of an economy. a) State Bank b) Imperial Bank c) Central Bank d) World Bank	Central Bank
2.	The Reserve bank of India was established in _____ a) 1933 b) 1934 c)1935 d) 1937	1934
3.	Evolution of central banking is a _____ century phenomenon. a) 20^{th} b)18^{th} c)17^{th} d)19^{th}	20^{th}
4.	Growth with _____ is one of the important objectives of monetary policy of the RBI. a) Development b) Inflation c) Deflation d) Price Stability	Price Stability
5.	The RBI was nationalised in the year _____ a)1949 b) 1948 c) 1950 d) 1947	1949
6.	The central bank of India started its operations in _____ a)1933 b) 1935 c)1937 d)1934	1935
7.	The central bank of the USA is called the _____ a)Reserve Bank of USA b)Federal bank c) Federal Reserve d) Bank of USA	Federal Reserve
8.	The RBI was established as a private shareholder bank. a) True b) False	True
9.	The objective of economic growth is more important than price stability for the RBI. a) True b) False	False
10.	Globalization has increased the role of central banks a) True b) False	True
11.	Central bank acts as an agent and advisor to the government a) True b) False	True
12.	Any commercial bank can issue notes in India a) True b) False	False
13.	The credit created by commercial banks is controlled by the central bank a) True b) False	True
14.	Forecasting or fixing the rate of inflation is called _____ a) Inflation targeting b)Inflation forecasting c) Inflation index d) Inflation fixing	Inflation targeting

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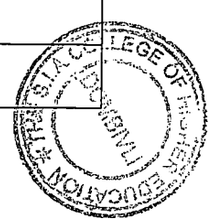
15.	When exchange rate is pegged to another currency it is called _____ a)Exchange rate targeting b) Cross exchange rate c) Fixed exchange rate d) Currency exchange	Exchange rate targeting
16.	Inflation target for India is _____ a) 3% b) 5% c) 4 % d) 7%	4%
17.	_____ is considered as an alternative to central bank a)State bank b) Currency board c) World Bank d) Development bank	Currency board
18.	Managed float system involves the intervention of _____ in the forex market a) SEBI b) EXIM bank c) Central Bank d) Stock Exchange	Central Bank
19.	Monetary policy of India is formulated by _____ a) Central Bank b) Monetary policy Dept. c) Commercial bank d) Monetary policy committee	Monetary policy committee
20.	Forecasting or fixing rate of inflation is called _____ a) Inflation targeting b) CRR c) Exchange rate d) Monetary policy	Inflation targeting
21.	The exchange rate mechanism followed by India at present is _____ a)Fixed exchange rate b) Flexible exchange rate c) Managed float d) None of the above	Managed Float
22.	Along with the banking system, non-banking financial companies are also regulated by the central bank. a) True b) False	True
23.	The formulation and implementation of the monetary policy is the responsibility of RBI. a) True b) False	True
24.	In the 1980s Nine EU countries became the members of Exchange Rate Mechanism. a) True b) False	False
25.	After the collapse of the Bretton woods system, flexible exchange rate mechanism emerged. a) True b) False	True
26.	The Inflation target of 4% set by RBI is for a period of ten years. a) True b) False	False
27.	The autonomy of a central bank is limited by _____ a) government intervention b) state intervention c) IMF d) WTO	government intervention
28.	Transparency improves _____ of the central bank. a) quality b) credibility c) certainty d) morale	credibility
29.	_____ has framed the rules for transparency at global level. a) BASEL norms b) International accounting standards c) The Bank for International Settlements d) government	The Bank for International Settlements
30.	The major weakness faced by central banks in emerging economies is _____. a) weak financial system b) financing government debt c) both a & b d) None of the above	both a & b
31.	Indian Rupee is fully convertible in the _____ a) Current account b) Capital account c) both a&b d) None of the two	Current account
32.	The RBI is totally autonomous and independent of the government.	False



	a) True b) False	
33.	Liberalisation has led to more responsibilities for the central bank. a) True b) False	True
34.	The Bank for International Settlements frames prudential norms for the banking sector. a) True b) False	True
35.	Substantial reforms were introduced in the banking sector as per the recommendations of the _____. a)Narasimham Committee b) Gupta Committee c) Cheliah Committee d) None of the above	Narasimham Committee
36.	The top officials in India are appointed by the Government limiting the freedom of the RBI. a) True b) False	True
37.	The objectives of _____ and monetary policy may be conflicting in nature. a) Fiscal policy b) EXIM policy c) Taxation policy d) Foreign Exchange policy	Fiscal policy
38.	The budgetary operations of the government also influence the monetary policy of RBI. a) True b) False	True
39.	In 1991, economic crisis forced the government to introduce _____. a) Fiscal policy b) Monetary policy c)New Economic Policy (NEP) d) None of the above	New Economic Policy (NEP)
40.	The liberalisation process started in _____ in many countries. a) 1970s b)1980s c)1990s d)1960s	1980s
41.	The public sector banks owned by the government play a predominant role in the Indian Banking Sector. a) True b) False	True
42.	Public debt management is another function of the _____ a) Government b) RBI c)both a & b d) None of the above	RBI
43.	The present governor of the RBI is _____ a)Mr. Shaktikanta Das b)Mr. Urjit Patel c)Mr. N.K. Singh d) Mr. Arvind Subramanian	Mr. Shaktikanta Das
44.	The RBI achieves stability in the foreign exchange market through _____. a)Bank rate b) Repo and reverse repo c) Market stabilisation scheme d) Marginal standing facility	Market stabilisation scheme
45.	The RBI is managed by the central board. a) True b) False	True
46.	Foreign exchange operations are governed by the FERA. a) True b) False	False
47.	Liquidity adjustment facility is operated through CRR and SLR. a) True b) False	False
48.	The present governor of the RBI succeeded Dr Raghuram Rajan. a) True b) False	False
49.	Repos are used to inject the liquidity in the market. a) True b) False	True
50.	Market stabilisation scheme helps to stabilise the exchange rate. a) True b) False	True
51.	Short term liquidity is managed through liquidity adjustment	True



	facility. a) True b) False	
52.	The RBI was established as a private bank. a) True b) False	True
53.	Royal/Hilton young commission recommended the establishment of RBI. a) True b) False	True
54.	Sir Osbourne Arkell Smith was the first governor of the RBI. a) True b) False	True
55.	There are _____ deputy governors in the RBI. a)3 b)4 c)5 d)6	4
56.	The present governor of RBI is Mr. Shaktikanta Das. a) True b) False	True
57.	The present governor of RBI is the _____ governor. a)23rd b)24th c)25th d)26th	25th
58.	_____ is the ex-officio chairperson of the Monetary Policy Committee. a) Governor of the state b) Chief Minister c) Finance Minister d) Governor of the RBI	Governor of the RBI
59.	_____ approach replaced the multiple indicator approach to review monetary policy. a) Exchange rate targeting b) Flexible exchange rate c) Price indices d) Inflation Targeting	Inflation Targeting
60.	The monetary policy committee meets _____ times in a year. a)3 b)4 c)5 d)6	4
61.	Forecasting or fixing rate of inflation is called _____. a) inflation targeting b) exchange rate targeting c) CRR d) Monetary policy	Inflation targeting
62.	Repo and reverse repo are _____ instruments. a) Qualitative b) Quantitative c) Fiscal d) Budgetary	Quantitative
63.	Monetary policy in India is framed by _____. a) Monetary policy committee b) Tandon committee c) Central government d) state government	Monetary policy committee
64.	During the recession time the CRR is _____. a) Reduced b) Increased c) Kept same d) Doubled	Reduced
65.	Inflation and recession are controlled by using _____. a) Monetary policy b) Fiscal Policy c) Both a&b d) None of these	Both a&b
66.	Under deficit financing, the central government borrows from the _____. a) commercial banks b) central bank c) both d) foreign institutions	Central bank
67.	Licenses to start a bank are issued by _____. a) RBI b) SEBI c) IRDA d) ITA	RBI
68.	The number of public sector banks in India is _____. a) increasing b) decreasing c) constant d) none of these	decreasing
69.	Bank nationalization took place in _____ & _____. a)1969&1980 b)1970&1980 c)1969&1981 d) None of the above	1969&1980
70.	At present there are _____ core principles for banking supervision. a)30 b)29 c)28 d)32	29
71.	Commercial banks are inspected by the RBI on the basis of _____ model.	CAMELS



	a)NPA b) BASEL c)CAMELS d) OSMOS	
72.	India's financial sector has _____ regulators. a) Professional b) Different c) Single d) Multiple	Multiple
73.	Certificate of deposit is issued by _____. a) commercial banks b) RBI c) IRDA d) SEBI	Commercial banks
74.	Capital market in India consists of _____. a) primary market b) secondary market c) financial market d) all of the above	All of the above
75.	The money market is divided into _____ and _____ market. a) Organised and Unorganised b) Primary and Secondary c) Short term and Long term d) Spot and Forward	Organised and Unorganised
76.	The central bank of china is _____. a) People's bank of china b) Reserve bank of India c) Swiss bank if china d) Federal bank of china	People's bank of china
77.	There are _____ countries in the European Union. a) 27 b)28 c)29 d)25	28
78.	There are _____ Federal Reserve Banks in the USA. a) Thirteen b) Twelve c) Fifteen d) Ten	Twelve
79.	The Bretton woods conference led to the establishment of the _____. a)World bank b) WTO c) NAFTA d) IMF	IMF
80.	The Bank for International Settlements is located at _____. a) London b) Washington c) Austria d) Switzerland	Switzerland
81.	IBRD stands for _____. a) Indian bank for reconstruction and development b)International Bank for Reconstruction and Development c) International Bank for Recovery and Development d) International Bank for Restructuring and Development	International Bank for Reconstruction and Development
82.	E-payments are increasing due to _____ shopping. a) online b) offline c) both a&b d) traditional	Online
83.	Guidelines for E-banking at the international level are issued by _____. a) BIS b) ECB c) Federal Reserve System d) RBI	BIS
84.	RTGS stands for _____. a) Real Time Gross Settlement b) Reel Time Gross Settlement c) Rate Time Gross Settlement d) Red Time Gross Settlement	Real Time Gross Settlement
85.	The convergence of information technology and _____ facilitates e-payments. a) online shopping b) payment gateways c) telecommunication d)none of the above	Telecommunications

Subject Teacher

Convener

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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBBI
Subject- HUMAN RESOURCE MANAGEMENT

1)Acquiring and _____ good people is critical to the success of every organisation.
a)**Maintaining** b)Promoting c)Terminating d)None of the above

2)There is a need for organisation to adapt to _____ changes.
a)**Environmental** b)political c)Structure d)All of the above

3)HRM involves various of _____ sciences.
a)Political b) **Social** c)Home d)None of the above

4)HRM activity of updating the quality of manpower avoids managerial _____.
a)Control b) skill c)**obsolescence** d)All of the above

5)_____Development not only helps the employees concerned but also the organisation to become dynamic and growth oriented.
a)Social b)**Career** c)Marketing d)None of the above

6)The HRM department plays an important role in helping the business to _____ for the future.
a)**plan** b)research c)analysis d)None of the above

7)An organization with well-defined performance ____ is an organization with high potential for success.
a)**metrics** b)control c)Strategy d)All of the above

8)You could also look at strategic HRM as the _____ or _____, as his or her responsibilities are a little bit different from those of the other players.

a)employee, labour b)**team captain, coach** c)head, owner
d)None of the above
9)Proper selection and pre-departure training that are culturally rooted are necessary before _____.

a)explanation b)selection c)**expatriation** d)All of the above

10)Strategic human resource management focuses on human resource programs with _____ term objectives.
a)short b)**long** c)Mid d)None of the above

11)Job analysis is the _____ point of the whole process of recruitment and selection.
a)**starting** b)ending c)middle d)None of the above

12)_____ assists the management in selecting a match for the job.
a)**Job specification** b)job description c)Job simplification d)None of the above

13)A _____ is a written statement that describes the activities and responsibilities of the job, working conditions and safety and hazards.
a)Job simplification b)**job description** c)Job specification d)None of the above

14)Employees need to be compensated depending on the _____ of jobs which they occupy.
a)Quantity b)**grades** c)quality d)All of the above

15)The applicants are assessed on the basis of _____ mentioned in the job specification statement.
a)quantities b)Reference c)**qualities** d)All of the above

16)A properly designed job will make it more _____ and satisfying.
a)unproductive b)active c)**productive** d)All of the above

17)_____ in a job may be reflection of the number and variety of tasks to be carried out.
a)**Complexity** b)simplicity c)Flexibility d)None of the above

18)Job enlargement is also called _____ job loading.
a)**horizontal** b)vertical c)flexible d)None of the above

19)Empowered employees also have control over _____ feedback that guides their work.
a)skill b)**performance** c)Experience d)None of the above

20)_____ is a design method whereby jobs are divided into smaller components and subsequently assigned to workers as whole jobs.

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a)job description b)Job specification c)**Job simplification** d)All of the above

21)Human resources can be developed through continuous _____ in an organizational setting.
a)**interactions** b)Participations c)evaluation d)None of the above

22)HRM is a process of identifying human resource requirements in the terms of _____ & _____.
a)Subjective, Objective b)**Quality, quantity** c)Direct, Indirect d)All of the above

23)Like most other kinds of planning, human resources planning is _____.
a)backword looking b)inword looking c)**forward looking** d)None of the above

24)The data base made by HRP provides a comprehensive _____, which facilitates for decision making.
a)**skill repertorite** b)Performance c)experience d)All of the above

25)There has been a market increases in employee _____.
a)flexibility b)**mobility** c)Quantity d)None of the above

26)_____ transfers are made primarily to meet the personal requests or needs of the employees.
a)**Personal** b)Remedial c)Precautionary d)None of the above

27)_____ transfers are generally made to rectify the situation caused by faulty selection or placement procedures.
a)Versatility b)**Remedial** c)Personal d)All of the above

28)_____ is the advancement of an employee's rank or position in an organizational hierarchy system.
a)**Promotion** b)Transfer c)Demotion d)All of the above

29)_____ is contracting with another company or person to do a particular function. Almost every organization outsources in some way.
a)Transfer b)Promotion c)**Outsourcing** d)None of the above

30) _____ is sign of recognition of the performance of the employees.
a)Future planning b)**Succession planning** c)Budget planning d)None of the above

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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBBI SEMESTER-VI
Subject- HUMAN RESOURCE MANAGEMENT

1)Discuss the role and functions of human resources manager in insurance sector.

2)Explain with diagram common structure of the human resources department

3)Describe the different factors that affect job design.

4)Explain the objectives of human resources planning.

5)Define promotion and elaborate on promotion by seniority & promotion by merit.

6)What is recruitment? Explain the internal sources of recruitment

7)Explain the selection procedure in the Banking Sector.

8)Elaborate on the different types of interviews.

9)What are the different methods of Training & development?

10)Describe the human errors in performance appraisal.

11)What are the factors affecting wages and salaries?

12)Explain the different types of fringe benefits.

13)Describe the different methods and techniques of employees participation.

14)Discuss "The role of H.R. manager has drastically changed in the globalized business environment"

15)Enumerate the functions of the HR department of a Financial Institution

16)Explain the significance of a personnel manual and discuss its benefits.

17)Illustrate with examples ethical issues in HRM.

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18)Discuss briefly the factors affecting Human Resources Planning.

19)Define HRIS, and examine its uses.

20)Define transfer and Explain the types of transfers.

21)Examine the various sources of recruitment used by organisations

22)Explain the different types of selection tests used for banking organisations.

23)Briefly Explain the different methods of management development.

24)Enumerate the common problems and limitations of an Appraisal system.

25)Explain the different steps of career planning.

26)Discuss the uses of Job Analysis.

27)Enumerate the factors affecting job design in an organisation.

28)Discuss the various parties to Industrial relations.

29)Write short notes .

a) Globalisation & HRM

b) Job specification

c) Job enlargement

d) Factors affecting HRP

e) Types of transfer

f) Compensation management.

g) Orientation

h) Employee communication

i) H.R. Audit.



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QUESTION BANK

BMS

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Department of Management Studies

Class: FYBMS Semester I

Sub: Business Communication 1

Question Bank (Descriptive Questions)

- Define communication. What are its characteristics?
- Explain the basic principles of effective communication.
- Discuss briefly the 7 C's of communication.
- Explain the process or elements of communication.
- Write a note on 'Feedback'.
- Discuss the importance of communication in business.
- Explain the emergence of communication as a key concept in Corporate and Global World.
- Evaluate the impact of technological advancements on communication.
- Describe in brief that various channels of communication.
- Explain the benefits and limitations of – a. Vertical channel b. Horizontal channel of communication.
- Write a note on grapevine communication.
- Write short note on consensus & consultation.
- Write short note on the following objectives of communication: a. Information b. Advice c. Order and Instruction d. Persuasion e. Motivation f. Education & training g. Warning h. Raising morale i. Suggestion
- Write a note on oral communication.
- Discuss in brief the features of written communication.
- Explain giving examples the various aspects of Body Language or Kinesics .
- Write a note on spatial language or proxemics.
- Discuss in brief the various elements of sign language.

- Write a note on business etiquette.
- Describe in brief the various modes of communication.
- Explain the various barriers in communication.
- Write short notes on the following: a. Physical barriers to communication b. Semantic/Language barriers to communication c. Psychological barriers to communication d. Socio-cultural barriers e. Organisational barriers
- Discuss briefly the various types of listening.
- Write a note on barriers to listening.
- What are the effective listening strategies?
- Write a note on active and passive listening.
- Write a note on Team listening.
- Define ethics. What are the characteristics of business ethics?
- Explain the importance and advantages of business ethics.
- Write a note on ethics at workplace.
- Describe briefly the various issues in computer ethics.
- Write a note on commandments of computer ethics.
- Discuss in brief the issues and challenges wrt business ethics and media.
- What is corporate social responsibility? Explain its importance.
- Write short notes on : a. Surrogate advertising b. Patents and Intellectual Property Rights c. Dumping of medical/e-waste d. Human Rights Violation & Discrimination e. Child Labour f. Piracy g. Insurance

- Write an application letter in response to the following advertisement: "Wanted a sales representative for a reputed company in Mumbai, with experience of 'House to House' sale. The candidate should be able to speak English, Hindi and Marathi fluently. Apply with Bio- Data to Box No.348, The Times of India, Mumbai-400001. [Use Full Block form].

- Write an application letter in response to the following advertisement: " A reputed textile mill requires salesmen/salesgirls, having 2/3 years experience and fluent in English, Apply with bio-data to Box No.B-348, The Times of India, Mumbai". [Use semi block form]

- Draft a letter of application with CV for the post of an IT Administrator at Cloud Computech. [Use Modified Block Form.]

- Mr. Kuber Sharma has been offered the post of IT Administrator in Cloud Computech. Draft a letter of job acceptance on his behalf. [Use Semi Block Form]

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- Mr. Hiralal has been working as an Accounts Manager with Kalkaji Films Pvt. Ltd. Since the past five years and would now like to resign from his post. Draft a letter of resignation on his behalf. [Use Semi Block Layout]

- Draft a letter of application with Curriculum Vitae for the post of a senior manager at Sophya Films Pvt. Ltd, Lowe Parel, Mumbai. [Use Full Block Format.]

- Explain the principles of effective letter writing.

- Ms. Joshi has been offered the post of Company Secretary in Whitefield, Bangalore. Draft a letter of acceptance on her behalf. [Use modified block format].



Subject teacher

Convenor

The South Indian Association's

The S.I.A. College of Higher Education

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. 88, MIDC Residential Area Dombivli Gymkhana Road,

Near Balaji Mandir, Dombivli (East), 421203.

Department of Management Studies

Question Bank

Class FY BMS

Semes I

Course : Business Communication 1

Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	_____ is the process of transmitting feelings , attitudes, facts, beliefs and ideas between living beings.	Negotiation	Communication	Transmission	Feedback
2	The principal sends a notice to the students intimating them about the schedule of the oncoming examinations. This is an example of _____ communication.	Horizontal	Upward	Downword	Diagonal
3	Ms. Pooja, an assistant cleark makes an application to her manager seeking two days leave. This is an example of _____ communication.	Grapevine	Upward	Downword	Horizontol
4	After a seminar on soft skills, a Google form was circulated, where students were asked to rate the effectiveness of the session. This is an example of _____.	Encoding	Feedback	Consultation	Ideation
5	Lines of authority are followed in which type of communication?	Formal	Informal	Grapevine	Cluster
6	_____ is the first step in the communication process.	Transmission	Encoding	Decoding	Ideation
7	Mr. Kashyap, a professor asks if the students have understood the concepts. The students nod their head. This is an example of _____.	Enquiry	Decoding	Feedback	Encoding
8	What is the process of changing an idea into a coded message called?	Ideation	Encoding	Decoding	Feedback
9	Mr Arvind, hears his boss speaking about lack of funds in the company due to which some employees might be fired. He passes on this information to his friends during lunch break. This is an example of _____.	Formal communication	Diagonal comunication	Vertical communication	Grapevine communication
10	The production manager discussing about shortage of raw materials with finance manager is an example of _____ communication.	Vertical	Horizontal	Informal	Grapevine

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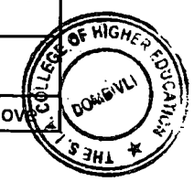
11	In Reliable Enterprises, workers can approach the Chief Manger directty to communicate their complaints or report their work. This is called _____ policy.	Free to talk	Step ladder	Open Door	Casual
12	Name the type of grapevine communication where a person transmits a rumour to whoever he meets under cover of secrecy?	Single strand	Gossip chain	Cluster	Probability
13	_____ refers to common agreement of opinion among a group of persons.	Committee	Consensus	Board meeting	Debate
14	What channel of communication consists of complaints, suggestion boxes and reports?	Upward	Downword	Diagonal	Informal
15	Which method of communication uses secrecy and anonymity and cannot be trusted completely?	Vertical	Formal	Diagonal	Grapevine
16	Mr. Mehta a marketing manager instructed Ms Pooja an accountant in Finance department to urgently mail an invoice. Here _____ communication has taken place.	Vertical	Horizontal	Diagonal	Informal
17	_____ is the final link in the process of communication.	Ideation	Decoding	Feedback	Encoding
18	_____ is an example of social networking used for communication process.	Email	Zoom	Facebook	Slack
19	_____ affects the choice of medium in communication.	A. Cost Factor	B. Time factor	C. Strategy in Management	D. Both A and B
20	What channel of communication is utilised when employees send monthly reports to management?	Upward	Downword	Horizontal	Diagonal
21	_____ are also known as external barriers.	Cultural	Physical	Psychological	Organizational
22	Halo effect is a type of _____ barrier.	Psyhological	Physical	Organizational	Cultural
23	An employee asking for leave verbally instead of writing an official application is a type of _____ barrier.	By-passed instruction	Different attitude	Closed mind	Wrong choice of medium
24	Peter visited Indonesia for the first time & was uncomfortable to sit on the floor for having meal. It is an example of _____ barrier.	Emotional	Noise	Polarization	Cross cultural
25	_____ is a tendency to take extreme positions avoiding a middle path.	Snap reaction	Slanting	Polarization	Halo effect
26	Semantic barriers are also called as _____.	Psyhological	Language	Physical	Cultural
27	Ego block is created due to _____ barriers.	Cultural	Physical	Psychological	Organizational
28	Rakesh who stays in India wants to speak to his sister staying in USA but is unable to speak because of difference in time zones. This is an example of _____ barrier.	Physical	Psychological	Organizational	Cultural
29	Barriers caused due to time & distance are known as _____ barriers.	Organizational	Psychological	Physical	Cultural
30	_____ means technical language.	Definition	Jargon	Terminology	scientific

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31	_____ is related to authority & position in the line of autority in organization.	Prejudice	Distort messages	Snap reaction	Bypassed instruction
32	Resistance to _____ can be reduced by informing the employees in advance & involving them in the process.	Act	Change	New idea	Decision-making
33	Wrong spellings & mispronunications can lead to _____ barriers.	Psyhological	Cultural	Physical	Language
34	Priya stood on stage for her singing performance, however her mic did not function properly. Her beautiful voice did not reach audience due to _____ barrier.	Physical	Psychological	Organizational	Language
35	A sincere student can't complain against a notorious classmate because of _____.	Perception	Emotions	Fear	Misunderstanding
36	Mr. Sunder is giving a lecture at The S.I.A College. This is a form of _____ communication.	Wriitten	Oral	proxemics	Sign Language
37	Pitch holds the attention of the audience in _____ type of communication.	proxemics	Sign Language	Oral	Wriitten
38	The students contribute articles in the college magazine . This is a form of _____ communication .	Wriitten	Oral	Proxemics	Sign Language
39	In _____ listening, one has no awareness about the content of the message.	Superficial	Appreciative	Focused	Empathetic
40	You are crossing the road and all of a sudden a car comes at a high speed towards you. You have an expression of fear which shows _____.	eye contact	gesture	silence	facial expression
41	A person who is lying avoids _____.	eye contact	gesture	silence	facial expression
42	In _____ listening, the listener is not motivated to listen to the speaker.	Effective	Ineffective	Focused	Empathetic
43	The manager taps Shyam on the shoulders and praises him for his presence of mind. The non verbal cue of communication is _____	posture	touch	eye contact	facial expression
44	Wearing a red colour dress makes me Energetic. This is a form of _____ communication.	posture	gesture	touch	visual
45	A minister addressing the crowd is a form of using _____ space.	private	personal	social	public
46	A mother hugs her child, is the use of _____ space.	private	personal	social	public
47	Mr. Raran Tata is addressing the Board of Directors meeting at their Head Office. He uses _____ space.	private	personal	social	public
48	I am driving a car and see the indicator showing me Red Light. This is a _____.	Sign	Signal	Graph	Map
49	_____ requires conscious involvement of the listener.	Listening	Hearing	Speaking	Talking
50	The best mode for oral communication.	telephone	fax	telex	voice mail



51	_____ services are available on mobile phones to send short texts.	telephone	fax	SMS	voice mail
52	_____ teleconference is also called as conference calling	audio	audiographics	computer	video
53	Minding your manners online is called as _____.	etiquette	netiquette	body language	proxemics
54	Ex-communication is a _____.	punishment	process	ritual	reward
55	_____ consists of unauthorised use or reproduction of another's work	Copyright	Piracy	Patent	Robbery
56	Inducing employees to give their best is called_____.	Suggestion	Advice	Motivation	Information
57	_____ means to caution, to guard, to tell a person about the unpleasant consequences.	Warning	Advice	Counselling	Suggestion
58	_____ means to caution, to guard, to tell a person about the unpleasant consequences.	Warning	Advice	Counselling	Suggestion
59	Social media creates _____ communities using a computer.	vicious	virtual	real	3 dimensional
60	Blog is a shortened form of the words _____.	blogspot	interblog	weblog	socioblog
61	One of the greatest advantages of _____ communication is that it leads to accountability.	oral	written	non verbal	none of the above
62	The _____ is a kind of personal essay that makes out a strong case for the applicant and is meant to add something more to what it already mentioned in the application.	Statement of Purpose	feasibility report	testimonials	none of the above
63	An application in response to an advertisment is called as _____ letter.	solicited	unsolicited	single	reply
64	A _____ is to announce to the employee of his good work done for the organizations.	letter of appointment	letter of reference	letter of resignation	letter of appreciation
65	A _____ is the first official communication from the employer to the new employee	letter of appointment	letter of reference	letter of resignation	letter of appreciation
66	_____ are written to announce to human resources, superiors and co-workers about one's intention to leave the current position	letter of appointment	letter of reference	letter of resignation	letter of appreciation
67	A _____ is a confidential letter sent by someone who knows you	letter of appointment	letter of reference	letter of resignation	letter of appreciation
68	The physical and tangible parts of a computer are called _____.	hardware	software	memory	central processing unit
69	_____ is a software that enables you to browse through and view website.	e-mail	Web browser	Hacking	Spamming
70	_____ transmits messages via computers connected on network.	Hardware	e-mail	Internet	None of the above



71	_____ is a harmful computer program that disrupts the normal functioning of your computer system.	Virus	Cookies	Anti-virus	Attachments
72	_____ form, means the line of every paragraph begins close to the left hand margin.	Indented	Full block	Semi block	Modified block
73	_____ comes first in the American style of writing the date.	Month	Date	Year	Time
74	Signature block consists of the sign of the _____.	receiver	sender	speaker	listener
75	Law does not allow people to profit by _____.	business	insurance	service	patents
76	Developed countries often dump their _____ in developing countries.	human resource	minerals	raw materials	e-waste
77	Discrimination on the basis of caste or gender is closely linked to _____.	Intellectual rights	Human rights violation	Freedom of expression	Creative license
78	_____ is an exclusive right granted by a sovereign state for an invention.	Patent	Copyright	Surrogate	Creative right
79	The salutation and _____ correspond with each other.	Head address	Inside address	Paragraph	Complimentary close
80	In a letter, _____ paragraph consists of the suggested course of action to be taken by the reader.	closing	middle	opening	salutation
81	_____ paragraph introduces the topic of the letter.	bottom	closing	middle	opening
82	_____ is the complimentary greeting with which the writer begins the letter.	Inside address	Head address	Salutation	Complimentary close
83	6th July, 2011 is _____ style of writing the date.	American Style	British Style	Indian Style	European Style
84	_____ has a legal significance.	Head address	Inside address	Salutation	Dateline
85	Use of very difficult jargons brings about _____ barrier to listening.	Culture	Psychological	Linguistic	Physical

Subject Teacher



Convenor

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The S.I.A. College of Higher Education
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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Class: FYBMS
Subject: BUSINESS LAW
Semester -I
Subject Teacher: Mrs. Sunita Sidhani

1. 'A', makes an offer to 'B' on 10-4-18 by a letter, which reaches 'B' on 12-4-18. B post his acceptance on 14-4-18, which reaches 'A' on 16-4-18. The communication of acceptance is complete as against 'A' on:
   (a) 12-4-18.
   (b) 14-4-18.
   (c) 16-4-18.
2. When the proposer specifies the mode in which acceptance is to be made:
   (a) acceptance is valid only if in that mode
   (b) offeree can accept in any mode
   (c) the proposer may accept even in a different mode
   (d) proposer cannot insist on the mode of acceptance
   (e) (a) or (d)
3. Communication of offer is complete:
   (a) when the proposer makes the offer
   (b) when the offeree accepts the offer
   (c) when the offeree comes to know of the offer
   (d) when the proposal is put into the course of transmission so as to be out power of the offerer.
4. Acceptance is complete as against the proposer:
   (a) when acceptance is received by the proposer
   (b) when the acceptor accepts it
   (c) when the acceptance is put into the course of transmission so as to be out of the power of acceptor
   (d) when the proposal reaches the offeree
5. Acceptance can be:
   (a) express
   (b) implied
   (c) mental acceptance
   (d) (a) & (b)
   (e) all the above
6. An advertisement regarding a retirement benefit insurance is:
   (a) an offer
   (b) an advertisement
   (c) an invitation to an offer
   (d) declaration of an intention of an offer

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7. In an auction, would-be-bidders:
   (a) are inviting offers
   (b) offeror
   (c) acceptor
   (d) only making a query
8. Special terms are:
   (a) automatically binding on the offeree
   (b) not binding as they are special
   (c) binding if effectively communicated
   (d) binding at the option of the offeree
9. When two people make identical offer to each other in the ignorance of each other's offer, its called:
   (a) cross offer
   (b) counter offer
   (c) implied offer
   (d) implied acceptance
10. Acceptance can precede offer:
   (a) True
   (b) False
11. A person buys some goods from a shop. While paying by way of cheque, discloses his name The cheque bounces as he was not the person he claimed to be. The contract will be
   (a) Valid.
   (b) Void.
   (c) Voidable.
12. In case of an act of coercion, the act:
   (a) is forbidden by Indian Contract Act, 1872
   (b) is forbidden by Indian Penal Code, 1860
   (c) is forbidden by Criminal Procedure Code, 1973
   (d) is forbidden by the Constitution of India
13. Moral pressure is exercised in case of:
   (a) coercion
   (b) undue influence
   (c) fraud
   (d) misrepresentation
14. In case the fraud can be found out with ordinary care:
   (a) it would amount to fraud
   (b) it would not amount to fraud
15. 'A' informs 'B' the buyer that his farm is without any encumbrance. 'B', buys the farm. Later, he comes to know that the land has been mortgaged. 'B':
   (a) can avoid the contract
   (b) cannot avoid the contract
   (c) can insist 'A' redeem the mortgage
   (d) can claim damages
   (e) (a),(c) and (d)
16. Does silence amount to fraud?
   (a) Yes, always
   (b) No

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(c) Yes, only when equivalent to speech

17. When the consent to the contract is not free:
    (a) the contract is void
    (b) the contract is voidable
    (c) the contract is illegal
    (d) the contract is valid
18. Mistake can be of:
    (a) Foreign law
    (b) Facts
    (c) Indian law
    (d) of anything
    (e) (a) and (b)
19. Consent is:
    (a) accepting
    (b) agreeing in the same sense
    (c) agreeing even with variation
20. Misrepresentation can be of:
    (a) law
    (b) facts
    (c) both
21. Mistake of fact can be
    (a) only unilateral mistake of fact
    (b) only bilateral mistake of facts
    (c) None
    (d) (a) & (b)
22. A contract of insurance is a
    (a) contract of guarantee.
    (b) contingent contract.
    (c) wagering agreement.
    (d) unilateral agreement.
23. Generally, a contingent contract is
    (a) valid.
    (b) void.
    (c) unenforceable.
    (d) illegal
24. 'A', agrees to find treasure for 'B', by magic. The agreement is
    (a) valid.
    (b) void.
    (c) voidable.
25. 'A', agrees to pay 'B', INR 10,000 if the ship Chandragupta, returns from its voyage within 5 years to Mumbai port. Which of the following is valid?
    (a) arrives after 6 years.
    (b) arrives after 4 years.
    (c) gets sunk.
    (d) is lost.
26. 'A', agrees to pay 'B', INR 2,00,000 if 'B', marries 'C'. 'C', decides to remain a spinster. The contract is

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(a) enforceable.
(b) unenforceable.

27. The webpage is:
(a) offer
(b) advertisement
(c) invitation to an offer
(d) none of the above

28. When the agreement requires a person to go through the terms and validate the acceptance by clicking on the icon or box is called:
(a) shrink wrap
(b) click wrap
(c) browse wrap
(d) all

29. The contract may be performed:
(a) by contracting parties
(b) by legal representative
(c) all

30. Where time is specified; it must be performed by that time.
(a) True
(b) False

31. Reciprocal promises means, each of the contracting party promising the other.
(a) True
(b) False

32. Appropriation of payment must be done:
(a) in accordance with time
(b) randomly applied
(c) at the choice of the debtor
(d) at the choice of the creditor
(e) depends on the circumstances

33. Which is not included in discharge by agreement:
(a) novation
(b) remission
(c) waiver
(d) anticipatory breach

34. Substituting the terms only while the parties remain the same amounts to:
(a) novation
(b) alteration
(c) both (a) & (b)
(d) none of them

35. In case of anticipatory breach of contract, the innocent party:
(a) can bring an action immediately
(b) has to wait till the due date of performance
(c) no action can be brought
(d) has to bring an action immediately

36. Breach of a contract is of:
(a) 1 kind
(b) 2 kinds

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(c) 3 kinds
(d) 4 kinds

37. Accord and satisfaction is synonymous with
(a) recession
(b) waiver and remission
(c) remission and renunciation
(d) waiver

38. Discharge of a contract means:
(a) termination of a contract
(b) postponing the contract
(c) discharge of parties
(d) (a) & (c)

39. A contract once entered needs to be performed under all circumstances.
(a) True
(b) False

40. When an innocent party is claiming for monetary damages, it may be;
(a) Liquidated damages
(b) Ordinary Damages
(c) Vindictive Damages
(d) Any of them
(e) All of them

41. In case of non-gratuitous act, if no consideration is fixed, then the party who has performed the act cannot claim consideration.
(a) True
(b) False

42. Stopping the screening of a film for a particular period of time is;
(a) Temporary Injunction
(b) Permanent Injunction

43. Where a party to a contract does not suffer any loss on account of breach of a contract car never claim damages.
(a) True
(b) False

44. The Sale of Goods Act is of:
(a) 1903
(b) 1923
(c) 1930
(d) 1932

45. Seller is a person who:
(a) sells
(b) agrees to sell
(c) both (a) & (b)
(d) none of the above

46. Meaning of deliverable state:
(a) seller has to do something
(b) buyer has to do something
(c) seller has done what is required
(d) state at which buyer cannot refuse to take possession

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47. Document of title includes:
    (a) Railway receipt
    (b) Bill of lading
    (c) Wharfinger's certificate
    (d) All the above
48. Which is not goods:
    (a) dog
    (b) shares
    (c) valid Indian currency
    (d) ship
49. Contract of sale may be in:
    (a) writing
    (b) oral
    (c) partly in writing, partly oral
    (d) all the above
50. In an agreement to sell, in the event of destruction of goods loss is borne by:
    (a) seller
    (b) Buyer
    (c) 50% by each of the above parties
    (d) Minister of consumer affairs
51. Hire purchase is governed by:
    (a) Sale of Goods act, 1972
    (b) Transfer of property Act, 1963
    (c) Hire Purchase Agreement, 1972
    (d) Indian Contract Act, 1872
52. Price may be determined by:
    (a) terms of the contract
    (b) by third parties
    (c) by the seller
    (d) all the above
53. In case of sale where price is paid in instalments:
    (a) each instalment is regarded as the hire charges
    (b) each instalment is regarded as part payment of the price
    (c) only (b)
    (d) (a) or (b)
54. Condition is a stipulation that is:
    (a) **primary**
    (b) secondary
    (c) collateral
    (d) irrelevant
55. Express condition may be in:
    (a) writing
    (b) oral
    (c) partly oral partly written
    (d) **all of them**
56. Implied condition are stipulations:
    (a) **assumed to be present**

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(b) assumed to be absent
(c) parties want it
(d) none of the above

57. Breach of an implied condition leads to:
(a) no action under law
(b) cancellation of the contract
(c) only compensation
(d) **both (b) and (c)**

58. Implied condition as to title means:
(a) the seller has the title to sell
(b) the seller will get the title to sell
(c) title of the seller is irrelevant
(d) **(a) or (b)**

59. Implied condition of sale by description includes:
(a) where the buyer does not see the goods but relies on description.
(b) where the buyer sees the goods but relies on the description given.
(c) **(a) or (b)**
(d) (a) and (b)

60. Implied condition of sale by sample and description means:
(a) goods must match the sample
(b) goods must match the description
(c) (a) or (b)
(d) **(a) and (b)**

61. When the goods are purchased under a trade name:
(a) **there is an implied condition as to quality or fitness for the buyer's purpose.**
(b) there is no implied condition as to quality or fitness for the buyer's purpose.
(c) it amounts to implied warranty.
(d) it amounts to implied condition of wholesomeness.

62. Implied condition as to wholesomeness refers to:
(a) merchantability
(b) **food products**
(c) anything other than food products.
(d) (a) & (b)

63. Warranty is a stipulation that is:
(a) primary
(b) **secondary**
(c) incidental
(d) irrelevant

64. Warranty may be:
(a) express
(b) implied
(c) **(a) or (b)**
(d) (a) & (b)

65. Breach of a warranty leads to:
(a) repudiation of a contract
(b) cannot repudiate the contract
(c) can claim damage

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(d) **(b) & (c)**

66. Doctrine of caveat emptor places the burden on the:
    (a) **buyer**
    (b) seller
    (c) third party
    (d) government
67. The term property in this act refers to:
    (a) Possession
    (b) **Ownership**
68. The property in goods in a contract for sale of specific goods, passes to the buyer when the:
    (a) contract is made
    (b) **parties intend the property to pass**
    (c) price is paid
    (d) all
69. When the seller has to weigh the goods, although goods are specific goods, ownership shall pass:
    (a) When weighed
    (b) When agreed to be weighed
    (c) **When weighed and buyer has notice.**
    (d) When goods are delivered to the buyer
70. In case of unascertained goods, ownership passes after:
    (a) Ascertainment
    (b) Appropriation
    (c) (a)or (b)
    (d) **(a)& (b)**
71. Ownership in case of goods sent on approval basis, ownership passes:
    (a) When he informs the seller of acceptance
    (b) When he keeps it beyond the specified time for approval.
    (c) When he pledges it without informing the seller of acceptance.
    (d) **All the above**
72. Risk prima facie passes with property means:
    (a) Risk is with the seller
    (b) Risk is with the buyer
    (c) **Ownership and risk generally go together**
73. Which of the following are negotiable instruments?
    (a) Cheque
    (b) Bill of Exchange
    (c) Transferable Shares
    (d) Only a and b
74. The undertaking contained in a promissory note, to pay a certain sum of money is
    (a) conditional
    (b) unconditional
    (c) may be conditional or unconditional depending upon the circumstances
    (d) none of the above
75. A bill of exchange contains an
    (a) unconditional undertaking
    (b) unconditional order

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(c) conditional undertaking
(d) conditional order

76. The person who is entitled to receive the payment in bill of exchange is called as
(a) Maker
(b) Acceptor
(c) Debtor
(d) Bank

77. In case of a cheque who is a drawee.
(a) Person who signs the cheque
(b) Bank
(C) Person in whose favour it is endorsed
(d) None of the above

78. Promisee is the person who is entitled to receive the payment in case of Promissory Note.
(a) True
(b) False

79. Which of the following is not an essential of Bill of Exchange?
(a) It should be dated and Stamped
(b) It should be in writing
(c) It should be registered
(d) It should be signed by the acceptor

80. ___ Cheque can be uncashed at the encounter.
a. cross cheque
b. open cheque
c. both cheques
d. none of the above

81. Holder in Due Course can file complaint for dishonour of Cheque.
(a) True
(b) False

82. Which of the following is a kind of Bill of Exchange drawn without consideration.
(a) Ambiguous Bill
(b) Escrow
(c) Inchoate Stamped Instrument
(d) Accommodation Bill

83. A cheque which is payable to a person whosoever bears it is called as a___ 'Cheque.
a. cross cheque
b. open cheque
c. both cheques
d. none of the above

84. The maker of a bill of exchange or cheque is called __
A. Drawer
B. Drawee
C. Payee
D. Acceptor

85. A ____ means, a promissory note, bill of exchange or cheque, payable either to order or to bearer.
A. Negotiable instrument
B. Promissory note

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C. Cheque
D. Bill of Exchange

86. _____ Type of Negotiable instruments is always drawn on a specified banker.
a) General crossing
b) Special crossing
c) Restrictive crossing
d) Bearer cheque

87. The undertaking contained in a promissory note, to pay a certain sum of money is:
(a) conditional
(b) **Unconditional**
(c) May be conditional or unconditional depending upon the circumstances
(d) None of the above

88. According to Negotiable Instrument Act, 1881, which of the following is not a promissory note?
(a) **promissory note payable to bearer**
(b) Promissory note payable to the order of a certain person
(c) Payable to two or more promisees
(d) Payable to a specified person on demand

89. A promissory note merely acknowledging a debt is:
(a) A valid promissory note
(b) **Not a valid promissory note**
(c) May or may not be a valid promissory note

90. In case of bills in sets:
(a) First copy needs to be signed and stamped
(b) all copies need to be signed and stamped
(c) no copy need to be signed and stamped
(d) **only one copy requires stamp or signature**

91. Which is valid acceptance of a bill of exchange:
(a) oral
(b) written without signature
(c) **signed by drawee**
(d) none of the above

92. Foreign bill of exchange are:
(a) Bills drawn in India and payable outside India upon Indian residents
(b) Bills drawn outside India but payable in or drawn upon any person resident in India
(c) Bills drawn in India upon person's non-resident in India and made payable outside India
(d) **Both (a) & (b)**

93. According to Negotiable Instruments Act, 1881, which of the following statement is correct as regards a cheque?
(a) **It does not bear a stamp**
(b) It should contain conditional order
(c) It must not be signed by drawer
(d) Cheque is not payable on demand

94. Who is not a party to a cheque?
(a) Drawer
(b) Drawee
(c) Payee
(d) **Acceptor**

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95. If an instrument may be construed either as a promissory note or bill of exchange, it is:
(a) a valid instrument
(b) **an ambiguous instrument**
(c) illegal instrument
(d) none of the above

96. Which of the following is not a justified ground of dishonouring of cheque by the banker?
(a) the cheque is post-dated and presented before the ostensible date
(b) the banker had sufficient funds, but the funds are not properly applicable towards the payment of the cheque
(c) if the cheque is altered in parts
(d) **if the cheque is duly presented**

97. If the words "not negotiable" is used with special crossing in a cheque:
(a) Transferability of the cheque is stopped
(b) The cheque should be credited to the account of the payee
(c) **On transferring the cheque, the transferee cannot get a better title than that of the transferor**
(d) None of the above

98. Which of the following statements are incorrect:
(a) Banker is never liable
(b) Banker is bound to make payment under certain conditions
(c) Banker is justified in dishonouring a cheque
(d) Statutory protection is given to banker under certain circumstances

99. Which of the statement is not correct as regards a company?
(a)It is an artificial person.
(b) It is not a citizen.
(c) **It does not have perpetual succession.**
(d) It can sue and be sued in its own name.

100. When the company assumes an enemy character:
a. The government of the country of the place of incorporation is liable.
b. **The corporate veil will be pierced.**
c. Nothing can be done as the company is registered.
d. None of the above happens.

101. Effects of pre-incorporation contracts:
a. If adopted by the company after incorporation, the company is liable.
b. If not adopted by the company after incorporation, still the company is liable.
c. The directors are personally liable.
d. The shareholders become liable.

102. As regards the consequences of non-registration of a company, which statement is not applicable?
a. The company is a legal association.
b. The company cannot be wound up.
c. The company is an illegal association.
d. The members become personally liable.

103. In case of one Person Company minimum number is:
a. **One**
b. Two
c. Seven

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d. One person and one nominee

104. Independent corporate personality means:
a. company is independent in some aspects only
b. company is different from the members who constitute it
c. company and shareholders are one and the same
d. (a) or (b)

105. A company can be limited by shares, guarantee or unlimited:
a. **True**
b. False

106. A company has perpetual succession, means:
a. company exists for perpetuity
b. company exist so long as the promoters live
c. company exist so long as it is not wound up
d. company exist till 1 director is alive

107. The corporate veil of the company may be lifted under:
a. statutory provisions
b. judicial interpretation
c. cannot be lifted
d. (a) and (b)

108. When the minimum subscription is not received, the money must be returned within
a. **120 days**
b. 150 days
c. 200 days
d. any time the company desires

109. A company on registration:
a. **Acquires a corporate personality.**
b. Does not acquire a corporate personality.
c. Acquires a corporate personality depending on the intention of the promoters.
d. Acquires a corporate personality depending on the intention of the government

110. The corporate veil of a company is lifted:
a. When the company wants.
b. When the company does not refund the application money on failure, to allotment.
c. When the company acquires an enemy character.
d. All the above.

111. Pre-incorporation contracts are:
a. Binding on the promoters.
b. Binding on the company.
c. Does not bind the company or the promoters.
d. Binds the company if the matter falls within the object clause.

112. Since a company is regarded as an entity separate from its members:
a. The members of the company can be sued for the debts of the companies.
b. The shareholders are the agents and trustees of the company.
c. **The shareholders can enter contracts with the company.**
d. The assets and liabilities of the company are also the assets and liabilities of the members.
e. The shareholders have an insurable interest in the property of the company.

113. Which statement is correct as regards private company?

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a. Private company does not require registration.
b. Minimum capital required is Rs. 5 lakhs.
c. **Minimum 2 persons are required for registration.**
d. Maximum number is unlimited.

114. A company cannot be unlimited liability:
a. May be
b. **True**
c. False

115. A company can be limited by shares, guarantee or unlimited:
a. **True**
b. False

116. A private company gets converted to a public company by ordinary resolution:
a. True
b. **False**

117. In case of OPC, one director is appointed.
a. **True**
b. False

118. In case the company has been registered with a name that is an undesirable on the Central Government can ask for a change of name:
(a) Within 5 years of registration
(b) **Within 1 year of registration,**
(c) Within 6 months of registration
(d) Cannot ask, once registered,
(e) At any time.

119. For alteration of the object clause:
(a) Requires only special resolution
(b) Requires special resolution and approval of the Company Law Board.
(c) Requires ordinary resolution and approval of the Central Government,
(d) **Requires special resolution and approval of the Central Government,**
(e) Requires ordinary resolution and approval of the Central government.

120. A certified copy of the order of the Central Government confirming the alteration of Memorandum of association, is to be registered with the Registrar of Companies within:
(a) One month of its alteration
(b) Two months of its alteration
(c) **Three months of its alteration**
(d) Six months of its alteration,

121. The doctrine of indoor management comes to the aid of:
(a) The company.
(b) **The outsider, dealing with the company.**
(c) The Central Government.
(d) The Company Law Board.

122. The doctrine of Constructive notice can be invoked by:
(a) The Company Law Board.
(b) The Central Government.
(c) Ministry of Company affairs
(d) **The company**

123. Which statement is incorrect as regards MOA:

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(a) MOA is primary, and AOA is secondary.
(b) MOA deals with the fundamental conditions while AOA talks about internal regulations.
(c) **Anything done beyond MOA is a mere irregularity while anything done beyond AOA is null and void**

124. MOA is compared to:
(a) **Constitution**
(b) Preamble
(c) History
(d) Aims and objectives

125. Which statement is incorrect as regards the object clause:
(a) contains the main objects
(b) contains incidental objects
(c) other objects of the company.
(d) **talks about the profits of a company.**

126. Articles of Association deals with:
(a) Aims and objectives of the company.
(b) **Regulations regarding the administration of the company.**
(c) Where the registered office of the company is situated.
(d) With the name of the company.

127. Any property acquired under an ultra vires transaction:
(a) Contract is null and void.
(b) Property belongs to the directors.
(c) **It is the asset of the company.**
(d) Belongs to the shareholders.

128. Which of the following does not fall within the AOA:
(a) Borrowings powers.
(b) Meetings
(c) Transfer and transmission of shares.
(d) **Capital clause.**

129. Which of the doctrines is regarded as unreal, as it fails to take note of the business realities:
(a) **Doctrine of constructive notice.**
(b) Doctrine of indoor management.

130. Which is an exception to the doctrine of indoor management:
(a) Object clause and doctrine of ultra vires.
(b) **Doctrine of constructive notice.**
(c) Articles of Association
(d) Memorandum of Association

131. Which is not an exception to the rule of indoor management:
(a) Knowledge of irregularity.
(b) **Persons has read and understood the MOA & AOA**
(C) Suspicion of irregularity.
(d) The act is outside the apparent authority of the company.

132. In case of a conflict between MOA & AOA:
(a) **MOA prevails.**
(b) AOA prevails.
(c) Directors shall decide.

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(d) Both are not considered.

133. The gap between 2 AGM cannot exceed:
(a) 6 months
(b) 12 months
(c) **15 months**
(d) 18 months

134. Extraordinary meeting is held to transact:
(a) Any matter
(b) **Urgent matter that cannot wait till the next AGM.**
(c) Matter decided by the Managing Director

135. Class meeting is a meeting of:
(a) Only directors
(b) **Particular class of members.**
(c) Of all shareholders.
(d) Of all debenture holders.

136. In case of a public company, if articles do not specify the quorum then it is:
(a) 2
(b) 4
(c) **5**
(d) 8

137. In certain circumstances even one member constitutes the quorum.
a. True
b. False

138. Voting in case of a company can be by:
(a) Show of hands.
(b) By poll
(c) By Secret ballot
(d) **All three.**

139. The number of kinds of resolution that a company can pass:
(a) **3**
(b) 4
(c) 5
(d) 6

140. Special resolution requires:
(a) Simple majority
(b) 66%
(c) **75%**
(d) 100 %

141. Extraordinary general meeting may be called by:
a. BOD
b. By board at the instance of members
c. By requisionists themselves
d. **All**

142. The gap between 2 AGM cannot exceed:
(a) 6 months
b) 12 months
c) **15 months**

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d)24 months

143. IPR grants:
(a) Status to the owner.
(b) Its a title.
(c) **Grants ownership rights.**

144. Which statement is incorrect as regards patent:
(a) Must be novel.
(b) Must not be obvious.
(c) Must have industrial application.
(d) **Can be granted for research.**

145. Patent is granted for:
(a) 10 years.
(b) 15 years.
(c) **20 years.**
(d) 25 years.

146. How many clauses of copyright are there?
(a) 7
(b) 6
(c) **5**
(d) 4

147. Adaptation of a novel amounts to violation of copyright:
(a) **True**
(b) False

148. Copyright is granted for broadcasting:
(a) 20 years.
(b) **25 years.**
(c) 60 years.
(d) Perpetuity.

149. As regards Trademark which statement is not appropriate?
(a) Identifies the product.
(b) Qualifies its unchanged quality.
(c) Advertises the product.
(d) **Enables to make the goods appealable.**

150. Trademark is transferable.
(a) **True**
(b) False

151. Geographical indication is granted for:
(a) **10 Years.**
(b) 15 Years.
(c) 16 Years.
(d) 20 Years.

152. Copyright exists in which of the following works?
(a) Book
(b) Sound recordings
(c) Cinematograph
(d) Computer software
(e) **All of the above**

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153. Who can initiate an infringement action for geographical indication?
(a) Anybody.
(b) **Registered proprietor.**
(c) Government.
(d) Local authority.

154. In case of software related to a computer program, which IPR is protected?
(a) Patent
(b) Trademark.
(c) **Copyright**
(d) (a) (b) and (c)
(e) (a) and (c)

155. Which of the following can be classified as a service mark?
(a) Educational institution.
(b) Hotels.
c) Beauty salon.
(d) (a) and (b).
(e) **All.**

156. Which is not protected by copyright?
(a) Book
(b) Drama.
(c) Piece of architecture.
(d) **Novel Process.**

157. Can a geographical indication be renewed?
(a) **Yes**.
(b) No.

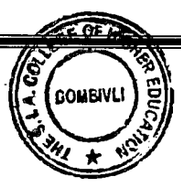
158. Who appoints Protection of Plant varieties and farmers rights Authority?
(a) **Central Government**
(b) State government.
(c) Controller of patents.

159. Copyright is obtained by original author.
(a) **True**
(b) False

160. _____states that a consumer should know the reliefs available to him in case of product or service falls short of his expectations.
a) Right to Safety
b) Right to Seek Redressal
c) Right to be informed
d) Right to Consumer Education

161. The Consumer Protection Act provides relief to customers such as replacement of product, removal of defect in the product, compensation for any loss or injury suffered by the consumer. Which consumer right has been highlighted in this statement?
(a)Right to Safety
(b) Right to Seek Redressal
(c) Right to be informed
(d) Right to Consumer Education

162. _____states that, the consumer has a right to pick a product from a variety of products at competitive prices.
(a)Right to Safety



(b) **Right to choose**
(c) Right to be informed
(d) Right to Consumer Education

163. Most of the reputed firms have set up consumer service and grievance cells to listen to the consumers complaints and take appropriate steps to redress their grievances. Which consumer right been highlighted in this statement.
   a. Right to heard
   b. Right to Seek Redressal
   c. Right to be informed
   d. Right to Consumer Education

164. _____States that, the consumer has a right to file a complaint and to be heard in case of dissatisfaction with a product.

a) Right to heard
b) Right to Seek Redressal
c) Right to be informed
d) Right to Consumer Education

165. Which one of the following is not a consumer right?
   a) Right to heard
   b) Right to Seek Redressal
   c) Right to be Discount
   d) Right to Consumer Education

166. Which of the following cannot file a complaint under Consumer Protection Act, 1986?
(a) Any consumer under the definition of Consumer Protection Act
(b) Central or State Government
(c) Legal heir of a deceased consumer
(d) **A person who obtains the goods with no consideration.**

167. Which of the following statements is false about responsibilities of a consumer :
   a) Consumer must follow the instructions and use the product safety.
   b) Consumer must ask for cash memo. i.e proof of purchase
   c) Consumer must file a complaint in a consumer court even if the amount of loss is small.
   d) A consumer must encourage unethical practices like black marketing, hoarding etc.

168. Rights of Consumer protection are protected under
   a) Consumer protection Act , 1988
   b) Consumer protection Act , 1984
   c) Consumer protection Act , 1982
   d) Consumer protection Act , 1986

169. Which consumer right provides a safeguard for consumers against goods and services which are hazardous to health?
   a) Right to choose
   b) **Right to safety**
   c) Right to be informed
   d) Right to be heard

SUBJECT TEACHER

THE S.T.A. COLLEGE OF HIGHER EDUCATION DOMBIVLI

The South Indian Association's
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Class: FYBMS

Subject: BUSINESS LAW

Semester -I

Subject Teacher: Mrs. Sunita Sidhani

Subjective Questions

1. "Contract is not a whole lot of agreements nor is it a whole lot of obligations." Comment.
2. How is contract different from an agreement? Explain the legal rules regarding offer
3. Explain the legal rules of an offer. OR Discuss the meaning of 'offer' in a contract and the legal rules regarding offer.
4. Discuss the modes of revocation of an offer
5. Explain the legal rules of acceptance.
   (a) When is communication of a proposal and acceptance complete?
   (b) When is communication of a revocation complete?
6. "Acceptance is to offer what a lighted match is to a train of gunpowder". Comment.
7. Distinguish between an 'offer' and an 'invitation to an offer'.
8. What essential conditions are required to be satisfied to convert a proposal into a promise? Explain.
9. Explain the rules relating to communication of revocation of offer and acceptance.
10. Explain the rules regarding consideration with examples. OR Discuss the essentials consideration in a contract
11. "Stranger to a contract cannot sue or be sued." Explain. Are there any exceptions to this the If yes, what are they?
12. Explain the concept of consideration in a contract. What are the exceptions to the rule,' no consideration, no contract'
13. Explain the grounds on which contracts without consideration are valid.

14. Define consent When is consent said to be free? How is a contract affected if the consent of one of the parties is not free?
15. Define coercion. What are the essentials and legal rules for a valid coercion? What is the effect of coercion on the validity of the contract?
16. Explain the meaning of free consent in a contract and discuss agreements entered into by coercion
17. What constitutes undue influence? What are the essentials for undue influence? What is the effect of undue influence on the validity of a contract?
18. What constitutes fraud under the Indian Contract Act? Explain the essentials.
19. Explain clearly the meaning and essentials of misrepresentation. What are the acts that constitute misrepresentation under the Indian Contract Act?
20. "Mere silence does not amount to fraud." Comment.
21. What do you understand by bilateral mistake of fact? What are its essentials? What are the different types of bilateral mistakes?
22. Explain unilateral mistake in detail.
23. What are the circumstances under which a contract can be affected on the ground of mistake of fact?
24. Distinguish between agreement entered by fraud and agreement entered into by misrepresentation.
25. Explain the meaning of 'Free Consent' in a contract. Distinguish between agreements entered into by 'Fraud' and agreements entered to by 'Misrepresentation'.
26. Define contingent contract. What are the essentials?
27. Discuss the laws relating to the enforcement of contingent contract. Give examples.
28. Distinguish between a 'Contingent Contract and a 'Wagering Agreement'
29. Distinguish between 'Contract' and 'Quasi Contract'.
30. State briefly the law relating to quasi contracts.
31. "Quasi contracts are not contracts but are only obligations created by law". Explain in the light of Indian Contract Act.
32. Explain the rights and duties of a finder of goods.
33. Explain the meaning of quasi contract and give any three examples.
34. Write a detailed note of E-contracts.
35. Discuss how E-contracts satisfy the essentials of a contract under the Indian Contract Act, 1872.
36. What is E-contract? Discuss the legal issues in the formation of E-contracts.
37. Discuss the 'Quasi Contracts' given under the in-Contract Act.
38. Write a note on E Contracts.
39. Discuss E-contracts and legal issues in the formation of an E-contract.
40. Explain quasi contracts.
41. Discuss performance of contract in relation to who has to perform, time of performance, performance of reciprocal promises and appropriation of payments.
42. Discuss the rules of performance of contract in detail.

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43. What do you mean by discharge of a contract? Enumerate the various modes of discharged a contract
44. Discuss the various modes of discharge of a contract by agreement.
45. Discuss impossibility of performance as a mode of discharge of contract, stating the effect of 'pre' and 'post' contractual impossibility.
46. Does frustration, discharge the contract in all cases? If not explain the circumstances in which the contract is not discharged on the ground of frustration.
47. What are the circumstances under which a contract is discharged by operation of law? OR
48. Explain the methods of discharge of a contract by operation of law.
49. Write a note on breach of contract as a mode of discharge of a contract.
50. "An anticipatory breach of a contract, can still keep the contract operative." Comment.
51. Discuss the various remedies available for breach of contract.
52. "In case of breach of contract, defaulting party is entitled to get compensation for the work done by him under contract". Comment
53. Explain the meaning of discharge by breach of contract and explain discharge by operation of law.
54. Define a contract of sale. Explain the essential features of such a contract.
55. Distinguish between 'Sale' and 'Agreement of Sale'
56. Explain the essentials of a contract of sale and state classification of goods.
57. Distinguish between 'Sale' and 'Hire Purchase Agreement.
58. Explain the essentials of a contract of sale and state the classification of goods.
59. Write short notes:
    (a) Goods.
    (b) Classification of goods.
    (c) Price and modes of ascertainment of price.
    (d) Effect of destruction of goods before sale.
60. Briefly explain/discuss the implied conditions in a contract of sale.
61. Discuss/Explain the implied warranties in a contract of sale.
62. Under what circumstances, a breach of condition may be treated as breach of warranty? Explain.
63. Explain the doctrine of 'Caveat Emptor'. Explain the cases in which the rule of caveat emptor does not apply.
64. Distinguish between a 'condition' and a 'warranty'.
65. Write a note on 'Caveat Emptor' (buyer beware)
66. Explain the meaning of 'condition' and the 'implied condition' under the Sale of Goods Act.
67. What do you mean by property in the goods? State the significance of transfer of property
68. Briefly explain the legal rules relating to passing of property.
69. Explain the meaning and rules of passing of property in goods.

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70. Discuss the rules relating to transfer of property in the case of sale of specific goods and the sale of unascertained goods.
71. Who is an unpaid seller? What are his rights?
72. Explain the rights of an unpaid seller (i) against the goods, and (ii) against the buyer personally
73. Under the sale of Goods Act, when is a seller of goods deemed to be an 'unpaid seller?
74. Explain the unpaid seller's right of lien over the goods. When does this right get terminated?
75. Write briefly on unpaid seller's right of stoppage in transit.
76. Explain the unpaid seller's right of lien and right of stoppage in transit.
77. Write on unpaid seller's rights against the buyer.
78. Explain the rights available to the seller for breach of a contract of sale.
79. Explain the essentials of a negotiable instrument.
80. Explain the essentials of a negotiable instrument and give the classification of negotiable instrument.
81. What are the essential requirements of a promissory note?
82. What is a bill of exchange? explain the essential characteristics. How does a promissory note differ from a bill of exchange?
83. Distinguish between a 'Promissory Note' and a 'Bill of Exchange'.
84. Explain in brief the various kinds of Promissory Notes.
85. Explain in brief the various types of Bills of Exchange.
86. Define cheque. What are its characteristics? Explain what you understand by crossing of cheques?
87. Discuss the circumstances a banker is bound to honour a cheque and circumstances where the banker can dishonour a cheque.
88. Distinguish between 'bill of exchange' and a 'cheque'
89. What is a cheque? Explain its essential characteristics.
90. Explain the characteristics of a Cheque. Discuss the types of crossing of cheques.
91. Explain dishonor of cheque under the Negotiable Instruments Act.
92. Write short note: Types of crossing of a cheque.
93. Define a company. What are the advantages and disadvantages of incorporation?
94. Explain the doctrine of corporate veil'. Under what circumstances can the veil be lifted?
95. What do you understand by 'promoter' of a company? Explain his position vis-avis the company he floats.
96. Explain the meaning of 'pre-incorporation contracts'. Is the company bound by contracts? Discuss.
97. Explain the procedure for incorporation of a company under Companies Act, 2013.
98. What is the procedure for registering an association as a company?
99. Explain the advantages of a company.

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100. Define a company. What are the features of a company?
101. What are the different kinds of company?
102. Write short notes on:
    a. Pre-incorporation contracts.
    b. OPC.
    c. Promoters.
103. Explain the procedure for alteration of Registered Office.
104. What is the need for memorandum of association? Explain the clauses.
105. Explain the doctrine of ultra vires. What are the effects of ultra vires transactions? OR Explain the procedure for alteration of objects clause.
106. Explain in detail the doctrine of ultra vires.
107. Explain the procedure for alteration of Articles of Association.
108. Explain how the doctrine of constructive notice protects the company, while the doctrine of indoor management protects the outsiders.
109. Explain the doctrine of indoor management. Are there any exceptions to this rule? What are they?
110. Define MOA and explain the clauses under Companies Act, 2013. OR What is a Memorandum of Association? Explain the different clauses of MOA.
111. Write short notes on:
    (a) One Person.
    (b) Differences between MOA and AOA.
    (c) Articles of Association
112. What is a prospectus? What does not constitute a prospectus?
113. Briefly explain the contents of a prospectus.
114. What are the different types of meetings of a company a shareholder can attend? When and how are these meeting held?
115. Write Notes on:
    a. Statutory Meeting.
    b. Annual General Meeting.
    c. Special General Meeting.
    d. Meetings of Directors.
    e. Class Meetings
116. Who is a member of a company? Explain the different modes of acquiring membership in a company
117. Discuss the modes of acquisition and cessation of membership
118. What are the rights and liabilities of a member of a company? OR Who is a member? Explain the rights and liabilities of a member
119. Who can become a member of a company?
120. Explain IPR in brief.
121. Explain patent in brief as per IPR.
122. When is patent granted?
123. What is not patentable?
124. When does a patent expire?
125. What is copy right? What kind of things are projected by copy right?

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126. What is included under copyright?
127. What amounts to violation of copyright?
128. What is Trademark?
129. What are the functions of trademark?
130. What amounts to violations of trademark?
131. What are the types of Trademarks?
132. Write on geographical indications.
133. What is copyright? Give an overview of infringement and remedies for infringement of copyright
134. Discuss the need for enacting the Consumer Protection Act, 1986.
135. Explain the various Unfair Trade Practices.
136. Explain in detail the meaning of a consumer.
137. Explain in detail the term on unfair trade practices under the Consumer Protection Act
138. Explain in detail regarding the Consumer Protection Central Council.
139. Explain the objects of Consumer Protection Act, 1986.
140. Who is a Consumer? What are the objects of the Consumer Protection Act?
141. Write notes on:
    a. Appropriate Laboratory.
    b. Defect and Deficiency.
    c. Complaint.
    d. Manufacturer.
    e. Consumer Protection State Council.
    f. Consumer Protection District Council.
    g. Composition of Central Council.
    h. Objects of Central or State or District Council.
    i. Service.

Subject Teacher

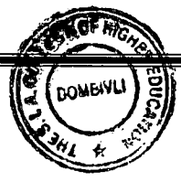


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Class: FYBMS
Subject: INDUSTRIAL LAW
Semester -II
Subject Teacher: Mrs. Sunita Sidhani

1. Explain the object of the Industrial Dispute Act, 1947.
2. Explain various machineries for settlement of Industrial dispute?
3. Elaborate the following terms:
    a) Industry
    b) Employer
    c) Strikes
    d) Lockout
    e) Lay-off
    f) Retrenchment
    g) Closure
4. What are the various methods for the settlement of industrial dispute under the IDA, 1947?
5. Bring out the difference between conciliation officer and conciliation board.
6. When and what circumstances does the award made under the IDA, 1947 comment?
7. Bring out the difference between Strike and Lock out.
8. State and explain the procedure for retrenchment of a worker under IDA, 1947.
9. Explain Triple test to determine whether an activity is an industry as not?
10. What is Labour Court? What are the jurisdiction of the Labour Court?
11. State and explain the powers and functions of Labour Court?
12. What is Industrial Tribunal?
13. What are the obligations of employer and employees?
14. State the difference between Individual dispute and Industrial dispute?
15. Enumerate the legal status of registration trade union?
16. What are the different kinds of trade union finances and funds?
17. What are the purpose for which general fund of a registered trade union can be spent?
18. What is a trade union? Explain the features of trade union.
19. Explain the role of trade union in detail with special reference to Industrial System?
20. State the Advantages of trade union with regards to employer, labour and Society?
21. What are the procedures for registration of trade union?
22. What are the purpose for which political fund of a registered trade union can be spent?
23. Give reason for cancellation of registration of trade union?
24. What are the obligations of registered trade union?
25. Define following terms:
    (a) Factory
    (b) Manufacturing process
    (c) Workers
26. Explain safety measures as per the factory act.
27. Explain health measures as per the Factory Act.
28. Explain welfare measures as per the factory act.

29. What are the provisions for working hours and holidays of adults in the factories?
30. What are the provisions for working hours and holidays for child workers in the factory?
31. What are the general duties of Occupier?
32. Write short notes on:
    (a) Restriction of employment of women
    (b) Working hours for children
    (c) Welfare measures
    (d) Health measures
    (e) Occupier
    (f) Hazardous Process
33. Explain the Following Terms:
a) Employer
b) Dependent
c) Disablement
d) Wages
e) Managing agent
34. Explain different types of disablement under employee's compensation act.
35. Explain rules regarding employer's liability for compensation
36. Explain rules regarding amount of compensation for death.
37. Explain rules regarding amount of compensation for permanent disablement.
38. Explain rules regarding amount of compensation for temporary disablement.
39. Write short notes on:
a) Temporary Disablement
b) Permanent Disablement
c) (e) Distribution of Compensation
d) Fatal Accidents
e) Medical Examinations
f) Employment by Contracting
40. Define following terms :
    a) Employee
    b) Immediate Employee
    c) Principal
    d) Employer
    e) Contribution
    f) Wages
    g) Factory
    h) Family
41. Explain object and applicability of the ESI Act.
42. Discuss different benefits payable under ESI Act.
43. Discuss different administrative bodies for ESI Act.
44. What is contribution? Explain different provisions of contribution as per ESI Act.
45. Write short notes on:
    a) ESI Corporation
    b) Medical Benefit Council
    c) Standing Committee
    d) Temporary and Permanent Disablement
    e) Sickness Benefit
    f) Medical Benefit



g) Disablement Benefit
h) Dependent Benefit
i) Disqualification for Membership

46. Define following terms:
    a) Appropriate Government
    b) Employee
    c) Nomination
    d) Basic Wages
    e) Employer
47. Discuss object and applicability of PF Act.
48. Discuss contribution provisions as per PF Act.
49. Discuss administrative bodies as per PF Act.
50. Discuss provisions for non-refundable withdrawals from PF account as per PF Act.
51. Explain Employee Pension Scheme, 1995.
52. Explain Employee Deposit linked Insurance Scheme.
53. Write short notes on:
    a) Employee
    b) PF Contribution
    c) Central Provident Fund Board
    d) Employee Provident Fund Scheme
    e) State Provident Fund Board
    f) Employee Pension Scheme
    g) Non-Refundable withdrawals from PF
    h) Employee Deposit linked Insurance Scheme
    i) Nomination
54. Define terms:
    a) Wages
    b) Employer
    c) Employee
    d) Industrial Establishment
55. Explain employer's responsibility for payment of wages as per the Payment of wages Act?
56. Explain rules regarding fixation of wage periods.
57. Discuss the provisions of the Payment of Wages Act, 1936 with regards to deductions which are allowed from wages. What are not permissible deductions?
58. Write notes on :
    a) Deduction of fines
    b) Deduction for absence from duty
    c) Deduction for damages or loss
    d) Deduction for services rendered
    e) Deductions for recovery of advances
    f) Deductions for payments to cooperative societies and insurance schemes
    g) Time of payment of wages
    h) Mode of payment of wages
    i) Penalties and offences
    j) Malicious or vexatious claims
59. Define following terms:
    a) Allocable surplus

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b) Accounting year
c) Employee
d) Award
e) Employer
f) Salary or Wages

60. Explain object and applicability of payment of Bonus Act.
61. Explain rules for computation of available surplus.
62. Explain employee's eligibility and disqualification for bonus.
63. Explain provisions for set-on and set-off for allocable surplus.
64. Whether this act impose any obligation on an employer to pay a minimum bonus? What is the limit for maximum bonus?
65. Write short notes on:
    a) Allocable Surplus
    b) Set-on for Allocable Surplus
    c) Set-off for Allocable Surplus
    d) Payment of Minimum Bonus
    e) Payment of Maximum Bonus
    f)Employee's Eligibility for Bonus
    g) Employee's Disqualification for Bonus
66. Define following terms:
    a) Appropriate Government
    b) Family Continuous Service
    c) Employee
    d) Employer
    e) Wages
    f) Superannuation
    g) Controlling authority
67. Explain object and applicability of payment of Gratuity Act.
68. What is Gratuity? Under what circumstances gratuity is payable?
69. What is Gratuity? Explain what is rate of gratuity?
70. Explain provisions for forfeiture of gratuity.
71. Explain provisions for determination of the amount of gratuity.
72. Write short notes on:
    a) Nomination
    b) Employee
    c) Employer
    d) Continuous Service
    e) Rate of Gratuity
    f)Family
    g) Wages
    h) Nomination
    i)Mode of Payment of Gratuity

SUBJECT TEACHER



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Department of Management Studies

Class: FYBMS Semester I

Sub: Foundation of Human SKills

Question Bank (Descriptive Questions)

Module 1

1. Explain the different models of concept of man.
2. Define personality. Explain the role of pre-natal environment in development of individual personality.
3. Explain the role of post-natal environment in individual development.
4. Discuss the influence of nature vs nurture in development of personality.
5. Explain the personality traits theory.
6. Describe in brief the 'Big Five Model' of Personality.
7. Describe in brief the personality traits important to individual behaviour.
8. Write notes on: a. Authoritarianism b. Locus of Control c. Self – Monitoring d. Self-esteem e. Type A and Type B personality f. Risk-taking g. Need for achievement h. Machiavellianism i. Narcissism j. Psychopathy k. Neurotism
9. Explain with examples the concept of understanding Self through Johari Windows.
10. Define attitude. Explain the components of attitude.
11. Discuss the various ways of changing attitude.
12. Explain cognitive dissonance with examples.
13. Describe the various factors influencing persuasion.
14. Write a short note on: Emotions.
15. Write short note on: Job Attitudes.
16. What are the various types of thinking skills?
17. Explain the various types of thinking styles.
18. Explain with examples, the theory of six thinking hats.

19. Write short notes on: a. Theory of Classical conditioning. b. Theory of Operant Conditioning c. Social learning/Observational learning. d. Spiritual intelligence.
20. What is emotional intelligence? Explain EQ (emotional quotient) in the workplace.
21. Define perception. Discuss the factors influencing individual perception.
22. Explain briefly the following errors in perception: a. Selective perception b. Halo effect c. Attribution d. Stereotypes e. Prejudice

Module 2

1. Define groups. What are the various types of groups?
2. State the various reasons for people joining groups?
3. Explain the various stages of group development.
4. Briefly describe the group behaviour model wrt a. Roles, b. Norms, c. Status d. Cohesiveness e. Synergy and Social loafing.
5. Discuss the strengths and limitations of group decision making.
6. Write a note on different types of teams?
7. Define power. Explain the various types or bases of power.
8. Define politics. What are the various types of organisational politics?
9. Explain the causes of organisational politics.
10. Describe the various political games in an organisation.
11. Explain the causes leading to conflicts in the organisation.
12. Write a note on conflict resolution strategies.

Module 3

1. Define culture. Explain the characteristics of organisation culture.
2. What are the various types of organisation culture?
3. Explain: a. Functions of organisation culture. B. Barriers of organisation culture.
4. Explain the ways of transmitting organisation culture.
5. Explain in brief Abraham Maslow's Need Hierarchy Theory of motivation.
6. Describe in brief Herzberg's 'Two Factor Theory' of motivation.
7. Explain McGregor's Theory X and Theory Y of motivation.
8. Write a note on positive and negative reinforcement.

Module 4

1. Define change. Explain the causes of organisational change.
2. Explain in brief Kurt Lewin's model of change and development.
3. Define creativity. What are the qualities of a creative person?
4. Explain the ways of enhancing creativity for effective decision making.
5. Define organisational development. Explain the need for organisational development.
6. What are the various techniques of organisational development?
7. Write a note on causes of stress.
8. Explain in brief the various methods of coping with stress.

Subject teacher



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Department of Management Studies
Question Bank

Class FY BMS
Semes I

Course : Foundation of Human Skills
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	_____ is the degree of respect a person has for himself.	Self esteem	Authority	Intelligence	Perception
2	_____is the degree to which a person is dependable, careful and well –organised.	Conscientiousness	Neurotism	Attitude	Extroversion
3	A _____ is a preconceived notion, especially about a group of people.	Halo effect	Emotion	Stereotype	Attribution
4	In _____ stage of group development, there is a high degree of conflict within groups.	Norming	Adjourning	Storming	Forming
5	_____ refers to the environment before the birth of the child , in the mother's womb.	Pre natal environment	Post natal environment	Infant stage	Adolescent
6	_____ refers to the combination of characteristics or qualities that form an individual's distinctive character.	Emotions	Personality	Perception	Strength
7	_____ are social, outgoing , talkative and enjoy spending time with people.	Introverts	Sociopaths	Extroverts	Neurotics
8	_____ refers to the individual's ability to adjust his or her behaviour to external situational factors.	Self monitoring	Locus of control	Authoritarianism	Agreeableness
9	_____ means those aspects of personality that is known by others but is unknown to the person himself.	Hidden window	Unknown window	Blind window	Open window
10	_____ are intense feelings that are directed at someone or something.	Emotions	Qualification	Attitude	Personality
11	The power enjoyed by a software engineer or a chartered accountant is _____ type of power.	Positional	Expert	Personal	Coercive

12	_____ thinking hat focuses on creativity, generation of new ideas and solutions.	Green	White	Red	Yellow
13	_____ skills refer to the ability to work with, understand and interact with people.	Human	Technical	Conceptual	Operational
14	_____ groups are intentionally created by organisations to perform a specific task.	Formal	Informal	Hobby	Interest
15	_____ refers to socially defined position or rank given to group or group members by others.	Norms	Roles	Status	Synergy
16	_____ is the ability to make things happen in the way an individual wants.	Group	Power	Conflict	Attitude
17	In _____ culture, employees are consulted and they are involved in decision making.	Authoritarian	Participative	Military	Bureaucratic
18	_____ developed the need hierarchy theory of motivation.	Peter Drucker	F.W. Taylor	Abraham Maslow	Henry Ford
19	_____ is an example of a 'stick' in carrot & stick method of motivation.	Increments	Penalty	Bonus	Incentives
20	_____ means planned or unplanned transformations in an organisation's structure, technology, and/ or people.	Creativity	Politics	Conflict	Change
21	In the need hierarchy theory of motivation, _____ needs are also known as basic needs and are related to survival and maintenance.	Social	Self-actualisation needs	Physiological needs	Self-esteem
22	_____ is the first stage in Kurt Lewin's model of organisational change.	Build	Change	Freeze	Unfreeze
23	_____ means the use of imagination or original ideas to generate something new.	Translation	Motivation	Pressure	Creativity
24	Negative stress that affects physical, mental or emotional well being is also known as _____.	Hypo stress	Disease	Eustress	Distress
25	_____ component of attitude consists of feelings of an individual about the object.	Behavioural	Affective	Cognitive	Spiritual
26	_____ is our moral intelligence, giving us an innate ability to distinguish right from wrong.	Emotional intelligence	Spiritual Intelligence	Social Intelligence	Special Inteeligence
27	_____ refers to the transmission of biological characteristics from parents to their children.	Environment	Personality	Attitude	Heredity
28	Individuals who have _____ locus of control believe in chance and fate.	Internal	External	Zero	Circular
29	Type _____ people are unable to relax and are workaholics.	B	A	D	C
30	Rewards and punishment are examples of _____ motivation.	Intrinstic	Extrinstic	Self	Demotivation
31	In Johari windows, _____ window refers to those aspects of our personality that is known to oneself as well as others.	Hidden	Unknown	Open	Blind

32	In Johari windows, _____ window refers to those aspects of our personality that is unknown to oneself as well as others.	Hidden	Unknown	Open	Blind
33	In Johari windows, _____ window refers to those aspects of our personality that is known to oneself but not to others.	Hidden	Unknown	Open	Blind
34	In six thinking hats, _____ hat represents intuitions, emotions and feelings.	White	Red	Green	Yellow
35	In six thinking hats, _____ hat represents caution or limitations of an idea.	White	Black	Red	Blue
36	In six thinking hats, _____ hat represents data and information.	White	Red	Green	Yellow
37	In six thinking hats, _____ hat is known as the process hat and is worn by the person conducting the meeting.	White	Black	Red	Blue
38	A _____ is defined as two or more individuals, interacting and interdependent, who have come together to achieve specific objectives.	Unit	Regiment	Group	Community
39	The acceptable standards of behavior within a group that are shared by the group's members are called as _____.	Norms	Status	Role	Synergy
40	_____ is the first stage of group development.	Norming	Performing	Storming	Forming
41	_____ refers to the ideas, customs, and social behaviour of a particular people or society.	Organisation	Religion	Culture	Ethics
42	Abraham Maslow proposed the _____ theory of motivation.	Need Hierarchy	Theory X and Theory Y	Theory Z	Carrot & Stick theory
43	_____ refers to strict obedience to rules and authority.	Locus of control	Self monitoring	Narcissism	Authoritarianism
44	Under _____, managers assume that employees dislike work and therefore need close supervision and control.	Theory X	Theory Y	Theory Z	Theory A
45	_____ needs include prestige, feeling of accomplishment and desire for respect and status.	Physiological needs	Safety needs	Self esteem needs	Self actualisation needs
46	_____ is defined as mental or emotional tension or strain that leads to discomfort in the body.	Stress	Behaviour	Disorder	Disability
47	Intelligence quotient is related to _____.	Emotions	Logic & reasoning	Morals	Attitude
48	High cholesterol is a _____ effect of stress.	Mental	Physiological	Emotional	Spiritual
49	The concept of six thinking hats was given by _____.	Chankya	Peter Drucker	Edward De Bono	Henry Ford
50	Under _____ organisation culture, employees are consulted before taking decisions.	Authoritarian	Participative	Neurotic	Strong

51	According to trait theory, _____ traits dominate an individual's entire life.	Cardinal traits	Tertiary traits	central traits	Secondary traits
52	The power enjoyed by the CEO of a company or Sarpanch of a village is _____ type of power.	Positional	Personal	Expert	Academic
53	_____ refers to any permanent change in behaviour that occurs as a result of experience.	Learning	Intelligence	Perception	Advice
54	A person having _____ personality tends to deceive and manipulate others for personal gain.	Narcissist	Neurotic	Machiavellian	Self-Monitoring
55	According to Abraham Maslow's Need hierarchy theory, _____ needs are the highest level of needs.	Physiological needs	Safety needs	Self esteem needs	Self actualisation needs
56	Kurt Lewin proposed the theory of _____.	Stress Management	Creativity	Organisational Change	Motivation
57	_____ are evaluative statements or judgements concerning people, objects or events.	Attitude	Personality	Intelligence	Emotions
58	The theory of classical conditioning was given by _____.	Ivan Pavlov	Peter Drucker	Edward De Bono	Fredrick herzberg
59	_____ factors are socio economic background, education, nationality, race, age, gender etc.	Technological	Economic	Demographic	Geographic
60	_____ is the first social environment for a child.	Peer group	Family	Friends	Classmates
61	_____ is the degree to which a person is curious, imaginative, artistic, playful & creative.	Openness to experience	Need for achievement	Conscientiousness	Neurotism
62	_____ can be used for reading emotions.	Fashion Sense	Body Language	Hand writing	Accessories
63	The beneficial stress that leads to positive outcomes such as excitement, motivation, etc. is known as _____.	Distress	Eustress	Frustration	Anxiety
64	_____ is a form of learning based on association.	Operant conditioning	Classical conditioning	Social learning	Rote learning
65	Usually any type of change is _____ by the people.	Accepted	Resisted	Celebrated	Encouraged
66	_____ is NOT one of the causes of stress.	Work overload	Rotating shifts	Rewards and recognition	Poor performance
67	_____ is an uncomfortable state that follows when there is inconsistency in people's attitudes or their attitude and behavior.	Dissatisfaction	Cognitive Dissonance	Grief	Trauma
68	_____ are intense feelings that are directed at someone or something.	Persuasion	Opinions	Learning	Emotions

69	_____ are known as 'windows to the soul' and can communicate emotions like anger, grief, joy etc.	Ears	Eyes	Nose	Head
70	_____ type of thinkers are practical and logical thinkers who give importance to short-term results and quick payoffs.	Creative	Synthesist	Pragmatists	Idealists
71	_____ is highly important for the proper development of the child within the mother's womb.	Pre natal nourishment	Avoiding alcohol and smoking	Maternal health	All of the above
72	People having _____ locus of control believe that their own actions and behaviour determine the outcomes in their lives.	Internal	External	Circular	Total
73	_____ is an example of a factor influencing pre – natal environment of the child.	Family	School	Nutrition of the mother	Society
74	_____ personality people are easy-going and patient and able to relax without guilt.	Type A	Type B	Type C	Type D
75	Red thinking hat represents _____ in six thinking hats.	Data	Benefits	Critical judgement	Emotions and feelings
76	In _____ game, lower level employees attach themselves with higher level (more powerful, influential) people who can help them.	Insurgency	Sponsorship	Line vs Staff	Budgeting
77	The two factor theory of motivation was developed by _____.	F.W. Taylor	Robert Cattel	Fredrick Herzberg	Kurt Lewin
78	Ms. Deepti who is an animal lover also likes wearing clothes made of fur. This inconsistency between her attitude and her behaviour will lead her to experience _____.	Happiness	Cognitive Dissonance	Depression	Motivation
79	Learning that takes place through consequences of our behavior is known as _____ learning.	Classical conditioning	Social learning	Operant learning	Observational learning
80	People possessing _____ personality trait love themselves immensely & want continuous importance & admiration.	Narcissism	Need for achievment	Self monitoring	Psychopathy
81	_____ is one of the most effective stress management techniques.	Work overload	Giving in to anger	Meeting	Meditation
82	A Facebook group of artists is an example of _____ group.	Formal	Interest	Friendship	Task
83	_____ types of teams do not meet in person but conduct business through skype and teleconferencing.	Virtual teams	Work teams	Problem solving teams	Cross functional teams
84	_____ is an example of illegitimate political behaviour.	Forming coliation	Controlling agenda	Sabotage	Networking
85	People like Elon Musk who have high need for achievement are _____ risk takers.	Low	Moderate	High	Average

Subject Teacher

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Sub: Introduction to Financial Accounting

Class: FYBMS - SEM I
Sample questions

1. Who are the users of Financial Statements?
2. Define Accounting. Explain Objectives of Accounting
3. What are the branches of Accounting
4. Explain any 5 Accounting concepts
5. Explain Going concern concept
6. Explain dual concept
7. Write a note on Fundamental Accounting Assumptions
8. Explain As- 1, AS -6, AS - 9 & AS - 10
9. Explain IAS - 1 & IAS - 2
10. Significance of a computerised accounting system
11. Computerised accounting system different from manual system
12. How are grouping done in computer
13. Advantages & Disadvantages of pre - packaged accounting software
14. What is accounting cycle. Steps in Accounting cycle
15. Utility of journal
16. Procedure of posting in a ledger
17. Advantages of Subsidiary Book
18. Cash book - Features, Advantages & Disadvantages
19. Purchase book & Sales book
20. Double column or Triple Column Cash book
21. Reason for difference in balance in cash book & Pass book
22. Bank Reconciliation statement
23. Capital expenditure & Capital receipts
24. Revenue expenditure & Revenue receipts
25. Capital profit
26. Revenue loss
27. Explain methods of charging depreciation
28. Objectives of depreciation
29. Causes of depreciation
30. Suspense account
31. Steps in preparation of Trial balance
32. Formal of trial balance
33. Kinds of trial balance
34. Process of preparing final accounts
35. Manufacturing account
36. Examples of adjustments and its two effects
37. Types of errors
38. Suspense account & Rectification
39. Features of Schedule VI
40. Explain format of Schedule VI Profit & Loss A/c & Balance sheet

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Question Bank - Introduction to Financial Accounting FYBMS - SEM I

Sums on BRS

Sum no 1.

Prepare for Jenifer a Bank Reconciliation Statement from the following details

1. Balance as per cash book on 31st December 2018 5,000
2. Cheques issued but not enteres RS. 8,000
3. Interest credited by Bank but not recorded in cash book Rs. 140
4. Direct deposit into bank account by X customer Rs. 750
5. Bank charges debited by bank only Rs. 20
6. Cheques deposited but not cleared Rs. 4,000
7. Direct payment for telephhone bill by bank as per standing charges Rs. 480
8. Balance as per pass book Rs. 9,390

Sum no 2.

Prepare Miss Monica Bank Reconciliaiton Statement as on 31st October 2018 from the following details

1. Overdraft as per cash book Rs. 12,000
2. Interest on overdraft debited by the Bank Rs. 480
3. Direct payment for life insurance premium Rs. 700
4. Direct deposit by customer Rs. 800
5. Cheques deposited but not cleared Rs. 1,800
6. Bank charges not entered in cash book Rs. 50
7. Cheque issued in October amounted Rs. 15,000 out of which cheques for only RS. 7,000 presented (Encashed) In October
8. Overdraft balance as per pass book Rs. 6,230

Sum no 3.

BRS as on 28th February 2018

Cash book

Cash book (bank column only)					
Date	**Receipts**	**Amount**	**Date**	**Payment**	**Amount**
5	To Mahesh	2,250	1	By Balance	7,200
14	To Ashish A	575	7	By salary t	500
17	To Falguni	1,025	11	By Mukesh	1,400
28	To Ganesh	11,000	17	By Naresh	2,300
			24	By Bhavesh	810
			28	By Drawing	1,000
			28	By Balane	1,640
	Total	**14,850**		**Total**	**14,850**

Pass Book			
Date	**Particulars**	**dEbit**	**Credit**
1	To Balance	7,200	
7	By Mahesh A/c		2,250
10	To Aurora	500	
15	To Bank Ch	75	
19	By Falguni A/c		1,025
20	To Naresh	2,300	
28	By Dividend A/c		455
28	To Self A/c	1,000	
28	By Balance c/d		7,345



Sum no 4

There was a credit balance of Rs. 22,327 in the pass book of Mahesh on 30th June 2018.

On comparision of the pass book with cash book. Following reasons were found a difference between the two books.

Prepare BRS considering these reasons into account for 30th June 2018

1. of the cheque of Rs. 7,500 sent for collection, cheque worth Rs. 2,500 were not credited in the pass book
2. of the cheque of Rs. 3,500 issued to creditors cheques amounting to only Rs. 2500 were presented to the bank

3. Bank has credited interest Rs. 200 and debited Rs. 50 for commission in the pass book
4. A cheque of Rs. 500 was deposited by a debtor directly in the bank account
5. MR. Krishna a debtor deposited Rs. 300 cash directly in the bank account
6. Bank had directly collected under standing instructionn from Mahesh Rs. 400 being dividend on shares
7. Bank has directly paid insurance premium Rs. 150
8. Pass book showed a debit entry of Rs. 1,515 made up of Rs. 1,500 cheque dishonoured and Rs. 15 bank charges

Journal sums

sUM NO 1

Analyse and then journalise the following transactions in the books of Mr.A

Jan 1. Started business with a capital of RS. 7,500
Jan/02 Purchased goods from Mr. Z for Rs. 2,000
Jan/05 Loan taken from W Rs. 300
Jan/07 Goods sold to Mr. L For cash RS. 2,500
Jan/15 Cash paid to Mr. Z Rs. 2,000
Jan/20 Purchased furniture for office Rs. 700
Jan/27 Paid office rent out of personal cash of A Rs. 400

Sum no 2.

Give Journal Entries for following transactions:

Jul/01	Goods purchased for cash	5,000
Jul/02	Goods sold for cash	7,000
Jul/03	Type writer purchase for cash	4,500
Jul/04	Sold old furniture for cash	1,000
Jul/05	Rent paid in cash	700
Jul/06	Commission received in cash	1,100



Sum no 3

Journalise the following transactions in the books of supreme ltd for the month of June 2020.

Jun/01	Business started with cash	50,000
Jun/05	cash deposited in bank	24,000
Jun/15	Goods purchased from Rima and paid by cheque	7,000
Jun/18	Sold goods and cheque received from Rani	12,000
Jun/20	Purchased goods from Rasna	8,000

Jun/25	Paid cash to Rita for children tution fees	3,000
Jun/30	Paid salary to Rina, a typist	4,000

Sum no 4

Journalise the following transations in the books of Nirma

Jan/07 Deposited Rs. 5,000 in the Surf Excel Ltd
Jan/11 Sold goods to Riya worth Rs. 3,000
Jan/15 Purchased furniture from cash Rs. 3,000
Jan/28 Paid insurance premium Rs. 200
Jan/31 Received Rs. 2,000 from Liril on account

Sum no 5.

Journalise the following transactions
Started business with cash Rs. 20,000
Deposited Rs. 5000 in state bank of India
Goods sold to Motorola for cash Rs. 9,000
Purchased an Furniture worth Rs. 20,000 from Ericson
Paid wages Rs. 200
Sold machinery to Siemens worth Rs. 1,000
Withdrew Rs. 500 from State Bank of India for personal use



Sum no 6

Journalise the following transactions
1. Bought goods from Raj on credit worth Rs. 3,000 @ 10%Trade Discount
2. Goods purchased from Ratan worth Rs. 20,000 @ 5% Cash Discount
3. Sold goods worth Rs. 30,000 to Kumar on credit @ 10% Trade discount
4. Sold goods to Kim worth Rs. 40,000 @ 5% Cash discount
5. Goods purchased from Tanuja worth Rs. 28,000 @ 10%Trade discount and 5 % cash discount on credit
6. Goods worth Rs. 5,000 sold to Karan @ 10% Trade discount @ 5% cash discount on credit

Sum no 7.

Journalise the following transactions:
1. Sold goods to Sahil for Rs. 3,000 @10% cash discount and 10 % Trade discount term.
Half the amount received by cash and the balance by cheque

2. Goods of Rs. 30,000 Purchased from Karan @ 10% Trade discount and 5% cash discount term. Paid 50% amount due in cash 30% by cheque and 20% was on credit
3. Goods sold to Mr. Zaib for Rs. 60,000 @ 10% trade discount and 2 % cash discount
Mr. Zaib paid 20% amount in cash 30% amount by HDFC Cheque and 50% will be paid after 3 months

Sum no 8

Journalise the following transactions:

Aug/01 Cheque received from Ramesh but not deposited into the bank.
Aug/13 Cheque of Rs. 1,000 received from S but not deposited into the bank on that day. It was deposited next day in the bank
Aug/16 Cheque received from Mr. Y of Rs. 10,000 deposited into the bank but dishonoured
Aug/19 Cheque issued to Mr. Niel of Rs. 5,000 dishonoured
Aug/23 A customer Mr. Inder has deposited Rs. 25,000 directly into our bank account as per our instructions
Aug/27 Purchased furniture worth Rs. 10,000 and payment made by cheque
Aug/29 Sold goods worth Rs. 5,000 to Mr. X and received half the amount by cheque

Sum no 9.

Journalise the following transactions in the books of Mr. Santosh

Sep/14 Paid rent by cheque Rs. 5,000
Sep/18 Commisison Rs. 5,000 collected by bank on our behalf
Sep/21 Bank charges debited by bank Rs. 1,000.
Sep/23 Bank charges Rs. 200 as interest on overdraft
Sep/24 A cheque issued for Rs. 4,990 to Mr. Y in settlement of Rs. 5,000 but cheque is dishonoured
Sep/27 A cheque of Mr. Sohan of Rs. 4,750 received in full settlement of Rs. 5,000 dishonoured



Sums on Ledger

sum no 1

Record the following transactions in the personal account of Mr. Nath

Date	Particulars	Amount
Sep/01	Sold goods to Nath	542.5

Sep/04	Received from nath Cash	515.38
	Allowed him discount	27.12
Sep/15	Nath bought goods	600
Sep/18	Received from nath cash on account	200
Oct/01	Balance from last month	400
Oct/13	Sold goods to Nath	1000
Oct/21	Received from nath Cash	396
	Allowed him discount	4
Oct/31	Received cash in full settlement of account	980

Sum no 2

You are required to open Furniture account in the ledger of Manoj Kumar

Date	Particulars	Amount
Apr/01	Opening balance	10,000
May/05	New furniture purchased from Noor on credit	25,000
Aug/17	New furniture purchased on cash from auction	70,000
Oct/11	Some old furniture sold for cash (cost Rs. 18,000)	15,000
Nov/12	Furniture taken from business for personal use	3,000
Jan/15	Furniture bought from some other business of the Propreitor	7,000

Sum no 4.

From the following inforamtion prepare ledger for the month of march

Mar/01	Stock of gc opening balance	
Mar/04	Bought goc goods A/c Dr To Cash A/c	2,800
Mar/07	Bought goc Goods A/c Dr To Suresh A/c	3,000
Mar/10	Returned g Suresh A/c Dr to goods A/c	400
Mar/13	Sold goods Cash A/c Dr To Goods A/c	8,500
Mar/17	Sold goods Manoj A/c Dr TO Goods A/c	2,300
Mar/20	Manoj retı goods A/c Dr to Manoj A/c	300
Mar/24	Value of gc Loss of goods by fire A/c Dr To goods A/c	500
Mar/27	Goods witl Drawings A/c Dr To goods A/c	1,000
Mar/28	Goods dist Advertising A/c Dr to Goods A/c	200
	Stock on 3: Closing stock	



Prepare Goods A/c

Sums on subsidiary books

Sum no 1.

Prepare simple cash book

Date	Particulars
Feb/01	Opening cash balance Rs. 40,000
Feb/02	The business man further invested cash RS. 30,000 into business
Feb/04	Purchased goods worth Rs. 40,000 at 5% trade disount
Feb/07	Received commission Rs. 2,000 from Joshi brothers
Feb/09	Paid Rs. 4,000 to Avinash Account
Feb/12	Cash Sales Rs. 36,000 off 10% trade discount
Feb/14	Deposited into the bank Rs.25,000
Feb/17	Received Rs. 22,000 from Kamalkar on account
Feb/19	Paid salaries Rs. 12,500 to staff
Feb/22	Withdrew Rs. 16,000 from business for personal use
Feb/24	Withdrew Rs. 3,700 from business for personal use
Feb/27	Borrowed Rs. 25,000 from wife for doing futher business
Feb/28	Deposited all cash in excess of Rs. 9,800

Sum no 2.

Prepare Double Cash book

Date	Particulars
Apr/01	Opening Cash Balance Rs.24,000
Apr/02	Borrowed Rs20,000 from Belgam Co-op Bank Ltd for business purpose.
Apr/05	Bought goods for Rs 16,000 @10% Cash Discount.
Apr/10	Invoiced goods to Sadanand for Cash Rs10,000 less5%C.D
Apr/14	Purchased goods for Rs4,000
Apr/16	Received from Virendra Rs1,890 and allowed him discount Rs 60.
Apr/20	Received from Kishore Rs 980 in full settlement of his debt Rs1,000.
Apr/24	Paid toVinod Rs 2,900 in full settlement of his claim of Rs 3,000.
Apr/28	Received from Mumbaiwala Rs 5,000 against Bad Debts previously written off.
Apr/30	Paid Salary Rs1,500 and Rent Rs 4,000.



Sum no 3.

Prepare Triple Cash Book

Date	Particulars
1	Opening cash balance of Rs. 3,500 and bank overdraft Rs. 2,000
2	Introduced further cash Rs. 7,000 in the business
4	Deposited Rs. 5,000 into the bank
7	Received a cheque from Madhavi for Rs. 1,170 in full settlment of Rs. 1,200
8	Issued a bearer cheque for children school fees Rs. 2,000
10	Issued a cheque of Rs. 980 to Meenakshi in full settlement of her account of Rs. 1,000
12	Received a cheque of Rs. 500 from Malini on account
13	Endorsed Malini's cheque in favour of Mandakini to settle her account
18	Cash purchases Rs. 800
19	Cash sales Rs. 700
20	Purchased furniture worth Rs 2,000 for office urse and paid by cash
24	Paid salaries Rs. 700, Rent 150 Commission Rs. 200 in cash
26	Bank collected dividend Rs. 100 and credited in our account
28	Deposited all the cash in excess of Rs. 1,000

Depreciation.



Sum no 1.

The machinery account shows a debit balance of Rs. 15,000 on 1/4 / 2013.
This machine was originally purchased on 1/10/2010 for Rs. 20,000
On 1/4/2013 a new machine was purchased for RS. 45,000.
On 1/7/2013 he purchased the machinery cost ing Rs. 15,000 and spent Rs, 1,000 on its erection.
On 1/1/14 the machine purchased on 1/10/10 was sold for Rs. 12,250.
On 31st March every year depreciaiton is charged at 10%p.a. on cost price
Prepare machinery account and depreciation account in the book of MR. Prasad for one year ended 31st March 2014

Sum no 2.

M/s Om Enterprises Satara purchased a machinery on 1/4/2010 for Rs. 68,000. The installaiton charges amounted to Rs. 2,000.
They decided to depreciate the machinery at 10%p.a. under straight line method.
On 1st October 2012 part of machinery having original cost of RS. 35,000 was sold for Rs. 25,000 and the same date new machinery

was purchased for Rs. 30,000.
Write up machinery account, Depreciation account from 1/4/2010 to 31/3/2013.
The accounts are closed on 31st March every year

Sum no 3.

On 1st April 2010 Rajan traders purchased machinery for Rs. 40,000.
On 1st October 2010 they purchased further machinery costing Rs. 20,000
On 1st October 2012 they sold machinery which was purchased on 1st April 2010 for Rs. 28,780
Depreciation on machinery was provided at the rate of 10% p.a. on the diminishing balance method
and the financial year closes on 31st March every year
Prepare machinery account and depreciation account for 3 year 2010- 11, 2011- 2012 , 2012 - 2013.

Sum no 4

Aurangabadkar purchased furniture worth Rs. 20,000 on 1/4/2011. HE charges depreciaiton at the rate of 10%p.a.
on reducing balance method. On 1/7/2013 he sold out part of furniture for Rs. 2,000 the original cost of which on 1/4/2011 was RS. 4,000
The financial year of Aurnagabad kar ends on 31st March year.
PREPARE FURNITURE ACCOUNT DEPRECIATION ACCOUNT FOR 1ST THREE YEAR

TRIAL BALANCE

Sum no 1.

Classify the following transactions to debit or credit balances

Particulars	Dr. Balanc	Cr. Balances
1. Sundry debtors		
2. Office rent		
3. Unproductive wages		
4. Outstanding wages		
5. Prepaid expenses		
6. Sundry creditors		
7. Bank Loan		
8. Investment		
9. Factory expenses		
10. Bad debts		
11. Bad debts recovered		
12. Carriage inwards		

14. Return inward	
15. Return outward	
16. Bank charges	
17. Commisison received	
18. Discount received	
19. Legal expenses	
20. Discount allowed	
21. Opening stock	
22. Closing stock	
23. Interest on drawings	
24. Interst on capital	
25. rent received	



13. Carriage outwards	

Sum 2.

The following balances appear in the books of shruti as on 30th September 2020.

Prepare her trial balance

Particulars	Amount
Capital	100,000
Loan from bank	200,000
Purchases	300,000
Sales	400,000
Purchase returns	50,000
Opening stock	50,000
Bank overdraft	80,000
Petty cash	1,500
Carriage inward	2,000
Investments	200,000

Prepaid expenses	1,000
Outstanding expenses	2,000
income received in adv	3,000
Income earned but no	5,000
Discount to debtors	600
Discount to creditors	700
Drawings	12,000
Assets	258,600
Depreciation	2,000
Bad debts	3,000

Sum 3.

The following trial balance has a number of inaccuracies you are requested to correct it

Particulars	Dr	CR	Return inwards		35
Cash at bank	200		Carriage purchases	50	
Discount allowed		90	Carriage on sales		75
Discount received	20		Stock (1st Jan)	200	
Capital		1,700	Loan from Kanta	500	
Sales		900	Premises	2,000	
Return outwards	30		Rent of premises suble	100	
Purchases	600		Suspense account		900
			Total	**3,700**	**3,700**



Sum 5

The following balances were extracted from the ledger of Rahul on 31st March 2019.

You are requested to prepare a trial balance in ledger form

Particulars	Amount
Salaries	36,320
Sales	199,320

Purchases	144,670
Sundry debtors	1,430
Travelling expenses	2,630

Plant and machine	34,300
Commisison paid	1,880
Stock on 1st April 2	11,100
Repairs	1,670
Sundry expenses	460
Return inward	1,000
Discount inward	1,150
Rent	3,220

Carriage inward	240
Sundry creditors	14,260
Capital on 1st April 20	62,500
Drawings	3,500
Cash at bank	1,090
Return outward	400
Investment	6,000
Furniture	13,860

Sum on rectification of errors

Sum no 1.

1. RS. 4,000 paid for purchase of trype writer charged to stationery account
2. Rs. 1,000 received from Mona has been worngly credited to sona account
3. A amount of Rs. 500 withdrawn by proprietor for his personal use was debited to sundry expenses account
4. An amount of Rs. 400 received on account of interest was credited to commisison account

Sum no 2.

1. A credit purchase of goods woth RS. 500 from X and co was not passed in the books although the goods were taken into stock
2. Goods sold to K & Co. on credit Rs. 1,000 were ommitted from accounts

Sum no 3.

1. Cash Rs. 785 received from Rao and discount allowed Rs. 15 to him are not posted to his account although correctly entreed in the cash and discoutn column of the cash book
2. goods worth rs. 250 retuned by sathe have not ebeen posted to his account though entered in the apporiate subsidiary record

Sum 4

1.Conveyance Rs. 1,000 on the purchase of land was debited to conveyancce account
2. Rs 600 paid as wages to workmen for making loose tools had been charged to sundry expenses account

Sum 5

1.Payment of salaries Rs. 1,540 and wages 1,450 had beeb posted as 1,450 to slaries account and 1540 to wages account
2. Rs. 500 received from khan and co. for commission has been posted to khan and co account as well as tocommission account in the ledger

Sum no 6

1. the credit side total of the cash book discount column was cast short by Rs. 10
2.the debit toalta of customer accoutn was taken as 8,385 instead of 3,885
3.The total page of sales book 2,795 was carried forward as RS. 27,950
4.The credit total of the trial balance was added short by Rs. 100



Capital and receipts

Classify the following transactions to capital or revenue

Sr. No	Questions
1	Stock of Rs. 25,000 was destroyed by fire of which Rs. 15,000 received from insurance company
2	Cost of transporting a newly purchased furniture
3	Amount spent by factory in overhauling its plant which has enhanced the life of the plant by five years
4	Travelling expenses for a trip abroad for purchase of capital goods
5	Professional fees paid in connection with acquisiton of lease hold premises
6	Compensation paid to a retrenched employee for a loss of employment
7	An old plant having depreciated value of Rs. 60,000 was sold for Rs. 55,000
8	A new machine was purchased for Rs. 2,00,000 and isnstalled at the cost of rS. 35,000
9	Customs duty paid on raw material purhcase
10	Wages paid to carpenter for making furniture
11	Sale of old machinery
12	Term loan taken from bank
13	Commission received on sales
14	Brokerage paid on purchase of land
15	Wages paid on erection of machinery
16	Cost of rain coat and umbrella for employees who are given the same in every two years
17	Renewal of factory licence
18	Expenditure incurred on account of trade fair
19	Carriage inward for bringing furniture
20	Purchase of a second hand typewriter
21	Purchae of old machinery for cash rs. 1,00,000
22	Interest paid RS. 15,000 on bank overdraft
23	Paid audit fees Rs. 10,000.
24	Provided depreciation Rs. 20,000 on furniture
25	Paid insurance premium Rs. 1,000
26	Legal fees paid Rs. 3,000 in connection with bad debts
27	Premium Rs. 25,000 on issue of new shares
28	Dividend and interest Rs. 10,000 on investments
29	Sales tax collected from purchaser of goods



30	Cost of carrying an experiment to modify a product
31	Repairs to keep the machinery in good working condition
32	Cost of lathe machine RS. 50,000
33	A sum of rs. 10,000 paid for obtaining a license to carry on business
34	A fine of rS. 505 paid for contravening Municipal rules and regulations
35	Rs, 7,000 was incurred on issue of shares
36	Productive wages of RS. 50,000 paid for the month of December
37	Umbrella were purchased for the employees at the cost of rS. 3,000
38	A second hand typewriter was purchased for Rs. 1,120 and spent Rs. 500 to bring it into a working condition
39	Sold 4% Government securities for Rs. 2,00,000
40	Carriage outward paid
41	Import duty paid on purchase of computer equipment Rs. 85,000 to be used in office
42	Received RS. 50,000 on the issue of debentures
43	Paid 10,000 underwriting commission on issue of shares
44	Legal expenses RS. 6,000 paid in connection with purchase of land
45	Repairing charges RS. 15,000 paid for keeping the machinery in working condition
46	Cost of replacing costly spare parts of a machine
47	Cost of acquisiton of copy rights
48	Cost of designing new product which did not come up for production
49	Heavy current repairs to roof of factory building
50	cost of alteration of cinema theatre in accordance with municipal law
51	Replacement of wooden roof with 20 years guarantee
52	replacement of worn out tyre of delivery van
53	Repainting of building

FINAL Accounts

Sum no 1.

The following balances are extracted from the ledger accounts of MR. Bharat as on 31st December 2013.

Particulars	Amount	Particualrs	Amount
Plant and machinery	45,000	Capital	1,40,000
Opening stock of raw materials	20,000	Sales	4,60,000
Opening stock of finish	5,000	Creditors	90,000
Purchases	3,74,000		
Debtors	1,35,000		



Wages	30,000		
Salaries	22,000		
Trade expense	9,000		
Rent	12,000		
Consignment (MR.X)	33,000		
Cash	5,000		
Total	6,90,000	Total	6,90,000

Adjustments :

1. opening stock of finished goods include stock of Stationery Rs. 200
2. Closing stock of raw materials RS. 10,000 closing stock of finished goods Rs. 20,000(including stock of stationery Rs. 100)
3. Trade expenses include payment of stationery of Rs. 2,000
4. Closing creditors include creditors for stationery of Rs. 500 for credit purchases
5. Mr.Bharat sent goods costing Rs. 33,000 to Mr. X (consignee) who sold two thirds of the quantity for Rs. 35,000
The consignee has incurred expenses of Rs; 2,000 and is entitled for commission of 5% on sales
6. Sale include a sum of rs. 32,000 received on sale of goods received on behalf of MR. Y (consignor)
Mr. Bharat is entitled to a commission of 10% on these sales for which no entries is passed.
The expenses of Rs. 1,000 for sale on behalf of MR. Y are debited to t
trade expenses (the expenses should be incurred by MR .Y)
7. Provide deprecciation on Plant and machinery 10% per annum

Sum no 2

From the following trial balance of MR. Arnav as on 31st March 2018 you are required to prepare manufacturing account, trading and profit and loss account for the year ended 31st March 2018 and a balance sheet as on that date

Particulars	Amount	Particulars	Amount
Purchase of raw	3,15,000	Sales	5,00,000

Opening stock - Raw	32,000	Creditors	45,000
Opening stock - WIP	6,000	Bills	46,000
Opening stock -	20,000	Discount received	10,000
Carriage inward	3,000	Provision bad debts	2,000
Direct labour	24,000	Capital	1,05,000
Rent of factory	20,000		
Electricity	27,000		
Factory power and fuel	21,000		
Office salaries	24,000		
Selling and	13,000		
Sundry debtors	49,000		
discount allowed	5,000		
Bad debts	2,000		
Drawings	15,000		
Machinery	95,000		



Delivery van	32,000		
cash at bank	5,000		
Total	7,08,000	Total	7,08,000

Additional information

1. Closing stock: Raw materials 16,000, Work in progress - 10,000 finished goods Rs. 28,000
2. Outstanding factory rent RS. 1,000
3. Electricity is to be apportioned in the ratio of 2:1 to factory and office
4. Depreciate machinery @5%per annum and delivery van @20% p.a.
5. Debtors include Rs. 15,000 due from Pratik an amount of Rs. 8,000 is also due to him and is included in creditors
6. Provide reserve for doubtful debts @ 10% on debtors

Sum no 3

From the following trial balance of taxman enterprises prepare manufacturing trading and profit and loss accoutn for the year ended 31st December 2013 and balance sheet as on that date

Particualrs	Amount	Particualrs	Amount
Opening stock			
Raw materials	18,000	Capital	62,500
Finished goods	3,500	Bank	27,000
Purchase of raw	95,800	Creditors	61,000
Carriage (B)	12,000	Sales	2,03,500
Wages	18,000	Return outward	2,500
Salaries	14,000	Sale of scrap	8,500
Conveyance	9,500	Interest	1,000
Professional feees	6,000		
Stationery	3,750		
Electriciy	1,250		
drawings	30,000		
Power / Lighting	4,500		
Insurance : Machinery	700		
Reparis to machinery	1,300		
Return inward3	3,500		
10% investments	15,000		
Debtors	54,000		
Furniture	30,000		
Machinery	45,000		
Cash in hand	200		
Total	3,66,000	Total	3,66,000



Adjustment :

1. Closing stock : Raw materials Rs. 28,000 finished goods Rs. 2,300
2. 1/3rd of carriage is for sale of goods and 2/3 rd is for purchases of rawmaterials
3. Goods purchased worth Rs. 3,000 are included in closign stock but no entry is passed in the books for the same

4. deprecidate plant and machinery, furnituer @ 10%p.a.
5. Create proviison of 10% for bad and doubtful debts
6. In fire, finished goods costing Rs. 5,000 were destroyed but insuance company admitted the claim for Rs. 3,000 only
7. Debtors include Rs. 5,000 due from Amit. An amount of Rs. 4,000 is also due to him and it is included in creditors

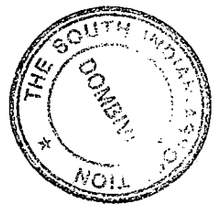
Sum no 4

From the following trial balance of Shri Karodimal prepare manufacturing accoutn, trading and profit and loss account for the year ended 31st December 2013 and the balance sheet as on that date:

Particulars	Amount	Particulars	Amount
Drawings	36,000	Capital	4,50,000
Goodwill	40,000	Sundry	1,25,000
Plant and machinery	2,00,000	Bank loan	75,000
Land and builidng	1,20,000	Reserve for debts	5,500
Cash and bank	37,000	Sales	3,24,000
Sundry debtors	59,000	Discount	3,500
trade marks	9,000	Returns	6,500
Salary to manager	16,000		
Purchases of raw	1,50,000		
opening stock			
rAw materials	35,000		
Work in progress	60,000		
Finished goods	90,000		
Carriage inward	10,000		
Wages and salaries	75,000		
factory expenses	12,000		
Factory rent and rates	15,000		
Office expenses	8,000		
Printing and stationery	7,500		
Discount	5,500		
Bad debts	4,500		
Total	9,89,500	Total	9,89,500

Adjustments :

1. on 31st December 2013 Stock were valued at : rAw materials 55,000
Work in progress 75,000 Finished goods 95,000
2. Outstanding expenses : Printing and stationery Rs. 1,500
3. Prepaid expenses : Factory rent and rates Rs. 2,000
4. Manager is entitled to a commisison @ 2% of net profit before charging his commisison
5. Increase reserve for bad debts by Rs. 6,000
6. Interest on bank loan still unpaid Rs. 1,200
7. Depreciate : Plant and machinery @ 10% p.a..
8. Write off trade marks @ 331/3 % per annum



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MCQ - Introduction to Financial Accouting - Semeter I (FYBMS)

SR.NO	Particulars	A	B	C	D
1	_____creates permanent records of business transactions	**Journal**	Ledger	Subsidiary book	Cash book
2	Rent account is a ___account	Personal	Real	**Nominal**	Bank
3	Amoount withdrawn from business for personal use is termed as ____	Capital	**Drawings**	Cash	Bank
4	Additional amount invested in business is termed as ___	Capital	Drawings	**Cash**	Bank
5	State bank of India is ___account	Personal	**Real**	Nominal	Cash
6	Building is __account	Personal	**Real**	Nominal	Cash
7	___starts from recording of individual transactions and ends on the preparation of financial statements and closing entries	Journal	LEdger	Subsidiary book	**Accounting cycle**
8	Casting means ___	Posting	**Totalling**	Errors	Frauds
9	____book records all transactions of credit sales	Cash	Bank	Purchase	**Sales**
10	___ book records all transactions of credit purchases	CAsh	Bank	**Purchase**	Sales
11	Purchase book records only purchase of ___	Cash	**Goods**	Services	Expeneses
12	Triple column cash book has cash discount and __column	Cash	Discount	**Bank**	Contra
13	Simple cash book has Receipts and _____column	Cash	Discount	Bank	**Payment**
14	Subsidiray books involve only recording of transactions related to ____	Goods	Services	CAsh	Bank
15	A _____is a statement which reconcile the differnce between the bank balance as per cash book and pass book	Bank statement	Cash statement	**Bank reconcilation**	Cash reconciliation
16	Debti the expenses and credit the income is the rule applicable in case of ___account	Personal	REal	**Nominal**	Contra
17	___is a discount allowed inorder to recover the amounts due in time	**CAsh**	Trade	Gross	Retail
18	A brief discription of the transaction written below each journal entry is known as the ___	**Narration**	Explanation	Description	Brief
19	The allowance made for prompt payent is called	Trade discount	**Cash discount**	Doubtful debt	Commission
20	___discount doesnot comes in books of account	**Trade discount**	Cash discount	Doubtful debt	Commission

21	A bank reconciliation statement reconciles the	Ledger with journal	Petty cash book with the bank account	day book with the bank statement	**bank statement with the cash book**
22	_____is a gradual and permanent decreases in the value of asset	**Depreceiation**	Appreciation	Revaluation	Realisaiton
23	Depreciation is the decrease in the value of ___assets	**Fixed**	Current	Quick	Non quick
24	In Straight Line Method of Depreciation the amount of depreciation is ____	**Fixed**	Variable	Similar	different
25	In Net trial balance the ____balance is seen	**Net**	Gross	Fixed	Constant
26	The wear and tear of most of the fixed assets leads to ___of that asset	**Depreciation**	Appreciation	Revaluation	Realisaiton
27	The depreciation account is closed at the end of the year by ransfer to the _	Fixed asset account	General reserve account	**Profit and loss account**	Capital account
28	Amount that a fixed asset is expected to realize on its disposal	Discounted value	Historic cost	Original cost	**Scrap value**
29	Method of depreciation in which the total depreication is equally spread over the life of the asset	**Straight line mehtod**	Reducing balance mehtod	Written down value method	Historical methid
30	Depreciation is charges even on idle machine is an example of ___	Wear and tear	**Efflux in time**	Obsolescence	Damage
31	A asset which is outdated is known as ___	Wear and tear	Efflux in time	**Obsolescence**	Damage
32	An account having ___balance is not shown in the trial balance	Positive	**Negative**	Debit	Credit
33	Bank overdraft is shown on ___of trial balance	Debit	**Credit**	Either debti or credit	Cash
34	An agreed trial balance indicates that the books are _____accurate	Completley	Incomplete	**Arithmetically**	Scientifically
35	If trial balance doesnot tally it indicates	**Errors**	Frauds	Double entry	Single entry
36	____is a summary of ledger	**Trial balance**	Journal	Subsidiary book	Cash book
37	___is a set of recording business dealings in a set of books	**Book keeping**	Accounting	Posting	Casting
38	Balance sheet is prepared to know the ___position of the business	**Financial**	Non financial	Income	Expenditure
39	Accounting invloves classifying, ____analysis and presentation of information	Transactions	**Summarising**	Calculating	Comparing
40	Assets = Own funds + ___	**Owed funds**	Trading	Profit	Loss
41	in accounting every transaction is recorded in terms of ___	**Money**	Quantity	Quality	Units
42	Recording at cost is ___concetp	Entity	Money	**Cost**	Accrual
43	profit recorded only when it is earned is ___concept	Entity	Money	**Realisation**	Revenue



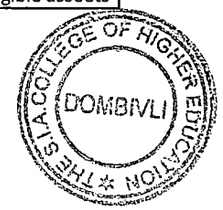
44	same method of depreciation is ___concept	Entity	Money	**Consistency**	Realisation
45	accumulation is ___concept	Entity	Money	Consistency	**Accrual**
46	Measured in terms of money is __concept	Entity	**Money**	Consistency	Accrual
47	GAAP refers to __	General accepted accounting principles	General acquisition accounting principles	**Green accepted accounting principles**	Green acquisiton accounting principles
48	__concept anticipates profit should be ignored but all anticipated losses should be provided in the books of accounts	Consistency	**Conservatism**	Materiality	Going concern
49	Disclosure is a part of __	Accounting	Books keeping	**Financial statement**	Principles
50	__encompasses both revenue and gains	Revenue	Realisaton	**Income**	Profit
51	As - 9 Deals with	Inventories	Depreciation	**Revenue recognition**	Fixed assets
52	book keeping records only the ___transactions of business	Cash	**Financial**	Book	Credit
53	Book keeping includes ___of the financial transactions of business	Analysis	Elimination	Reading	**Recording and classification**
54	Recording of a transaction is done in a book called	**journal**	transaction book	record book	ledger
55	a exchange between two parties is called ___	barter	**transaction**	sale	transfer
56	Person who owes money to the business is called	creditor	**debtor**	propreitor	lender
57	Person to whom money is owed by the business	**creditor**	debtor	propreitor	lender
58	Property of any kind owned by the business	**Assets**	Captial	Liability	Tangible asset
59	Pruchase of machinery is an example of ___expenditure	**Capital**	Revenue	Asset	Fixed
60	A revenue receipt is disclosed in the ____	Trading account	**Profit and loss account**	Appropriation	Balance sheet
61	____is a recurring expenditure	Capital expenditure	**Revenue expenditure**	Deferred revenue expenditure	Fictitious expenditure
62	Expense and ____are two foundation of any activity	**Receipt**	Deferred revenue expenditure	Fictitious expenditure	Income
63	A receipt on ____is a revenue receipt	Capital	**Revenue**	Deferred revenue expenditure	Fictitious expenditure
64	Purchases is recorded in ___of final account	**Trading A/c**	Profit and Loss A/c	Balance sheet	Appropriation A/c
65	___are on the left side of the balance sheet	Assets	**Liabilities**	Expenses	Receipts
66	In final accounts every adjustment has ___effects	One	**Two**	Three	Four
67	Rdd stands for ___	**Reserve for doubtful debts**	Reserve for doubtful discount	Reserve for dual debts	Reserve for disc debts



68	____means raw material are in process but not yet fully converted into finished goods	Raw materials	**Work in progress**	Finished goods	Stock
69	Profit and loss account is prepared to find out ___earned during the particular year	**Net profit / loss**	Gross profit / loss	Nominal profit / loss	No profit no loss
70	____means amount cannot be recovered from the customer	Insolvent	Solvent	**Bad debts**	Reserve for doubtful debts
71	In error of commission entry is recorded on ___side	One	**Both**	Triple	Four
72	Errors can be removed by ___	Anticipation	**Rectification**	Estimation	Analyse
73	When an entry is not recorded at all it is called as	Partial omission	**Complete omission**	Error of comission	No omissionn
74	In ___equal amount of errors are committed on the opposite side	Partial omission	Complete omission	**Compensating error**	Error of principle
75	In ___error entry are recorded twice	Partial omission	Complete omission	Compensating error	**Duplicating error**
76	In error of principle errors are due to principles, convention and ___	Standards	**Concepts**	Realisation	Revaluation
77	Reserve of wrong entry + Correct entry =	**Rectification**	Anticipation	Analyse	Estimation
78	Notes to a ccounts are required to be furnished under ___	**Schedule VI**	Schedule II	Schedule X	Schedule V
79	In Balance sheet presentation cash and cash equivalents are shown under	Fixed assets	**Current assets**	Current liability	non tangible asseets

Subject Teacher

Kavitha Nadar



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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Class: FYBMS

Subject: Foundation Course-I

Semester -I

Subject Teacher:

Subjective Questions

1. Characteristics of Indian culture
2. Multi-cultural society
3. Multi-religious society
4. Religion wise population of India
5. Caste wise population of India
6. Gender ratio of Indian population
7. Concept of Linguistic diversity
8. Characteristics of Indian rural population
9. Characteristics of Indian urban population
10. Tribal characteristics
11. Any two aspects of diversity in Indian culture
12. Discuss the pluralistic nature of Indian society
13. Explain the status of women from the Vedic period to the modern times.
14. Explain the interplay of tradition and modernity in respect of women status in India.
15. What measures would you recommend to solve women's problems in India?
16. Explain the factors responsible for declining gender ratio (female foeticide) in India.
17. Explain the causes and effects of violence against women.
18. Write a note on Women and Mass Media.

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19. Enlist and explain the socio-economic problems faced by women in India.
20. Write a detailed note on visually challenged persons.
21. Explain the various issues relating to auditorily challenged persons.
22. Write a note on mentally challenged persons.
23. Explain the various issues relating to orthopedically challenged persons.
24. Examine the types of physical disabilities.
25. Explain the services available to handicapped persons in India.
26. Discuss in detail the problems faced by socially handicapped persons.
27. What steps should be taken to prevent violence against women in India?
28. Explain the manifold problems faced by the disabled in the country.
29. Discuss the causes for gender disparity and violence against women in India.
30. Discuss the reasons for gender disparity in India and give reasons to combat the same.
31. Write short notes on:

    (a) Status of women in the Vedic period.
    (b) Types of deafness
    (c) Different types of violence against women
    (d) Representation of women by the Indian media.
    (e) Inequalities against people with physical disability
    (f) Special provisions for people with disabilities
    (g) Causes of declining sex ratio

32. Explain the features of political parties in India
33. Explain the concept of urban local self-government
34. Explain the concept of Panchayati Raj in India
35. Bring out the role and significance of women in politics
36. Major features of 74th Amendment Act 1992
37. Explain the concept of rural local self-government
38. Major features of 73rd Amendment Act 1992
39. Explain the characteristics of political parties in India
40. Explain the inequalities generated due to caste system in India
41. Discuss the inequalities caused by the caste system.
42. Explain the consequences of caste conflicts in India.
43. Discuss the causes and consequences of communalism in India.
44. What are the measures to overcome the problem of communalism and casteism?

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45.Discuss the inter-group conflicts caused due to caste inequalities

46.Indian society. Suggest measures to eradicate caste conflicts,

47.Write a note on linguistic conflicts in India.

48.Discuss the problems of regionalism.

49.What are the measures to resolve linguistic conflicts in India?

50.Define communalism. Describe the causes of communalism.

51.What is regionalism? Examine the causes of regional conflicts in India.

52.Explain the various issues related to regional conflicts in India.

53.Write a note on regional conflicts in India. Substantiate with examples.

54.Explain the various causes of Regionalism in India with suitable examples.

55.Explain the term caste. What are the inequalities caused by caste system in India?

56.Discuss the reasons for communal violence in modern India.

57."Issues related to regionalism are integral to India" Comment.

58.Define communalism and explain the factors responsible for the growth of communalism in India.

59.Discuss linguism as a basis for inter-group conflict and suggest measures to resolve linguistic conflicts in India.

60.Comment on various issues regarding communalism in India.

61.Discuss the reasons for communal violence in modern India. Suggest measures to overcome the problems of communalism.

62.Write short notes on:

(a) Inequalities caused by caste system in India
(b) Causes of linguistic conflicts
(c) Caste conflicts in India
(d) Linguistic conflicts in India.

Subject Teacher

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Convenor

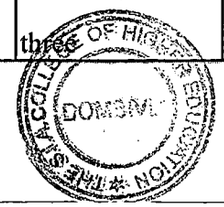
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P-88, MIDC Residential Area Dombivli Gymkhana Road,
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CLASS	FYBMS	Subject	Foundation Course-I
SEM	I	Teacher	Dr. Shilpa Malani

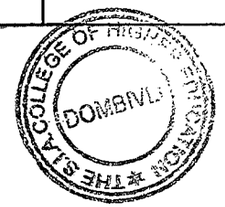
SR NO	QUESTIONS	A	B	C	D
1	The term _____ refers to a state of intellectual development or manners.	**culture**	religions	languages	None of the above
2	_____ is defined as the study of the size, growth, age and geographical distribution of human population.	geography	**demography**	diverse	None of the above
3	Tamil, Telugu, Kannada and Malayam are _____ languages.	northern	central regions	**Dravidian**	None of the above
4	Ethnic groups in Assam and other parts of eastern India speak _____ languages.	Sino-Tibetan	Brahmi	**Austro-Asiatic**	None of the above
5	People in Northern Himalayas and near the Burmese border speak _____ languages.	Dravidian	**Sino-Tibetan**	Austro-Asiatic	None of the above
6	The written forms of language and script come from an ancient Indian script called _____.	**Brahmi**	Austro-Asiatic	Dravidian	None of the above
7	_____ has the federal status of associate / subsidiary official language.	Marathi	**English**	Tamil	None of the above
8	The Indian constitution uses the term _____ instead of language or dialect.	**mother tongue**	*language*	*dialect*	None of the above
9	_____ means all religions and citizens irrespective of their faith would be treated impartially.	religions	citizens irrespective	**secular state**	None of the above
10	_____ and _____ are two important words that should be borne in mind in a multi-religious society.	**tolerance and respect**	multi-religious	atmosphere	None of the above

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11	The Sanskrit word for caste is _____ which means colour.	Vaishya	**varna**	Shudra	None of the above
12	The caste stratification of the Indian society had its origin in the _____ system.	Vedic period	caste	**chaturvarna**	None of the above
13	_____ and _____ have been the bases of varna vyavastha.	Varna Vyavstha	**purity and pollution**	Varna Dharma	None of the above
14	Gender study is carried out in relation to _____.	number of males	number of females	**sex-ratio**	None of the above
15	_____ is defined as the number of females per thousand males.	**sex-ratio**	males	females	None of the above
16	India is the _____ largest country by area in the world.	**fourth**	tenth	seventh	First
17	The eighth schedule of Indian constitution enumerates _____ languages.	22	26	29	24
18	A system of structured inequality which rates and ranks members of a society based on definite criteria	**Social stratification**	Demography	Diversity	Unity
19	an established system of classifying groups, based on caste, economic status, etc.	**Social stratification**	Demography	Diversity	Unity
20	Caste system is _____ a form of stratification	political	economic	**social**	Democratic
21	_____ opposed the practice of sati.	**Raja Rammohan Roy**	Mahatma Phule	Sardar Vallabhai Patel	Mahatma Gandhi
22	Denial of share in property is a _____ form of violence.	**domestic**	psychological	spiritual	criminal
23	Dr. Ambedkar burnt Manu Smriti symbolically in 1927 to destroy _____ and caste discrimination	child marriage	**untouchability**	child labour	dowry
24	_____ is the main reason of female foeticide.	**Preference for male child**	Unemployment	Globalisation	All of the Above
25	The major cause of declining sex ratio is _____.	**poverty**	pollution	smoking	population
26	Gender is a _____ concept.	**sociological**	economic	biological	scientific
27	Pre-Conception and Pre-Natal Diagnostic Techniques Act (PCPNT) is aimed at preventing _____	**female foeticide**	child marriage	maternal mortality	domestic voilence
28	The traditional Hindu society was divided into _____ Varnas.	one	three	**four**	six



29	_____ has the lowest child (0-6 age group) sex ratio in India.	Punjab	**Haryana**	Meghalaya	Bihar
30	_____ are persons below the age of 18 years who commit socially undersirable acts.	Victims	Destitutes	**Delinquents**	Dyslexia
31	_____ is a defect due to extra chromosome.	Cretinism	Microcephalus	**Down's Syndrome**	Dyslexia
32	In — system, a person's social position was determined by ownership, occupation and heredity status.	class	caste	**estate**	None of above
33	The ancient Hindu scriptures depict women as _____ where references are made to Goddess Kali.	Prakriti	Sati	**Shakti**	All of the Above
34	_____ is the only State where females out number males.	Mizoram	**Kerala**	Maharashtra	Goa
35	Every caste or sub-caste insists that its members should _____ within the group.	Mr. Nesfield	Prof. Ghurye	**Marry**	None of the above
36	Each caste or a group of allied castes was traditionally associated with a particular _____.	specific occupation	skilled activity	**Occupation**	None of the above
37	55 per cent of SC population are still deprived from _____ regarded as the basic and essential component of human development.	sub-castes	**Education**	Caste System	None of the above
38	According to census definition a worker is categorized as '_____' if she/he has worked for 6 months or more.	**Main worker**	total workers	marginal workers	None of the above
39	Inter-caste conflicts arise when higher castes _____ the lower castes,	**Exploit**	features of caste	caste system	None of the above
40	With the passing of political power to the people, castes have become _____groups	small segments	single caste category	**Pressure**	None of the above
41	A caste is 'dominant' when it wields _____ and political power.	caste is crucial	**Economic**	lower_castes	None of the above
42	The _____ of the upper castes has always been to consolidate and maintain their high social status.	high caste	lower castes	**Attitude**	None of the above
43	The MCC collects a levy called _____ tax from contractors and big landlords to meet its day-to-day expenses.	individual annihilation	**Rangdari**	caste enemies	None of the above



44	The best examples of these caste conflicts due to exploitation, economic grievances and deprivation are found in _____.	**Bihar**	lower castes	intermediate	None of the above
45	Anti–Hindi agitations took place in _____ India.	Northern	**Southern**	Western	None of the above
46	Dr. Ambedkar burnt Manu Smriti symbolically in 1927 to destroy _____ and caste discrimination.	Child Marriage	**Untouchability**	Child Labour	None of the above
47	Endogamy is the essence of Caste System.	**True**	False		
48	Caste system does not enforce any restriction with regard to inter – dining and inter – marriage.	True	**False**		
49	For what period does the Vice President of India hold office ?	**5 years**	Till the age of 65 years	6 years	2 years
50	The President gives his resignation to the	Chief Justice	Parliament	**Vice President**	Prime Minister
51	The Governor of a State is appointed by the President on the advice of the	**Prime Minister**	Vice- President	Chief Minister	Chief Justice
52	The total number of members nominated by the President to the Lok Sabha and the Rajya Sabha is	16	18	**14**	12
53	Who appoints the Prime Minister of India ?	Vice-President	**President**	Parliament	Citizens of India
54	Who was the first Prime Minister of India ?	**Jawaharlal Nehru**	Mrs. Indira Gandhi	Dr. Rajendra Prasad	Mahatma Gandhi
55	Chief Minister of a State is responsible to	Prime Minister	Rajya Sabha	**Legislative Assembly**	Governor
56	Which of the following is described as the 'Soul of the Constitution'?	Fundamental Rights	Fundamental Duties	Directive Principles of State Policy	**Preamble**
57	The term 'We' in Preamble means	Indian Government	Supreme Courts	Indian Parliament	**The People of India**
58	Indian Constitution ensures 'Justice' in which of the following form	Social	Economic	Political	**All of the above**

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59	Preamble has been amended by which Amendment Act?	27th Constitutional Amendment	**42nd Constitutional Amendment**	44th Constitutional Amendment	40th Constitutional Amendment
60	As per Preamble, date of adoption of the Constitution is	26th January 1950	**26th November 1949**	11th December 1946	(a) None of the above
61	The correct sequence of the following words in the Preamble is	Sovereign, Democratic, Socialist, Secular, Republic	**Sovereign, Socialist, Secular, Democratic, Republic**	Sovereign, Socialist, Democratic, Secular, Republic	None of these
62	Dr. Ambedkar burnt Manu Smriti symbolically in 1927 to destroy _____ and caste discrimination.	Child Marriage	**Untouchability**	Child Labour	None of the above
63	A caste is 'dominant' when it wields _____ and political power.	caste is crucial	**Economic**	lower castes	None of the above
64	Political parties that contest local, state, national elections are requiredto register with the_____of India.	**Election Comission**	Supreme Court	President	High court
65	Political parties recognized in_____or more States are consideredas national parties.	Six	Five	**Four**	Two
66	The political parties which do not get a majority, plays the role of _____parties	**Opposition**	ruling	suppressing	winning
67	The_____governments enjoy greater degree of autonomy in decision-making	Union	state	**local**	None of above
68	The urban areas in India are looked after by the_____	**Muncipalities**	State	Panchayati Raj	Zilla parishad
69	The Municipal Corporation of Greater Mumbai operates under the_____	State government	**Brhanmumbai Muncipal Corporation**	Union Government	Local government
70	The Councillor enjoys a term of_____ years.	two	three	**five**	six
71	The_____is the first citizen of the city.	President	Governor	**Mayor**	Ward member
72	_____is formed according to the 74th constitutional amendment.	Nagar Parishad	**Nagar Pachayat**	Panchayati Raj	Union Government

73	The rural local self-government in India is described as_____	Nagar Parishad	Nagar Parishad	**Panchayati Raj**	State government
74	_____was the first State to establish Panchayati Raj system in India.	**Rajasthan**	Maharastra	Gujarat	Shimla
75	_____is the apex institution in the Panchayati Raj system in India.	**Zilla Parishad**	Pachayat samiti	Gram Pachayat	Nagar Parishad
76	_____is the head of the Gram Panchayat.	President	Chairperson	**Sarpanch**	Mayor
77	Empowerment of women in politics means the participation of women in political_____ process.	**decision making**	formation	alliance	decenteralisation
78	73rd Amendment of the Indian Constitution is related to_____	indipendent judiciary	**Pachayat Raj**	parlimentary system	Local government

Subject Teacher

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Department of Management Studies

Class: FYBMS Semester II

Sub: Principles of Management

Question Bank (Descriptive Questions)

Module 1

1. Define management. Explain the features of management.
2. Describe the significance and need of management.
3. Explain the ten managerial roles given by Henry Mintzberg.
4. Describe briefly the various functions of management.
5. What are the various levels of management.
6. Write a note on managerial skills.
7. 'Management is an art as well as a science.' Explain.
8. State with reasons why management is a profession.
9. Explain the theory of managerial grid.
10. Explain the principles and techniques of scientific management.
11. State the fourteen principles of management as given by Henri Fayol.
12. Write a note on contingency approach to management.

Module 2

1. Define planning. Explain its features.
2. Explain the need and significance of planning.
3. Discuss the advantages and limitations of planning.
4. What are essentials of a good plan?
5. Explain the various types or elements of planning.
6. Explain the process of planning.
7. Write a note on MBO.
8. Explain the importance of decision making.

9. Discuss the process of decision making.
10. What are the various techniques of decision making.

Module 3

1. Define organising. Explain the significance of organising.
2. Explain the process of organising.
3. What are the various principles of organising.
4. What is formal organisation? Explain its advantages and limitations.
5. Discuss the merits and limitations of informal organisation.
6. Distinguish between formal and informal organisation structure.
7. What is departmentation? Describe briefly the various bases of departmentation.
8. What is span of control? Explain the factors determining the span of control in an organisation.
9. Explain the features, merits and limitations of line organisation structure.
10. Explain the features, merits and limitations of line and staff organisation structure.
11. Explain the features, merits and limitations of matrix organisation structure.
12. Write a note on conflicts between line and staff. Describe the causes and note down the methods to resolve the conflicts.
13. Distinguish between line and line and staff organisation structure.
14. What do you mean by decentralisation of authority? Discuss the need and importance of decentralisation.
15. Distinguish between centralisation and decentralisation of authority.
16. What is delegation of authority. State the barriers to effective delegation.
17. Write a note on authority and responsibility relationship.
18. Distinguish between delegation and decentralisation of authority.

Module 4

1. Define directing. Explain its characteristics.
2. Explain the various steps in directing.
3. State the qualities of a good leader.
4. Describe the various styles or types of leadership.
5. What is co-ordination? Explain the need and importance of co-ordination.
6. What are the principles of effective co-ordination?
7. Describe the process of controlling.
8. What are the various techniques or methods of controlling?
9. What is green management. Explain the need and importance of green management.
10. Define CSR. Explain the need and importance of CSR.
11. Explain the various areas of CSR.

Subject teacher



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Department of Management Studies
Question Bank

Class FY BMS
Semes II

Course : Principles of Management
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	Management facilitates _____ use of resources.	Minimum	Maximum	Optimum	No
2	Theory of managerial roles has been given by _____.	Peter Drucker	Henry Mintzberg	Henry Ford	Abraham Maslow
3	___ skills are required by top management.	Conceptual	Human	Technical	Operational
4	_____ developed managerial grid.	Blake & Mouton	Harold Koontz	Smith & Jones	Johnson & Johnson
5	Esprit de corps means _____.	Co-ordination	Controlling	Team spirit	Planning
6	The process of management is ____ in nature.	Temporary	Continuous	Rigid	One time
7	_____ suggest that there should be a proper place for everything and everyone in an organisation.	Equity	Order	Stability of Tenure	Espirit de Corps
8	A professional normally charges _____ for the services rendered.	Salary	Fees	Commission	Interest
9	Management is a _____ science.	Physical	Social	Pure	Analytical
10	_____ skills refer to the ability of a manager to interact with his subordinates.	Conceptual	Human	Technical	Operational
11	_____ is known as the father of scientific management.	Peter Drucker	Henry Mintzberg	Henri Fayol	F.W. Taylor
12	Planning is ___ looking in nature.	Forward	Backword	Sideways	None of the above

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13	Planning is a ____ process.	Mental	Physical	Social	Optional
14	Programmed decisions are on ____ problems.	Rare	Repetitive	Fixed	Continuous
15	Peter Drucker popularized the concept of ___.	Game theory	Queuing Theory	MBO	Kaizen
16	. _____ are statements that guide decision making.	Mission	Vision	Policy	Procedure
17	A _____ prescribes the precise time when each of the series of action should take place.	Project	Budget	Schedule	Communication
18	_____ is the oldest and the simplest from of organisation structure.	Line	Line and Staff	Matrix	Functional
19	_____ leadership encourages two way communication.	Autocratic	Militaristic	Democratic	Simplistic
20					
21	The professionals usually charge _____ for their services rendered to the clients.	Fees	Commission	Salary	Brokerage
22	_____ is the process by which a superior transfers formal authority to his subordinates	Departmentation	Organising	Delegation	Controlling
23	_____ is an approach adopted by companies to attain environmental objectives.	Green Management	PERT	MIS	Brreak even Mgt
24	In _____ leadership style, the superior takes all the decisions without consulting the subordinates.	Democratic	Autocratic	Consultative	Participative
25	A _____ is an estimate expressed in numerical terms.	Budget	Schedule	Balance Sheet	Policy
26	Which principle states that an employee should get orders from one superior only?	Unity of Command	Unity of Direction	Discipline	Span of Control
27	_____ refers to the process of identifying & selecting a course of action to solve a specific problem.	Controlling	Reporting	Organising	Decision Making
28	_____ is the relation between returns and cost.	Effectiveness	Efficiency	Net worth	Operating expenses
29	As a _____, the manager performs duties of ceremonial nature such as, greeting the visitors, attending the social functions, etc.	Disturbance Handler	Monitor	Disseminator	Figurehead
30	Mr. Pravin not only consults his subbordinates, but allows them to take part in decision making. His leadership style is called as _____.	Laissez- Faire	Bureaucratic	Neurocratic	Participative
31	_____ skills are needed by managers at all levels of management.	Logistical	Technical	Human	Conceptual
32	Mr. Satya Nadella is the CEO of Microsoft. he represents _____ level of Management	Middle	Top	First Line	Non - managerial
33	_____ is an example of a staff advisor in the line and staff organisation structure.	Regional Manager	Marketing Manager	Chartered Accountant	Managing Director
34	_____ principle suggests that there should be a proper place for everyone and everything in an organisation.	Equity	Centralisation	Order	Remuneration
35	_____ principle states that the employees should not be kept temporary for a long period of time.	Stability of tenure	Initiative	Equity	Philanthropy

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36	_____ are statements which guide decision making in an organisation.	Rules	Programmes	Policy	Project
37	_____ is a time table for activities.	Schedule	Programmes	Policy	Project
38	_____ refers to the number of subordinates that can be controlled or managed effectively by one manager.	Organisation Structure	Tenure	Span of Control	Authority
39	A company like Google having multiple projects is likely to have _____ organisation structure.	Line	Line and Staff	Matrix	Functional
40	'To give people the power to share and make the world more open and connected.' is an illustration of Facebook's _____.	Procedure	Programme	Mission	Strategy
41	'People For Animals' is a NGO - Non Governmental institution. The principles of management will be _____ for them.	Applicable	Not Applicable	Irrelevant	Costly
42	Management is _____ in nature.	Temporary	Rigid	Dynamic	Fixed
43	According to the managerial grid theory, _____ management is characterized by both high concern for production and high concern for people.	Task management	Middle of the road management	Team management	Impoverished management
44	As a _____, the manager represents his organization while interacting with outsiders.	Entrepreneur	Spokesperson	Negotiator	Resource Allocator
45	According to experts, management is a _____.	Science	Art	Science as well as an art.	Neither science nor art.
46	_____ is the activity of influencing people to strive willingly for group objectives.	Persuasion	Reporting	Leadership	Staffing
47	_____ function is considered as essence of management.	Planning	Organising	Co-ordination	Controlling
48	_____ is the first step in controlling process.	Implementation of targets	Measuring performance	Finding causes of deviation	Setting targets
49	_____ refers to the systematic evaluation of the functioning, performance and effectiveness of management of an organisation.	Budgetary Control	Direct supervision	Management Audit	Break even analysis
50	Following the various provisions of Companies Act, 2013 is _____ responsibility of a business.	Legal	Philanthrophic	Economic	Ethical
51	____ of authority refers to concentration of decision-making powers in the hands of top management.	Centralisation	Decentralisation	Departmentation	Formalisation
52	There should be a balance between _____ and _____.	Authority, Responsibility	Formal organisation, Informal organisation	Management, Leadership	Profits, Assets



53	Under departmentation by _____, similar and related activities are grouped in separate units such as production, marketing, finance, personnel etc.	Area	Functions	Products	Customer
54	Planning is a _____ process.	One time	Continuous	Traditional	Intermittent
55	_____ type of management is characterized by high concern for people and little or no concern for production.	Impoverished Management	Task Management	Country club management	Team Management
56	As a _____, the manager cultivates contacts and collects information useful for his organisation.	Liaison	Monitor	Entrepreneur	Negotiator
57	_____ is deciding in advance what to do, how to do it, when to do it, and who is to do it.	Controlling	Directing	Planning	Organising
58	A _____ reflects the vision, the long term commitment and basic purpose of the organisation.	Objectives	Strategy	Mission	Rules
59	Analysis of _____ environment gives us information about the manpower, machines, materials and organisation structure.	External	Internal	Global	Geographical
60	_____ refers to the line of command which runs from top level to the lowest level in the organisation.	Centralisation	Authority and responsibility	Order	Scalar Chain
61	According to Mary Parker Follet, management is the _____ of getting things done by people.	Art	Science	Commerce	Economics
62	The _____ plans are meant for repeated use.	Realistic	Standing	Single use	Statutory
63	_____ principle states that all employees should be given fair and just treatment depending on their performance and circumstances.	Unity of Direction	Centralisation	Equity	Discipline
64	_____ method of controlling is based on three estimates of time - optimistic time, pessimistic time and the most likely time.	CPM	PERT	Break Even Anaysis	MIS
65	The bureaucratic method of leadership is usually followed in _____ organisations.	Joint Hindu Family	Partnership Firm	Start Ups	Government Institutions
66	Managers following _____ leadership style aim to create family atmosphere in the organisation.	Neurocratic	Laissez Faire	Sociocratic	Paternalistic
67	_____ budgeting does not prepare budget on the basis of past year.	Cash	Zero based	Purchase	Conservative
68	_____ is an organisation's moral responsibility to engage in activities that protect and promote the welfare of the society.	Green Management	Corporate Social Responsibility	Corporate Strategy	Brand Image
69	To earn better returns by being efficient and profitable is _____ responsibility of the business.	Legal	Economic	Philanthropic	Ethical
70	_____ is the power to take the right decisions.	Responsibilty	Authority	Delegation	Accountability
71	1. As an organization expands, it should opt for centralisation. 2.Managers should have more authority and less responsibility.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.

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72	In _____ organisation structure, there is a problem of unity of command.	Line	Line and Staff	Matrix	None of the above
73	_____ organisation structure is suitable for small business organisations.	Line	Line and Staff	Matrix	None of the above
74	1. There is proper superior - subordinate relationship in formal organization structure. 2. Informal organisation structure is not established by top management.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
75	To _____ means to confer or transfer or to assign.	Co-ordinate	Report	Control	Delegate
76	Job titles like CEO, MD and Director are given to managers at _____ level of management.	Top	Middle	First line	Non - Managerial
77	1. Professionals are socially responsible to their clients. 2. Professionals charge fees for their service.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
78	_____ approach is also known as situational approach towards management.	Contingency	Conventional	Professional	Modern
79	Study of the movements of both the workers and the machine to eliminate wasteful movement is _____.	Time study	Work study	Fatigue study	Performance study
80	Ability to create a Microsoft Excel document is a _____ skill.	Human	Conceptual	Technical	Logistic

Subject Teacher

Convenor

The South Indian Association's
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Class: FYBMS
Subject: INDUSTRIAL LAW
Semester -II
Subject Teacher: Mrs. Sunita Sidhani

1. __ means any business trade undertaking manufacture or calling of employers in respect of certain activities.
   a. **Industry**
   b. Employees
   c. Controlled Industry
   d. Profession
2. __ means any person including an apprentice employed in industry to do skilled, unskilled, technical, operational, clerical, supervisory work for hire or reward.
   a. **Workman**
   b. Manager
   c. Employee
   d. Supervisor
3. A ___ can be constituted by the Central Government for the adjudication of industrial dispute which involves question of nation, importance.
   a. Works Committee
   b. Board of Conciliation
   c. Industrial Tribunal
   d. National Tribunal
4. The decision of an authority in an industrial dispute is known as ___
   a. **Award**
   b. Settlement
   c. Judgement
   d. Verdict
5. _____ means cessation of work by a body of persons in any industry
   a. Lock-outs
   b. **Strike**
   c. Refusal
   d. Slowdown
6. The objective of Industrial Disputes Act is to promote industrial peace.
   a. True
   b. False
7. The Industrial Disputes Act has set up a machinery to deal with the industrial disputes.
   a. True
   b. False
8. The Board of Conciliation consists of a chairman and 2 or 4 other members.

a. True
b. False

9. Strike is a weapon in the hands of employer.
   a. True
   b. False
10. Lock-out is a weapon in the hands of workmen.
   a. True
   b. False
11. Which one of the following is not a machinery for settlement of industrial dispute under the industrial dispute act 1947
   a. conciliation officer
   b. board of conciliation
   c. **collective bargaining**
   d. labour Court.
12. First come last go and last come first go is the principle of
   a. lay off
   b. closure
   c. retrenchment
   d. dismissal
13. Grievance handling machinery is given in
   a. Industrial Dispute Act
   b. Factories Act
   c. both a and b
   d. None of the above
14. Which one of the following is an illegal industrial action as per law
   a. mutual Insurance
   b. collective bargaining
   c. lock out
   d. gherao
15. _____ means any business trade undertaking manufacture or calling of employers in respect of certain activities
   a. industry
   b. controlled industry
   c. employees
   d. profession
16. The decision of an authority in an industrial dispute is known as
   a. **award**
   b. settlement
   c. judgment
   d. verdict
17. An unregistered trade union is a
   a. **Not unlawful**
   b. Illegal
   c. Unlawful
   d. separate legal entity
18. Application for registration of a Trade union shall be made to the _____
   a. Appropriate Government
   b. **Registrar**
   c. Employer
   d. Ministry of Commerce and Industry

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19. The general funds of a registered trade union can be spent on _____.
    a. **expenses of office bearers**
    b. political purpose
    c. Distribution of any literature for any candidate for election
    d. None of these
20. As per Section 2 (d) of the factories act 1948 young person means a person who is
    a. Child
    b. an adolescent
    c. **either a child or an adolescent**
    d. an adult
21. _____of a factory means the person who has ultimate control over the affairs of the factory.
    a. Worker
    b. **Occupier**
    c. Manufacturer
    d. Owner
22. The ___ has to ensure that the provisions of the Factory Act, 1948 are duly complied with.
    a. Worker
    b. Supervisor
    c. **Employer**
    d. State Government
23. Statutory canteen facilities are to be provided if there are more than __ workers in a factory.
    a. 100
    b. 250
    c. 500
    d. 700
24. As per the Factories Act, 1948, manufacturing means any process for ___ ordinarily
    a. repairing
    b. packing
    c. demolishing
    d. all of these
25. According to Factories Act, 1948, crèches should be provided in a factory, where more than ___ women workers are ordinarily employed
    a. 10
    b. 20
    c. 30
    d. 50
26. No woman shall be required or allowed to work in any factory except between the hours
    a. 6:00 a.m. and 7:00 p.m.
    b. 5:00 a.m. and 6:00 p.m.
    c. 7 a.m. and 10:00 p.m.
    d. 6:00 a.m. and 10:00 p.m.
27. The factories act 1948 requires the appointment of the safety officer in the factories employing at least
    a. 250 workers
    b. 500 workers
    c. 1000 workers
    d. none of the above
28. Which section of the factories Act deals with appointment of welfare officer
    a. section 45
    b. section 49

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c. section 51
d. section 55

29. Leave with wages is allowed for employees if they work for _____ days in a month
    a. 15
    b. 25
    c. **20**
    d. 28
30. If any employee found violating the section 20 of the factories act 1948 shall be fine up to
    a. Rs 10
    b. **Rs 5**
    c. Rs 15
    d. Rs 20
31. Which provisions regarding health are mentioned in the sections 11 to 20 in factories act?
    A. Cleanliness
    B. Dust and fumes
    C. Ventilation and temperature
    D. Disposal of wastes

    a. Only B & C
    b. Only A & D
    c. None of the above
    d. **All of the above**
32. As per the factories act, after how many years should the factory premises be painted and refurbished?
    a. **5 years**
    b. 2 years
    c. 10 years
    d. Annually
33. As per section 2 in factories act, who will be called as an adult?
    a. A person who has completed 21 years of age
    b. A person who is less than 19 years of age
    c. A person who has completed 24 years of age
    d. **A person who has completed 18 years of age**
34. Section 2(k) under the act defines _____
    a. Factory
    b. **Manufacturing process**
    c. Worker
    d. Occupants
35. From the below mentioned options, which of the following is not mentioned under the welfare provision in the factories act?
    a. Canteen
    b. Creches
    c. **Drinking water**
    d. First aid
36. Which of the below mentioned provisions come under safety provisions?
    a. Lighting
    b. Crèches
    c. **Self-acting machinery**
    d. Ventilation and Temperature
37. The works man compensation act applies to _____
    a. **Railways**

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b. Armed force
c. Both A and B
d. None of the above

38. An employee who is injured by an accident must give a notice of it by
a. **Writing**
b. Verbally
c. Telephonically
d. any of these

39. Review of compensation has been provided by section _____ of the worksman compensation act
a. 5
b. **6**
c. 7
d. 8

40. Which of the following benefits have not been provided under the employees State Insurance act 1948?
a. Sickness benefit
b. Unemployment allowance
c. **Children's Allowances**
d. Disablement benefit

41. Employees share of contribution under the ESI act is
a. 2%
b. 8.33%
c. **1.75%**
d. 4.75%

42. What is the Wage limit for employees to be covered under the Employee State Insurance Act as per the latest amendment
a. Rs 15000 per month
b. Rs 18000 per month
c. Rs 20000 per month
d. **Rs 21000 per month**

43. The medical benefit council is constituted by the _____
a. **Central Government**
b. State Government
c. Parliament
d. None of the above

44. The Employees Provident Fund money is invested in
a. equity shares
b. debentures
c. **Government bonds**
d. None of the above

45. The object of Provident Fund Act is to
a. Retirement Benefit
b. Old age Benefits
c. Terminal Benefits
d. **All of these**

46. Employees Provident Fund Act is administered by

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a. Central Government
b. State Government
c. **Both A and B**
d. State Board

47. Employees Provident Fund appellate Tribunal was constituted under section _____ of this Act.
a. 7D
b. 6A
c. 7C
d. 6D

48. Under which Labour legislation in India the provision of check -off has been accepted?
a. Industrial Dispute Act 1947
b. Trade Union Act 1926
c. **Payment of Wages Act 1936**
d. Industrial Employment (Standing Orders) Act

49. The present wage ceiling per month for the purpose of Payment of Wages Act 1936 is _____.
a. RS. 10000
b. RS. 15000
c. **RS. 18000**
d. RS. 20000

50. According to The Payment of Wages Act the maximum wage period or payments of wages to employee by employer should not exceed _____
a. 45 days
b. 15 days
c. **30 days**
d. 60 days

51. The total amount of fine imposed by the employer on employees should not exceed ____ percentage of his wages.
a. 1%
b. **3%**
c. 7%
d. 5%

52. Bonus is the _____ benefits for the employees.
a. Social
b. **Monetary**
c. Medical
d. Retirement

53. An employee shall be disqualified for receiving bonus under Payment of Bonus Act 1965 if he is dismissed from service for _____.
a. Fraud
b. Theft
c. **both A and B**
d. None of these

54. The computation of available surplus is mentioned in section _____
a. 3
b. **5**

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c. 6
d. 8

55. Establishment in public sector means and establishment on and managed by _____ under Payment of Bonus Act.
    a. Government
    b. The Reserve Bank of India
    c. **Both A and B**
    d. None of these

56. The Payment of Gratuity Act 1972 is applicable to _____.
    a. Mine
    b. Plantation
    c. Railways
    d. **All of these**

57. The Payment of Gratuity Act 1972 does not apply to
    a. **Apprentices**
    b. Mine
    c. Port
    d. Railway

58. Appeal on the decision of controlling authority should be preferred within _____ days from the date of the order.
    a. 30 DAYS
    b. **60 DAYS**
    c. 15 DAYS
    d. 75 DAYS

59. Payment of gratuity is the _____ benefits to the employee for their old age.
    a. Medical
    b. Welfare
    c. **Social security**
    d. None of the above

60. Which section deals with the determination of the amount of gratuity?
    a. section 10
    b. section 8
    c. **section 7**
    d. section 9

61. The minimum subscription rate for members of trade unions of rural workers shall not be less than _____
    a. RS. 12 per annum
    b. RS. 3 per annum
    c. **RS. 1 per annum**
    d. no such provision

62. The minimum subscription rate for members of trade unions of unorganized sector workers shall not be less than _____
    a. RS. 12 per annum
    b. **RS. 3 per annum**
    c. RS. 1 per annum
    d. no such provision

63. The registered trade union can collect political fund from its members as_____.

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a. general fund
b. cannot collect political fund
c. **separate fund from the interested members**
d. only from political parties

64. Not more than 50% of the members of the office bears of trade union can be outsiders as per provisions of which legislation?
a. Industrial Dispute
b. **The Trade Union Act**
c. Mines Act
d. ESI Act

65. No contribution is required for getting benefit under which of the following legislations?
a. Maternity Benefit Act
b. Work's man Compensation Act
c. **Both under A and B**
d. None of the above

66. Under Work's men Compensation Act employer shall not be liable to pay compensation in respect of any injury which does not result in the total or partial disablement of a workmen for a period exceeding _____ days.
a. 7
b. **3**
c. 5
d. 2

67. The state government are required to appoint Worksmen's Compensation Commissioners for _____
a. Settlement of dispute claims
b. Revision of periodical payments
c. **Both A and B**
d. None of the above

68. In order to qualify for sickness benefit the insured worker is required to contribute for _____ days in a contribution period of 6 months.
a. 91 days
b. **78 days**
c. 75 days
d. 60 days

69. Maternity benefit for confinement is payable for 3 months which is extendable by further one month or medical advice at a rate of full wages subject to contribution for _____ days in the presiding year.
a. **70 DAYS**
b. 91 DAYS
c. 75 DAYS
d. 65 DAYS

70. The Employees State Insurance Act 1948 is one of the acts relating to _____.
a. **social security**
b. health and safety
c. welfare
d. works men's compensation

71. The ESI scheme is administered by _____

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a. Central Government
b. State Government
c. **Corporation**
d. Parliament

72. What is the present way to limit to be eligible to be covered under the employees provided and fund and miscellaneous provision at 1952?
a. RS. 6000
b. RS. 6500
c. **RS. 15,000**
d. RS. 12,500

73. The chairman and members of Central board constituted under employee Provident Fund are appointed by
a. **Central Government**
b. State Government
c. Supreme Court
d. None of the above

74. The contribution which shall be paid by the employer to the Provident fund shall be
a. 5%
b. 7%
c. **12%**
d. 10%

75. Under Employee Provident Fund Act Insurance Fund means _____.
a. Medical Insurance Fund
b. **Deposit Linked Insurance Scheme**
c. Unit Linked Insurance Plan
d. Employees Group Accident Insurance

76. Payment of wages in _____ is not allowed.
a. currency coins
b. currency notes
c. both A and B
d. **kind**

77. The fine cannot be recovered after the expiry of _____ days from the day on which it was imposed.
a. 30
b. 60
c. **90**
d. 120

78. The total amount of deductions from wages of employees should not exceed _____ percentage.
a. **50**
b. 70
c. 25
d. 40

79. The ceiling on wage or salary for calculation of Bonus under the Payment of Bonus Act 1965 is
a. Rs 2500
b. **Rs 3500**

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c. Rs 4500
d. Rs 6500

80. Payment of Bonus Act 1965 is applicable to every factory and to every other establishment where _____ workmen are employed on any day during an accounting year.
a. **20 or more**
b. 10 or more
c. 50 or more
d. 30 or more

81. The minimum bonus which an employer is required to pay even if he suffers losses during the accounting year or there is no allowable surplus is ___ percentage of the salary or wages during the accounting year.
a. 10
b. 20
c. **8.33**
d. 6.33

82. The bonus should be paid in cash within _____ months from the close of the accounting year.
a. **8 months**
b. 6 months
c. 12 months
d. 3 months

83. Under the payment of gratuity Act 1972 the maximum gratuity payable is _____
a. **20 lakhs**
b. 8 lakhs
c. 5 lakhs
d. 3.5 lakhs

84. What is the qualified service to claim gratuity?
a. 15 years
b. 10 years
c. **5 years**
d. No such provision

85. In the case of a monthly rated employee the 15 days wages shall be calculated by dividing the monthly rate of wages last drawn by him by _____ and multiplying the quotient by fifteen.
a. 30
b. 15
c. **26**
d. 25

86. The employer shall arranged to pay the amount of gratuity within _____ days from the date it becomes payable.
a. **30 days**
b. 15 days
c. 60 days
d. 75 days

87. Which section deals with the determination of the amount of gratuity?
a. section 10
b. section 8

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c. **section 7**
d. section 9

88. Payment of gratuity is the _____ benefits to the employee for their old age.
a. Medical
b. Welfare
c. **Social security**
d. None of the above

89. First aid box should be provided for every
a. 50 workers.
b. **150 worker.**
c. 250 workers.
d. 300 workers

90. The refusal of the employer temporarily to provide employment is called as
a. Strike.
b. **Lock out**
c. Closure.
d. Retrenchment.

91. Loss of one foot and a hand will result in loss of earning capacity by
a. 60 %.
b. 80 %.
c. 90 %.
d. **100 %.**

92. Fatal accident means loss of
a. Both eyes.
b. Both legs.
c. **Life.**
d. Both Arms.

93. In an establishment having less than 1000 workers wages should be paid before the expiry of
a. **7th day**.
b. 10th day.
c. 14th day.
d. 15th day.

94. The maximum amount of bonus payable to an employee is
a. 8.33 %.
b. **20 %.**
c. 30 %.
d. 40 %.

95. Welfare officers must be appointed to every factory where on more workers are employed
a. 250.
b. **500.**
c. 750.
d. 1000.

96. An unlooked for mishap on untoward event which is not expected on designed is called
a. Personal injury.
b. **Accident**.
c. Disablement.
d. Occupational disease.

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97. The minimum wages shall be reviewed at such intervals not exceeding years.
    a. 10.
    b. **5.**
    c. 7.
    d. 3.

98. Insured workman are entitled to types of benefits under the ESI Act.
    a. 3.
    b. 4.
    c. 5.
    d. **6.**

99. _____ is payable to dependent of the deceased worker if he dies due to an employment of injury.
    a. Medical benefit.
    b. Maturity benefit.
    c. **Dependents benefit.**
    d. Disablement benefit.

100. The floor of every work room shall be cleaned by applying water at least once in every _____.
    a. **Week.**
    b. Month.
    c. Quarter.
    d. Fortnightly.

SUBJECT TEACHER

THE S.I.A. COLLEGE OF HIGHER EDUCATION
DOMBIVLI

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

FYBMS SEM. - II Business Environment
Descriptive Question Bank

1. Define business. Explain its various features.
2. Explain the scope of business.
3. Explain the importance of business to consumers and business firms.
4. Explain sole trading and partnership forms of business organizations.
5. Explain the features of Joint Stock Companies and Joint Hindu Family Firms.
6. Explain the features of Public Corporation and a Government Company.
7. Define business environment. Explain its characteristics.
8. Explain the importance of business environment analysis.
9. Explain the internal environment factors of micro environment.
10. Explain the external environment factors of micro environment.
11. What is macro environment? Explain demographic and economic environment.
12. Explain political and socio cultural environment.
13. Explain briefly any five components of macro environment.
14. What is political-Legal environment? Explain three different elements of political-legal environment.
15. Explain fundamental Rights of citizens as per the Indian Constitution.
16. Explain Directive Principles as per the Indian Constitution.
17. What is capitalism? Explain advantages and disadvantages of capitalism.
18. What is socialism? Explain advantages and disadvantages of socialism.
19. What is mixed economy? Explain advantages and disadvantages of mixed economy.
20. Explain impact of business on private sector, public sector & Joint sector.
21. Explain challenges of Indian economy.
22. What do you mean by socio-cultural environment? Explain the impact of foreign culture on the business.
23. Explain the impact of traditional values and culture on the business.
24. What is Social Audit? Explain its importance.
25. Define corporate governance. Explain its objectives and importance
26. Explain social responsibility of the business towards various stakeholders.
27. Explain the meaning and features of technology.
28. Explain the impact of technology on society.
29. Explain the impact of technology on economy.
30. Explain the impact of technology on business.
31. Explain Michael Porter's Five Forces Analysis.
32. Explain competitive strategies for market leaders.
33. Explain competitive strategies for market challengers.
34. Explain competitive strategies for market followers.
35. Explain its implications for developing countries.
36. Explain objectives or principles of WTO.
37. Explain functions of WTO.
38. What is role of WTO in the economic development of developing countries?
39. How is the WTO different from GATT?
40. What is Globalization? Explain Decision making strategies for Global.

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41. Explain Different stages of Globalization.
42. Explain different features of Globalization.
43. Explain different foreign market entry strategies.
44. Explain LPG model in India.
45. Explain Balance of Trade.
46. Explain Trend in India's Foreign Trade.
47. What is FDI? Explain needs of FDI.
48. Explain factors influencing FDI.
49. Explain FDI policy in India.
50. Explain challenges faced by international business.
51. Explain investment opportunities for Indian industries.

Write notes on :

1. Political environment
2. Government
3. Legislature
4. Judiciary
5. Economic environment
6. Economic System
7. Right to Freedom
8. Habeas Corpus
9. Capitalism
10. Socialism
11. Mixed economy
12. Sun-rise sectors of Indian economy
13. Challenges of Indian economy
14. GATT
15. TRIPS
16. Objectives of WTO
17. Globalisation

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Department of Management Studies

Class: FYBMS Semester II

Sub: Business Communication II

Question Bank (Descriptive Questions)

Part 1

1. Explain the principles of effective presentation.
2. Describe the various aids to presentation.
3. How does an interviewer prepare for the interview process?
4. Explain the various types of interviewers.
5. Describe the process of job or selection interview.
6. How a candidate should prepare for an interview?
7. What are the various types of interview questions?
8. Describe the various types of interviews.
9. Write a note on group discussion.
10. Define meetings. Explain the advantages and limitations of meeting.
11. Discuss the role of chairperson and the participants in the meeting.
12. Describe the various techniques used by the chairperson to manage group dynamics in a meeting.
13. Describe the various types of secretaries.
14. Explain the functions of : i. Private secretary ii. Company secretary.
15. Draft a notice of an Annual General Meeting of a company. (Also include the agenda).
16. Define conference. What are the merits and demerits of a conference?
17. What are the various types of conferences?
18. Write notes on: a. Teleconferencing b. Webinar
19. Define Public Relations. Explain the need and purpose of public relations.
20. Describe the various 'Publics' of Public Relations.
21. Explain the functions of Public Relations Department.

22. Describe briefly the measures of external PR.
23. Explain in brief the measures of internal PR.
24. Write a note on Press Release.
25. Write a note on crisis management.
26. Write a note on AIDA Model.
27. Explain in brief the Right to Information Act, 2005.
28. What are the various types of reports?

Part 2

1. Write a letter of inquiry to Atlas cycles enquiring about their latest brands of Himalaya and Andes cycles.
2. Your organization – The S.I.A. College of Higher Education requires 50 computers. Write a letter to inquiry to a computer distributor in your city for the same. [Use full block layout]
3. Reliable Enterprises wants to install 2 coffee machines in their office premises. Write a letter of inquiry to Gada Electronics inquiring about the features, various models and prices. [Use Modified block layout]
4. You are a cycle manufacturer based in New Delhi. You have received a letter of inquiry for purchase of cycles. Write a letter of reply for the same.
5. Write replies to the above letters of enquiry – refer question nos . 02, 03 & 04.
6. You are a trader dealing in plastic ware. In a recent consignment that you received, several sets of plasticware were damaged or broken. Write a letter to the trader explaining about the problem you faced due to receipt of damaged goods.
7. (Write a letter of reply to the above complaint letter.) A customer has sent a complaint letter to you about the receipt of consignment that contained several damaged plastic ware. Write a letter explaining to the customer the reasons for the damage.
8. You are a trader dealing in sandlewood caskets. In the recent order that you received from the wholesaler, there has been a shortage of sandalwood casket in terms of quantity. Write a letter informing the wholesaler about this issue.
9. You are a Sandalwood wholesaler based in Mysore. One of your old customers has written a letter to you complaining about the shortage of the sandalwood caskets in the latest delivery. Write a letter of reply addressing the issue.
10. You are a trader dealing in furniture, fixtures and polishings. You had received a contract from a local branch of a co-operative bank for doing finishing and polishing work. Yesterday you had received a letter from the bank complaining about the poor quality of workmanship. Write a letter replying to this complaint from the bank.



11. Write a letter of complaint to a supplier about the poor quality of stationery items received.

12. Write a letter of complaint about poor customer service that you faced in the City branch of ABC Bank. You had visited the branch regarding non receipt of pass book.

13. You had ordered 5 cases of glassware from Crystal stores, Mumbai. When you received the cases, much of the glassware were in damaged condition because of poor packaging. Draft a letter of complaint and ask for replacement of the damaged goods. Use Full Block Format

14. Mehfuz Pvt. Ltd, Raigad, has complained to you that they have received your last consignment in a badly damaged condition on account of loose packing. On behalf of Ravi Crockery Works Ltd, Virar West, Mumbai, write a reply suitably adjusting their claim. Use the Modified Block layout.

15. Write a sales letter to a prospective customer describing Summer travel packages to hill stations.

16. Write a Sales letter describing the benefits of your company's lates herbal shampoo product.

17. Draft a Sales Letter to promote a 'Vedic Maths and Abacus Center'. Use the semi Block layout.

18. Draft a Sales Letter to promote SIA College of Management and Technology offering MBA courses. Use the Full Block Layout.

19. Draft a Sales Letter to promote the sales of a Treadmill. Use the Full Block layout.

20. 1. Mr. A.K. Sundaram had purchased an acre of Mango Plantation land in Roha, Ratnagiri from Messers Patil and Ghatge. The sellers (Messers Patil and Ghatge) were supposed to plant mango saplings and take care of them. However, Mr. Sundaram has not received the possession of the land till now. Further no mango saplings have been planted in the area shown to him earlier. Write a letter to the Consumer Redressal Forum on behalf of Mr. Sundaram.

21. You had purchased a new wristwatch from Just in Time retailers. However, it was defective and stopped working the next day itself. The retailer has failed to offer a refund or replace it. Further he has claimed Rs. 5000 for repairs despite the warranty. Write a letter to the Consumer Grievance Forum about this issue.

22. Write a letter to the District Consumer Redressal Forum about an order of Rs, 350,000 that you had placed with New Wave Furniture, Andheri. The work has been going at a very slow speed and has still not been delivered even after 2 months. You have cancelled the order due to the delay but have still not received the refund.

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23. Draft a letter to the president, District Consumer Forum, Sudarshan Building, Gokhale Road, Dadar, Mumbai complaining about a defective washing machine sold to you by Dynamic Electronics, Charni Road, Mumbai. Use the Full Block layout.

24. Amrit Lal had paid his post paid mobile bill in time, yet his service was disconnected on charges of non-payment. This has happened for the third consecutive month. Draft a letter to the consumer forum seeking compensation on his behalf. Also ask for immediate restoration of service.

25. Draft a letter addressed to the president, District Consumer Redressal Forum, Sudarshan Building, Gokhale Road, Dadar, Mumbai complaining about faulty electronic bill that was sent to you by MSEB. Use the Full Block Layout.

26. Write a RTI letter to the Public Information Officer regarding encroachment of public space meant for a Park in your city by hutment dwellers.

27. RTI application of Neelam Devi. You had applied for a Ration Card two months back but have still not received it. Draft a RTI letter to the Public Information Officer enquiring about the delay and reasons for the same.

28. You have not received your passport for the past 3 months in spite of having fulfilled all formalities. Draft a letter under the RTI act addressed to the passport officer, Passport Seva Kendra, Marol, Andheri (East), Mumbai inquiring about the reason for the delay.

29. Write an investigation report on behalf of the committee appointed to find out the causes for decline in business for 2015-16 in India Bank Ltd.

30. There has been a fire in one of the bank branches. Write a first information report on the incident.

31. An investigation committee was appointed to find out the the causes of poor employee morale and satisfaction in our factory in Badlapur. Write a report on behalf of the committee.

32. Write a report with recommendations about the unhygienic conditions in the canteen of Perfect Enterprises , Chembur, India.

Subject teacher



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Department of Management Studies
Question Bank

Class FY BMS
Semes II

Course : Business Communciation 2
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	_____ are requests for information.	Letter of inquiry	Sales letter	Letter of complaint	Letter of partial adjustment
2	Justice delayed is justice _____.	agreed	denied	faked	delivered
3	AIDA in a sales letter stands for – Attention, Interest, _____ and Action.	Demand	Desire	Debit	Doubt
4	Usually an Auditor's report is a _____report.	non-statutory	statutory	first information	investigative
5	_____ proposals are also known as business proposals.	Research	Sales	Technical	Unsolicited
6	The customer is always _____	right	wrong	misguided	biased
7	A _____ is also called as a circular, handbill or leaflet.	Flyer	Memo	Report	Proposal
8	A complaint of ₹ 90 Lakh is registered with the _____	District Forum	State Commission	National Commission	High Court
9	) Complaints in the consumer forum must be in _____.	oral	written	secret	person
10	An _____ report deals with the assessment and promotion of employees.	appraisal	project	inspection	investigation
11	A _____ is factual or information based report.	progress report	inspection report	first information report	feasibility report

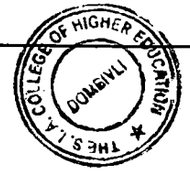
12	In _____ conference, problem is placed along with the solution.	Sales forecasting	Problem solving	Training	Suggested solution
13	If the chairperson is _____ the decision making suffers.	Too dominating	Too weak	Either too dominating or too weak	Competent
14	The conclusions derived at conferences are in the form of _____.	Solutions	Recommendations	Information	Problems
15	_____ is a presentation, lecture or workshop transmitted over internet.	Webinar	Skype	Teleconference	Powerpoint
16	_____ is the last step of organizing a conference.	Introduce the purpose	Choose topics	Arrange the facts	State the conclusions
17	The main objective of _____ is to reach the mind of the outside public & establish mutual understanding.	Public Relations	Conference	Seminar	Meetings
18	_____ is a very important function of PR.	Conflict management	Crisis management	Stress management	Time management
19	_____ is a measure of external PR	Training	Newsletters	Exhibitions	Visit to sister institutions
20	_____ means a printed news story distributed to the media.	Press release	Newsletters	Catalogues	Magazines
21	Annual reports help to maintain relations with _____.	Dealers	Shareholders	Consumers	Rivals
22	A crisis management team consists of _____.	Media	Customers	Company personnel	Directors of company
23	Organizations focus on social or ecoloical contributions in society through _____.	Public Relations	Community Relations	Corporate social responsibility	None of the above
24	Local community publics include_____.	Employees	Investors	Neighbourhood	General Publics
25	_____ is used to announce messages to employees without disturbing them from their place of work.	T.V.	Public address system	Radio	House organ
26	The letter for interview must be sent several _____ in advance.	months	times	days	papers
27	The person who conducts the interview is called as _____.	interviewer	interviewee	boss	subordinate
28	_____ helps to improve the efficiency and motivation of the employee.	Exit Interview	Appraisal Interview	Selection Interview	Understress Interview
29	_____ tries to establish whether the candidate is calm, tactful and capable of taking proper decisions in an emergency.	Exit Interview	Appraisal Interview	Selection Interview	Understress Interview
30	_____ helps to identify the problems in the organization.	Exit Interview	Appraisal Interview	Selection Interview	Grievance Interview
31	_____ is often held for problem solving and decision making.	Group Discussion	Symposium	Conference	Committee Meeting

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32	_____ is a face-to-face verbal exchange which endeavours to discover as much information as possible in the least amount of time about some relevant matter.	Interview	Meeting	Seminar	Conference
33	The candidate should _____ prepare himself to deal with different types of interviews.	mentally	physically	always	never
34	_____ is conducted when an employee leaves the organization.	Exit Interview	Appraisal Interview	Selection Interview	Grievance Interview
35	Do not try to _____ to many point about a problem, while making a presentation.	avoid	cover	mix	steer
36	The speaker must stand before the audience in a _____ posture.	relaxed	lax	flexible	soldier like
37	Flip charts are _____.	expensive	complicated	portable	too elaborate
38	_____ should be used to reinforce points while making a presentation.	Vociferation	Visual aids	Thumping	Anger
39	A/an _____ is a question and answer session between employer and candidate.	Interview	Group Discussion	Meeting	Selection
40	If an interviewer only talks about himself and his achievements during an interview, he is said to be _____ type of interviewer.	Boaster	Professional	Teacher	Friend
41	"So tell me Mr. Sharma, what are your expectations from this post?" is an example of _____ type of interview question.	Direct	Reflective	Open-ended	Hypothetical
42	If an employee is dissatisfied with the working of managers and he complains regarding the same, a _____ interview will be conducted to resolve the issue.	Exit Interview	Appraisal Interview	Selection Interview	Grievance Interview
43	The best format for exit interview is _____.	Face-to-face	Informal	Telephonic	Online
44	Interview through telephone is _____.	Feasible	Not Feasible	Inaccurate	Futile
45	In a/an _____ interview the applicant is put under intentional stress so that his reactions can be observed.	Exit interview	Appraisal interview	Selection interview	Understress interview
46	_____ is usually conducted for the post of which is managerial in nature and which involves decisions to be taken under very difficult circumstances.	Exit interview	Appraisal interview	Selection interview	Understress interview
47	_____ is often held for problem solving and decision making.	Group discussion	Conference	Symposium	Committee meeting
48	_____ refers to a gathering of 2 or more persons in order to discuss matters of common concern, in order to arrive at a decision or to promulgate a policy.	group	meeting	conference	committee
49	Participants in a meeting should not bring up items which are not on the _____.	agenda	minutes	memo	letter
50	The first step in organizing a meeting is to _____.	decide the venue	determine the purpose	inform the members	draft a notice

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51	_____ plays the role of a leader in the meeting.	Member	Secretary	Chairman	None of the above
52	_____ refers to a lost of items to be discussed at a meeting.	Agenda	Notice	Report	Circular
53	_____ refers to a firm decision or opinion formally expressed by a group of people. Unanimously or by a simple majority.	Agenda	Resolution	Report	Circular
54	A question on which vote is to be taken is called a _____.	resolution	motion	Agenda	decision
55	_____ is more or less a formal body with a definite structure.	Group	Meeting	Conference	Committee
56	_____ committee is a formal committee.	Ad hoc	Advisory	Informal	Temporary
57	A _____ committee is empowered to take management decisions.	Standing	Advisory	Executive	Ad hoc
58	_____ is a 2 way communication process in which information is given to the public and the opinion and ideas of the public are obtained.	Public relations	Group communication	Meeting	Conference
59	The main objective of _____ is to reach the mind of the outside public and establish mutual understanding	Public relations	Group communication	Meeting	Conference
60	A _____ is called where journalists are invited and ask questions which are replied to by a spokesperson on behalf of the organization.	press conference	meeting	seminar	symposium
61	Today _____ are becoming more social capital investors because they are taking a key role in growing the organizations internal and external relationships.	computers	employees	shares	debentures
62	_____ are an inevitable source of upward communication are known to have helped management to improve efficiency.	Employees opinion surveys	Press conference	Fairs	Exhibition
63	_____ is used to solve the personal problems of the employees which might be affecting their work and efficiency.	Advice	Counselling	Persuasion	Suggestion
64	The purpose of writing a letter of complaint is not to start a _____	deal	quarrel	consignment	contract
65	The writer should express his _____ for making a complaint.	joy	regret	condolence	happiness
66	When the complaint is genuine, it deserves a full & frank _____	excuse	apology	story	explanation
67	_____ are kind of open letters designed to be handed out to people either by hand or by post.	Leaflets	memos	reports	proposals
68	The consumer court is expected to resolve the matter within _____ days.	120	90	60	30
69	_____ are based on the findings of the report.	Terms of reference	Procedure	Conclusion	Recommendation



70	_____ language that will cast a doubt on the honesty and integrity of the complaint.	Use	Avoid	Confuse	Employ
71	_____ can be used to advertise an event such as music concert, festival or political rally.	Flyer	Memo	Report	Proposal
72	_____ section in a report spells out what aspects are to be covered by the report.	Authority	Procedure	Findings	Terms of Reference
73	Committee reports are signed by _____ on behalf of the committee.	Member	Auditor	Chairman	Partner
74	While attending a conference, the participant should _____.	Keep an open mind	Have conversation on the side	Dominate the discussion	Both A & B.
75	_____ refers to a written intimation of the date, time, place and the business to be transacted at the meeting.	Report	Circular	Notice	Minutes
76	A _____ is called where journalists are invited and ask questions which are replied to by a spokesperson on behalf of the organization.	Press conference	Trade fair	Seminar	Symposium
77	_____ consists of carefully researched , well prepared view points, delivered with the help of audio visual aids.	Speech	Presentation	Interview	Minutes
78	Which type of interviewer regards the candidate as a persecutor and nuisance?	The Programmer	The Harassed	The Prosecutor	The Boaster
79	The participants in a conference _____.	A. Encourage exchange of ideas and opinions.	B. Do not have voting rights.	C. Share their grievances.	D. Both A and B.
80	_____ type of question limits the scope of the response by asking the candidate to provide specific information or fact.	Open question	Clarifying question	Closed question	Reflective question

Subject Teacher



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Department of Management Studies
Subject: Principles of Marketing
Semester: II

Serial No.	Question	Option A	Option B	Option C	Option D	RIGHT Answer	Right option
1	Marketing activities are to _____ consumer needs.	Postpone	Multiply	Satisfy	Pleasing	Satisfy	C
2	Marketing brings transfer of _____ of goods.	Possession	Market	Ownership	Place	Place	D
3	_____ classified the marketing mix variables into 4Ps.	Philip kotler	Jerome McCarthy	James Culliton	Adam Smith	Jerome McCarthy	B
4	Marketing concept is based on _____ forecasting.	Demand	Supply	Market	Policies	Demand	A
5	The specific satisfier defines the _____	Needs	Wants	Exchanges	Pricing	Wants	B
6	Holistic marketing concept implements marketing _____.	Policies	Market	Budget	Programmes	Programmes	D
7	Marketing is _____ in character.	Interdependent	Interrealted	Interdisciplinary	Satisfy	Interdisciplinary	C
8	_____ includes personal selling.	Marketing mix	Promotion mix	Price mix	Holistic	Promotion mix	B
9	Customer cost is highly _____.	Pleasing	Economical	Needs	Risky	Risky	D
10	Marketing regulates _____.	Exchanges	Pricing	Competition	Possession	Exchanges	A
11	Marketing is a systematic process of identifying _____ needs & wants.	Customer	Dealer	Supplier	Market	Customer	A
12	The _____ concept of marketing lays emphasis on conservation of environn	Marketing	Supplier	Holistic	Societal	Societal	D
13	Marketing is a systematic process of satisfying needs & wants of _____.	Customer	Dealer	Supplier	Demand	Customer	A
14	Marketing environment creates opportunities & _____.	Challenges	Losses	Areas	Product	Challenges	A
15	Firms have _____ control on the environment.	Less	More	No	Manually	No	C
16	_____ environment includes competitors.	Societal	Macro	Marketing	Micro	Micro	D
17	Legislations are a part of _____ environment.	Economic	Technological	Political	Exchanges	Political	C
18	Social & cultural factors influence _____ for goods & services.	Supply	Demand	Balance	Needs	Demand	B
19	_____ analysis is used to understand macro environment.	SWOT	BCG	CPM	PEST	PEST	D
20	Marketing research is a _____ proposition.	Costly	Logical	Poor	Possession	Costly	A
21	Product research simplifies the _____.	Product mix	Product line	Product	Customer	Product line	B
22	MIS is _____ operated.	Manually	Electronically	Remotely	Technological	Electronically	B
23	Consumer behaviour is the cornerstone of marketing _____.	Logical	Policy	Programme	Strategy	Strategy	D
24	The _____ environment studies human population with reference to tis size,	Demographic	Economic	Political	Challenges	Demographic	A
25	_____ refers to set of product offered by a firm for sale.	Product line	Product design	Product selling	Product mix	Product mix	D
26	The elements of marketing mix includes _____.	Placement	Procurement	Consumer	Price	Price	D
27	_____ means adding a lower priced item.	Trading up	Trading down	Trading straight	No trading	Trading down	B
28	Product line relates to the _____.	Depth	Width	Length	Extension	Length	C
29	_____ offers products in the same line for the lower prices.	Stretching up	Stretching down	Stretching straight	No stretching	Stretching down	B
30	_____ removes unprofitable items.	Line contraction	Line pruning	Line filling	Line extension	Line pruning	B
31	Product planning can replace _____ products.	Fashionable	Old	New	Obsolete	Obsolete	D
32	Brand _____ has incremental value.	Personality	Association	Equity	Emotional	Equity	C
33	Packaging facilities _____.	Handling	Complaints	After use	Pre sale	Handling	A
34	_____ pricing is a long term pricing strategy.	Skimming	Penetration	Transfer	Defensive	Penetration	B
35	Promotion changes _____ of consumers through communication.	Attitude	Personality	Anger	Behaviour	Behaviour	D
36	_____ is the process of testing the feasibility of the new product before com	MIS	Test marketing	Branding	Product	Test marketing	B

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Question Bank

Principles of Marketing

Semester II

1. Define Marketing. State its features
2. Explain the scope of Marketing
3. Explain the terms: need, want, demand, exchange and transfer
4. Discuss in detail the various marketing philosophies
5. Describe the evolution of marketing with suitable examples
6. Define Marketing Mix. State its features
7. Explain the 4 P's of Marketing
8. Describe in detail the 4 C's of Marketing
9. Define MIS. State its features
10. Define Marketing Research. Explain the steps in Research process.
11. Explain the do's and don'ts of a questionnaire
12. Write short notes on :
    a. Product research
    b. Sales research
    c. Consumer Research
    d. Advertising Research

13. Define Consumer Behaviour. Explain the factors influencing consumer behaviour
14. Discuss in detail the various steps in consumer decision process with suitable examples
15. Explain the buying roles
16. Define Product. Explain the levels of product with the help of an example
17. Explain the steps in new product development process
18. Describe the product life cycle using an example
19. Explain the terms: Product line, Product mix, length, breadth
20. Explain the significance of Product planning
21. Define Branding. State its importance
22. Explain the characteristics of branding
23. State the functions of branding
24. Define packaging and state its importance
25. What are the essentials of a good package?
26. Define pricing. State its objectives
27. Enumerate on the factors influencing pricing policy
28. Describe in detail the various pricing strategies

29. What are the factors affecting channel selection?
30. List down the different types of Marketing channels
31. Define promotion. Explain the objectives of promotion
32. State the different promotion tools used by a marketer
33. Explain Market segmentation and state its importance
34. List down the basis for segmentation
35. What is targeting? State its types.
36. Define Positioning and state the strategies
37. Define E-Marketing. State its characteristics
38. List down the advantages and disadvantages of emarketing
39. Define Internet Marketing. State its advantages and disadvantages
40. Define Relationship Marketing. State its importance.



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CLASS	FYBMS / FYBBI	Subject	Foundation Course -II
SEM	II	Teacher	Dr. Shilpa Malani

SR NO	QUESTIONS	A	B	C	D
1	Elimination of the government control over economic activities is known as what?	**Liberalisation**	Privatisation	Globalisation	Information
2	When Indian market stated flooding with foreign goods, Indian goods were pushed to what ?	First position	**Second position**	Third position	Fourth position
3	In which of the following year the process of liberalization started in India ?	Early 1980s	**Early 1990s**	2000	2001
4	Which of the following companies is not Indian multinational company ?	Tata Motors	**Colgate**	Infosys	Ran-boxy
5	Which of the following services done cheaply in India and exported to develop countries ?	**Data entry**	Economic growth	Management	Marketing
6	Economic liberalization was a bold decision of which Prime Minister ?	Indira Gandhi	Rajiv Gandhi	**Narshima Rao**	Sonia Gandhi
7	What is into corporate farming ?	**Field Fresh**	Crop Fresh	Agri Fresh	Fresh Fish
8	During which of the quarter of twentieth century space of globalization picked up ?	**Fourth**	Third	Second	First
9	Which of the following industries did not suffer after globalization in India ?	**Automobile**	Plastic	Toys	Dairy products

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10	Who amongst the following was the finance minister at the time of decision taken by the government of India. ?	Chindambaram	**Manmohan Singh**	Pranob Mukherjee	Narendra Modi
11	After liberalization what were the changes in Indian culture ? Indian culture started becoming what ?	**Materialistic**	Non-commercial	Holistic	NGO
12	Which of the following system of information technology provides a vast quantum of latest data on various subjects ?	GIS	GPS	**WWW**	HTTP
13	What involves selling state owned assets to the private sector ?	Liberalisation	**Privatisation**	Globalisation	State selling
14	Any type of information on any topic is available within fraction of second with the help of what ?	E-Mail	Fax	**Internet**	GPS
15	By what we mean the sale of shares of public sector undertaking by the government ?	Investment	**Disinvestment**	Reinvestment	Disclosure
16	School, workplace and religious institutions are _____ agents of socialization.	Primary	Official	Economic	**Secondary**
17	The _____ stressors are also called as job-related stressors.	Individual	Group	**Organizational**	Social
18	_____ is a situation in which two or more parties feel themselves in opposition.	Stress	**Conflict**	Frustration	Prejudice
19	_____ provides moral principles and rules of good conduct to be followed by individuals in a society.	Values	Behaviour	**Ethics**	Prejudice
20	_____ implies a preconceived and unreasonable judgement or opinion, usually an unfavourable one, arising out of fear hatred or suspicion.	Values	Ethics	Stress	**Prejudice**
21	The family influences a person's _____ through mirror image of himself/ herself.	Behaviour	Attitude	Life style	**Self-Concept**

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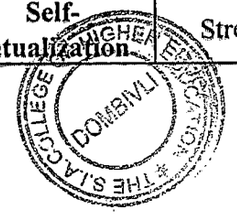
22	_____ refers to behaviour that is intended to cause harm or pain.	Conflict	Violence	**Aggression**	Prejudice
23	_____ occurs when the person does not know what he is supposed to do one the job.	Role conflict	**Role Ambiguity**	Rotating shifts	Work Underload
24	_____ is a negative judgment of a group and its individual members.	Values	Conflict	**Prejudices**	Ethics
25	_____ means prejudgment.	Violence	**Prejudices**	Stereotypes	Stress
26	The _____ stressors are also called as personal stressirs.	group	organisation al	xonflict	**individual**
27	_____ refets to moral norms that are essential for the well being of an individual or group	ethics	**values**	religion	prejudices
28	_____ is not a type of aggression.	hostile	instrumental	violence	**correlationa l**
29	When a person is bored he is experiencing _____.	**hypostress**	hyperstress	distress	eustress
30	Eustress is also known as _____ stress.	negative	**positive**	neutral	conflict
31	An increase in the amount of greenhouse gases in the earth's atmosphere, leading to entrapment of more solar radiations, thus increasing the overall temperature of the earth.	World warming	**Global warming**	World heating	Global heating
32	The reduction/destruction of the land's biological potential, finally resulting in the appearance of desert conditions.	Global warming	**Deforestatio n**	Pollution	Reforestatio n
33	Which of the following gas does not contribute to the global warming?	Methane	Carbon dioxide	Sulphur	**Acetylene**
34	The most important cause of deforestation	**Agriculture**	Forest fire	Volcanic activities	Soil erosion
35	The best way to reduce deforestation	Using more paper	Clear more area of trees to grow plant	Burning forest in order to create cultivated land	**Clear more area of plants to grow trees**

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36	The main cause of wildfire	Volcanic activity	Lightening	Pollution	**Human activity**
37	Which type of farming cause more amount of deforestation?	**Subsistence farming**	Commercial farming	Mixed farming	Dairy farming
38	Cause of climate change	Storms	Cloud burst	**CFC**	Photosynthesis
39	Ozone depletion means	**Thinning of earth's layer**	Evaporation of earth's layer	Thickening of earth's layer	Double formation of earth's layer
40	Sign of global warming	Rainfall	Humidity	**Climate Change**	Erosion
41	The non living parts of the environment	Biotic	**Abiotic**	Probiotic	Antibiotic
42	The Brundtland report is also known as-	**Our common future**	your common future	everyones common future	no ones common future
43	Rocky outer part of the Earth	**Lithosphere**	Hydrosphere	Atmosphere	Biosphere
44	Evaporation of the water through minute pores or stomata, in the leaves of plants.	**Transpiration**	Condensation	Precipitation	Infiltration
45	Caused by the release of fertilisers and sewage into water storage areas has caused aquatic environments to be artificially enriched with nutrients.	**Eutrophication**	Acid rain	Evapo-transpiration	Condensation
46	Human rights are as old as _____ civilization.	**human**	social	european	england
47	Human rights are derived from the principle of _____ law.	government	**natural**	judicial	human
48	Article _____ of the constitution abolishes the practice of untouchabilities.	15	16	**17**	18
49	Human rights have _____ application.	limited	maximum	minimum	**universal**
50	_____ rights aim at personal good of an individuals as well as that of the community.	**Fundamental**	Social	Natural	Religious

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51	Article ____ of the constitution provides for social equality and equal access to public area.	14	**15**	16	17
52	The UDHR consist of a preamble and _____ articles highlighting human rights and freedoms entitled to everyone in the world.	12	15	**30**	31
53	_____ rights is a more specified and well defined manner came with the signing of Magna carta in 1215.	Social	Common	Labour	**Human**
54	_____ of the constitution abolishes the practice of untouchabilitily.	**Article 17**	Article 18	Article 19	Article 20
55	Article 21 (A) has made _____ education as a fundamental rights.	higher	**primary**	secondary	management
56	The objectives of Right to Freedom of Religion is to sustain the principle of _____.	humanism	socialism	**secularism**	regionalism
57	Abolition of _____ is provided under Article 17 of the Indian Constitution.	caste	child labour	gender inequality	**untouchabil ity**
58	_____ empowers the citizens to move a court of law in case of any denial of the fundamental rights.	**Rights to constitutional remedies**	Rights to freedom of religion	Rights against exploitation	Rights to equality
59	Article _____ guaranteed to all citizens the right to acquires, hold and dispose off property.	18	**19**	20	21
60	Article ____ provides the right of freedom of religion, which entitles all person to preach, practice and propagate any religion of their choice.	23	24	**25**	26
61	At the base of Maslow's pyramid are _____.	esteem	physical	safety	**needs.**
62	_____ is the oldest known stress reduction technique.	weight control	exerscise	**Yoga**	Arguments
63	Maslow's theory is related to _____.	**Self-actualization**	Stress	Aggression	Developmen t



64	_____ is the term used to descirbe positive stress.	Physical stress	Psycholoigical stress	**Eustress**	Anxiety
65	Organisational stressors are also called as as _____.	Group Stressors	**Job-related Stressors**	Environmental Stressors	Individual Stressors
66	_____ stress takes place when different people have different expectations from a person performing a particular role.	**Organisational Stress**	Group stress	Individual stress	Environmental stress
67	Poor working conditions can create physiological and _____ imbalance in a person by causing stress.	**Psycholoigical**	physical	social	political
68	_____ refers to the ability of a group to remain together.	**Choesiveness**	Personality	Humanity	Kindness
69	_____ takes place due to differences in perceptions, attitudes, values and beliefs between two or more individuals or groups.	Lack of Group Cohensiveness	Lack of Social Support	**Inerpersonal and Intergroup Conflict**	Caste and Religion conflict
70	_____ arises due to disagreement over certain work related issues.	Stress	**Conflict**	Frustration	Group Stress
71	_____ takes palce when a disagreement occurs between two persons.	Intergroup Conflict	**Interperson al Conflict**	Intrapersonal Conflict	One to one Conflict
72	_____ when one group such as a department disagrees with another group.	Interpersonal Conflict	**Intergroup Conflict**	One to one Conflict	Intrapersona l Conflict
73	Which agent of socialization impact on our development?	**Education**	Mass Media	Family	Peer Group
74	Which agent of socialization is most important in most of the cultures?	Peer Groups	Religion	**Family**	Media
75	Which agent of socialization exposes us to the real world situations and people?	**family**	School	Media	Peer Groups
76	Symptoms such as moodiness, hostility, and fearfulness are signs that stress is effecting the	Body	Mind	**Emotions**	Behaviour
77	_____ method is characterized by the assumption that one side wins and everyone else loses.	**Competing**	Avoiding	Accommodati ng	Collaboratin g



78	In a method of _____the stress victim is under the medical guidance.	networking	**Biofeedback**	Social Support	mindfulness
79	Maslow identified _____sets of needs.	two	three	four	**five**
80	Process which begins when one party perceives that the other is frustrated, or is about to get frustrated is known	Poor Management	Uncertainty	Risk	**Conflict**



Subject Teacher

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Class: FYBMS

Subject: Foundation Course-II

Sem -II

Subject Teacher: Dr. Shilpa Malani

Subjective Questions

1. Concept of Liberalization
2. Concept of Privatization
3. Concept of Globalization
4. Impact of Globalization on Industry
5. Impact of Globalization on Employment
6. Causes of Migration
7. Effects of Migration
8. Globalization and Changes in Agrarian Sector
9. Growth of Corporate Farming
10. Increase in Farmers' Suicides
11. Growth of I'T and Communication

12. Impact of IT and Communication

13. Explain the concept of human rights. Elaborate its origin and evolution.

14. Explain in detail, the Universal Declaration of Human Rights.

15. What are fundamental rights? Explain its significance.

16. Write short notes on:

a. Right to Equality
b. Right to Freedoms
c. Right against Exploitation
d. Right to freedom of Religion
e. Right to Cultural and Educational Rights
f. Right to Constitutional Remedies

17. Explain the concepts of environment and ecology and their interconnections.

18. Discuss the importance of environmental studies in the current developmental context.

19. Elaborate on "Environment as natural capital and connection to quality of of human life".

20. Explain the causes of environmental degradation.

21. Explain the impact of environmental degradation on human life.

22. Explain the concept of sustainable development and bring out the

in the components of sustainable development.

23. Explain the meaning and causes of stress.

24. Discuss the meaning and causes of conflict.

25. What are the agents of socialization?

26. Explain the significance of value in individual development

27. What is the significance of ethics in individual development?

28. Elaborate the significance of prejudice in individual development



29. What are the causes of aggression and violence? What are the measures of resolving aggression and Violence in the society?

30. Explain how the agents of socialization play an important role in shaping the personality of an individual.

31. Write short note on:

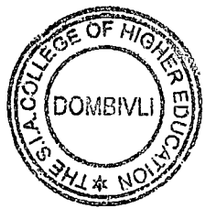
(a) Stereotypes and prejudice as causes of conflict

(b) Causes of aggression

(c)Significance of ethics in individual development

32. What are strategies for coping with conflicts.
33. What are the several approaches to minimize stress?
34. Explain different methods of coping with stress?
35. Elaborate on Maslow's Theory of self-actualization.
36. Write short note on:

a. Types of conflict
b. Maslow's Theory of Self-actualization
c. Methods of coping with stress
d. Methods of responding to conflicts
e. Strategies for coping with conflicts



Subject Teacher

Convenor

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FYBMS SEM-II
Business Environment
Objective Questions

- **Select the correct answer from the options given below.**

1. Business means state of being _____.
   a. Lazy
   b. Alert
   c. Busy
2. Business objectives are_____.
   a. Mutually Supportive
   b. Conflicting with each other
   c. Opposite to each other
3. Objectives offer_____ justification for the existence of a company
   a. Financial
   b. Economic
   c. Social
4. To earn profit is one_____ objective of business.
   a. Economic
   b. Organic
   c. Financial
5. The economic objective is____.
   a. Reasonable profit making
   b. Raising social welfare
   c. Business expansion
6. Three fold objectives of business are ____growth and innovation
   a. Profit
   b. Survival
   c. Selling
7. Basic objectives of business is____
   a. Profit maximisation
   b. Buying and selling
   c. Profiteering
8. Business environment is____
   a. Dynamic
   b. Static
   c. Simple to understand

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9. Business helps in____ of employment opportunities
   a. **Creation**
   b. Bridging
   c. Objecting
10. Business objectives are concrete and____
   a. General
   b. Specific
   c. Lengthy
11. Business objectives provide for ____performance appraisal
   a. Guidelines
   b. Policies
   c. Standards
12. Business environment is____
   a. One-dimensional
   b. Multifaceted
   c. One shaped

13. Business and policies are___
   a. Separable
   b. Inseparable
   c. Interlinked
14. People makeup_____.
   a. Production
   b. Markets
   c. Marketing
15. Natural environment creates new problems and_____
   a. Blessing
   b. Opportunities
   c. Solutions
16. _____in a factor affecting environmental analysis
   a. Political stability
   b. Festival
   c. Selling
17. PESTLE analysis studied environmental _____on the business
   a. Criteria
   b. issue
   c. influence
18. Impact of economic environment on business is_____.
   a. nil
   b. limited
   c. considerable

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19. Scanning of prevailing environment is necessary for_____
    a. profit making
    b. information purpose
    c. adjusting business policies
20. SWOT analysis is used at_____ intervals.
    a. regular
    b. irregular
    c. frequent
21. PESTLE analysis identifies_____ factors.
    a. internal
    b. external
    c. administrative
22. The purpose of monitoring is to_____data.
    a. forecast
    b. assemble
    c. record
23. PESTLE analysis and SWOT analysis can work_____.
    a. jointly
    b. together
    c. hidden
24. PESTLE analysis is created by_____.
    a. Peter Drucker
    b. Lawrence Harvey
    c. Francis Aguilar
25. External environment offers opportunities and_____
    a. Strengths
    b. weaknesses
    c. threats
26. Environmental analysis is synonymous with environmental _____.
    a. review
    b. feedback
    c. scanning
27. Environmental analysis is an_____ process.
    a. analytical
    b. exploratory
    c. assessment
28. _____stability ensures sound environmental analysis.
    a. Economic
    b. Social
    c. Political

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29. _____is a technique of environmental analysis.
    a. Appraisal
    b. Evaluation
    c. Monitoring
30. Environmental analysis does not_____ future uncertainty.
    a. Mention
    b. Eliminate
    c. Indicate
31. _____covers functional areas of management.
    a. Strategy
    b. Plan
    c. Policy
32. PESTLE analysis suffers from_____
    a. over-simplification
    b. over-estimation
    c. over-spending
33. SWOT analysis conducts_____ analysis to equip the company.
    a. Operational
    b. Gap
    c. assessment
34. _____is a negative factor to analyse.
    a. Union militancy
    b. Low productivity
    c. Political instability
35. Ethics is a _____ science.
    a. Physical
    b. abstract
    c. moral
36. Only_____ethical standard exists in the society.
    a. one
    b. two
    c. three
37. _____refers to a code of conduct to be followed by business.
    a. Culture
    b. Business Ethics
    c. Issue
38. Corporate culture exert powerful influence on_____.
    a. Society
    b. managers
    c. competitors

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39. Corporate culture is_____.
    a. Separate
    b. joint
    c. collective
40. Good ethics is_____ for business.
    a. good
    b. better
    c. best
41. Ethics_____ profit making.
    a. favours
    b. criticizes
    c. condemns
42. Ethical principles need to_____.
    a. announce
    b. compromise
    c. reject
43. Members of the organisation_____corporate culture.
    a. enjoy
    b. disfavour
    c. share
44. Study of ethics is a part of _____.
    a. social science
    b. history
    c. economics
45. Ethics deal with_____ in the business.
    a. punishment
    b. morality
    c. conviction
46. If it is_____it is ethical too.
    a. demographic
    b. physical
    c. legal
47. Consumers oppose unethical business practices_____ and Collectively
    a. Individually
    b. Jointly
    c. separately
48. Ethical dilemma brings about_____conflict.
    a. Regular
    b. Regulatory
    c. mental

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49. _____will guide a consumer to make ethical decision.
    a. Impulse
    b. Institution
    c. Incapacity
50. Corporate culture_____ over a period of time.
    a. develops
    b. shows
    c. presents
51. Corporate culture is_____.
    a. Opposed
    b. Favoured
    c. Symbolic
52. Corporate culture earns_____ reorganization.
    a. Financial
    b. Economic
    c. Social
53. Ethical_____ covers internal environment of the organisation
    a. practice
    b. response
    c. climate
54. Entrepreneurship is a _____.
    a. practice
    b. theory
    c. science
55. Business in India was _____
    a. product-based
    b. community based
    c. money based
56. No business is established unless _____ analysed
    a. capital
    b. machine
    c. market
57. India practices _____economy.
    a. protection
    b. socialist
    c. free market
58. _____is shifting from one setting to another
    a. social mobility
    b. transportation
    c. social networking

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59. _____is stubborn and follows a fixed procedure
    a. Retreatist
    b. Ritualist
    c. Reformist
60. Recession is an economic _____
    a. prosperity
    b. growth
    c. slowdown
61. Opportunity conditions relate to_____ of funds.
    a. lack
    b. adequacy
    c. overflow
62. In manufacturing sector, micro enterprise has investment upto _____
    a. Rs. 10 lakh
    b. Rs. 20 lakh
    c. Rs. 25 lakh
63. Entrepreneur has desire to be his own_____
    a. servant
    b. master
    c. owner
64. Entrepreneur is the person who undertakes the_____ of new enterprise.
    a. risk
    b. profit
    c. none
65. National Consumer Redressal Commission is headed by a_____judge.
    a. sitting
    b. new
    c. retired
66. _____profession is covered by Consumer Protection Act, 1986,
    a. Medical
    b. Civil activist
    c. Dancing
67. Strong consumer movement is_____ in India,
    a. present
    b. absent
    c. not necessary
    d. not useful

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68. To honour rights of consumers is the responsibility of business towards_____
    a. government
    b. consumers
    c. shareholders
    d. employee
69. Consumer Rights day is celebrated on _____of every year,
    a. February 15
    b. March 15
    c. April 15
70. Consumerism flourishes in_____ economy.
    a. democratic
    b. capitalist
    c. free market
71. Consumerism_____ against consumer exploitation,
    a. speaks
    b. fights
    c. writes
72. Indian consumers suffer from_____ gap.
    a. financial
    b. educational
    c. **information.**
73. Consumer guidance need_____ support.
    a. police
    b. social
    c. media
74. The motto of CGSI is _____at fair price,
    a. service
    b. guidance
    c. quality
75. _____ is a member of International Organisation of Consumer Union.
    a. CGSI
    b. MGP
    c. CERC
76. Consumer Protection Act 1986 covers deficiency in_____ service
    a. entertainment
    b. medical
    c. maintenance
77. Consumers can submit complaints in_____ language
    a. English
    b. Hindi
    c. Any

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78. Corporate social responsibility is a_____ aspect of business management
    a. conservative
    b. dynamic
    c. out-dated
    d. old
79. Attention to corporate social responsibility_____ financial performance of a company.
    a. improves
    b. reduces
    c. creates
    d. negative
80. Corporate social responsibility creates_____ public image
    a. unfavourable
    b. favourable
    c. negative
    d. adverse
81. Audit committee meetings should be_____
    a. as per need
    b. at regular intervals
    c. once in a year
    d. at any time
82. There is_____ about corporate governance in corporate sector.
    a. growing awareness
    b. growing anger
    c. growing opposition
    d. growing ignorance
83. Progressive companies_____ CSR as their business philosophy
    a. need not adopt
    b. should adopt
    c. should avoid using
    d. should oppose
84. Business_____ accept certain obligations towards different social groups
    a. need not
    b. must
    c. can refuse to
    d. can forget to
85. Business has to earn _____profit for survival and growth
    a. reasonable
    b. huge profit
    c. minimum
    d. abnormal

86. Consumer rights are _____to business enterprises
    a. not important
    b. important
    c. unimportant
    d. irrelevant
87. To pay taxes honestly and regularly is the responsibility towards_____.
    a. consumers
    b. government
    c. itself
    d. dealers
88. Business has to make the business _____of the nation.
    a. an asset
    b. a liability
    c. as a burden
    d. a profit-making agency
89. Social responsibility concept is_____.
    a. universally accepted
    b. accepted in India only
    c. not accepted in India
    d. anti-social
90. Expectations of social groups from businessmen are_____
    a. decreasing
    b. increasing
    c. stable
    d. limited
91. Social responsibility constitutes _____on business
    a. social obligation
    b. social liability
    c. unnecessary burden
92. Social audit is_____balance sheet of a company
    a. social
    b. legal
    c. financial
    d. marketing
93. Social audit is_____in India.
    a. voluntary
    b. binding
    c. optional
    d. compulsory

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94. Social audit reporting should be made _____in India
    - **a. compulsory**
    - b. voluntary
    - c. legally Binding
    - d. optional

95. _____audit is a systematic checking of books of accounts of the company
    - a. Marketing
    - **b. Social**
    - c. Commercial
    - d. Personnel

96. _____audit determines social performance of an organisation.
    - **a. Social**
    - b. Commercial
    - c. Personal

97. Coca-Cola is an example of _____company
    - a. Large
    - **b. multinational**
    - c. TNC
    - d. none of above

98. MNCs are _____to developing countries
    - a. helpful
    - b. harmful
    - **c. helpful and harmful**
    - d. none of these

99. MNCs facilitate _____in developing countries
    - **a. FDI**
    - b. Loans
    - c. Bank finance

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- **State whether following statement is True or False.**

1. Business activities are less risky but certain **False**
2. Objectives should be defined in quantitative terms **True**
3. Business firms without objective is journey without destination **True**
4. Business objectives need not to be multiple **False**
5. Profit and profiteering are identical terms **False**
6. Objectives provide the basis for strategic decision making **True**
7. Business and objectives are interdependent **True**
8. The primary objective of any business is to earn profit **True**
9. Business and objectives are depend at on each other **True**
10. Business objectives are mutually supporting **True**
11. To earn profit is one of the social objective of business **False**
12. Impact of economic environment on business is limited **False**
13. Socio cultural factors change gradually **True**
14. Well defined objective gives clear direction to the activities of company **True**
15. Business has limited capacity to influence environment **True**
16. No skilled personnel are needed to conduct environmental analysis. **False**
17. PESTLE analysis exerts internal environmental factors on the business. **False**
18. Political uncertainty and economic prosperity go together. **False**
19. Business and its environment are not interdependent. **False**
20. Environmental analysis develops linkage between organisation and its environment. **True**
21. Environmental scanning comprises information processing. **True**
22. SWOT analysis is useful to match organisation's resources with the environment. **True**
23. Ethics distinguishes between bad and worst. **False**
24. Ethics needs willing acceptance. **True**
25. Ethical climate is unspoken understanding. **True**
26. Corporate culture is static. **False**
27. Internal politics weakness corporate culture. **True**
28. Ethical dilemma is a simple situation. **False**
29. In ethical dilemma there is a choice to be made. **True**
30. Unethical business practices are acceptable in the society. **False**
31. Intuition solves ethical dilemma. **True**
32. The maximum compensation sought is up-to Rs. 5 lakh on filling a complaint before the district forum. **True**
33. Consumer rights are essentially for agitation. **False**
34. Right to health and safety are violated by the manufacturers. **True**

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35. Consumer movement motivates consumers to fight for their rights. **True**
36. Consumerism is a socio-political movement. **False**
37. Consumer movement is an evolutionary concept. **True**
38. Anti-consumer activities go unpunished. **False**
39. Consumer courts award delayed justice. **True**
40. CSR makes business accountable for its actions.
41. Philanthropy is not within the scope corporate social responsibility
42. Corporate governance is against profit making in business.
43. Corporate governance is beyond the realm of law.
44. Corporate governance leads to fair and ethical business.
45. Clause 49 of the listing agreement was introduced by SEBI.

Convenor

Principal

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Question Bank

Principles of Marketing

Semester II

1. Define Marketing. State its features
2. Explain the scope of Marketing
3. Explain the terms: need, want, demand, exchange and transfer
4. Discuss in detail the various marketing philosophies
5. Describe the evolution of marketing with suitable examples
6. Define Marketing Mix. State its features
7. Explain the 4 P's of Marketing
8. Describe in detail the 4 C's of Marketing
9. Define MIS. State its features
10. Define Marketing Research. Explain the steps in Research process.
11. Explain the do's and don'ts of a questionnaire
12. Write short notes on :
    a. Product research
    b. Sales research
    c. Consumer Research
    d. Advertising Research

13. Define Consumer Behaviour. Explain the factors influencing consumer behaviour
14. Discuss in detail the various steps in consumer decision process with suitable examples
15. Explain the buying roles
16. Define Product. Explain the levels of product with the help of an example
17. Explain the steps in new product development process
18. Describe the product life cycle using an example
19. Explain the terms: Product line, Product mix, length, breadth
20. Explain the significance of Product planning
21. Define Branding. State its importance
22. Explain the characteristics of branding
23. State the functions of branding
24. Define packaging and state its importance
25. What are the essentials of a good package?
26. Define pricing. State its objectives
27. Enumerate on the factors influencing pricing policy
28. Describe in detail the various pricing strategies

29. What are the factors affecting channel selection?
30. List down the different types of Marketing channels
31. Define promotion. Explain the objectives of promotion
32. State the different promotion tools used by a marketer
33. Explain Market segmentation and state its importance
34. List down the basis for segmentation
35. What is targeting? State its types.
36. Define Positioning and state the strategies
37. Define E-Marketing. State its characteristics
38. List down the advantages and disadvantages of emarketing
39. Define Internet Marketing. State its advantages and disadvantages
40. Define Relationship Marketing. State its importance.



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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBMS SEMESTER-III
Subject- RECRUITMENT AND SELECTION

Unit 1

1. Explain Concepts of Recruitment with Objectives Scope & Definition.
2. Explain Importance and relevance of Recruitment.
3. What is Job Analysis? Explain Process And Methods.
4. Explain Modern Techniques and Factors affecting Job Design.
5. Explain Source or Type of Recruitment – a) Direct/Indirect, b) Internal/ External.
6. Discuss Technique of Recruitment – Traditional Vs Modern .

Unit 2

1. Explain Concept of Selection and Criteria for Selection.
2. Discuss the Steps of Selection Procedure.
3. Explain Guidelines for Interviewer & Interviewee.
4. Discuss Selection Hurdles and Ways to Overcome Them.

Unit 3

1. Explain Advantages of Induction.
2. Discuss Orientation & On boarding- Programme and Types.
3. Explain Socialization with it's Types.
4. Discuss Current trends in Recruitment and Selection Strategies.

Unit 4

1. Difference between Bio-data and C.V.
2. Explain Social and Soft Skills – Group Discussion & Personal Interview, Video and Tele Conferencing Skills.
3. Explain Presentation and Negotiation Skills.
4. Discuss Different Types Etiquettes and Quitting Techniques.
5. Explain Exit Interview with importance.



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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBMS-HRM Sem - IV
Subject- RECRUITMENT AND SELECTION

1. Recruitment is_____process.
a) Negative
b) Positive
c) Active
d) Passive

2. Job analysis is concerned with_____Job requirement.
a) Gentle
b) General
c) Specific
d) Behaviour

3. Job summary is a part of_____.
a) Job description
b) Job classification
c) Job rotation
d) Job specification

4. _____helps in analysing whether a candidate can apply for a specific job vacancy.
a) Job rotation
b) Job specification
c) Job description
d) Job simplification

5. _____Methods require jobholder to record in detail activity of each day.
a) Diary method
b) Critical incidents method
c) Checklist method
d) observation method

6. Job design decides the_____of jobs.
a) content
b) positive
c) negative

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d) behaviour

7. _____Is a method of employee empowerment.
a) job enlargement
b) **Job enrichment**
c) job rotation
d) specification

8. Horizontal loading of job is also known as_____.
a) Job description
b) Job specification
c) Job enlargement
d) Job simplification.



9. _____helps to strike balance between physical abilities of job holder with job demand.

a) Economics
b) Environment
c) Ergonomics
d) Enrichment

10. Recruitment is the process of_____for candidates.

a) Searching
b) Hiring
c) Training
d) Promotion

11. It is important to ensure that recruitment policy should be in line with legal policy and also meet__obligations of the firm.

a) Political
b) Social
c) Economic
d) Technological

12. Recruitment is a precursor to the_____.

a) Selection
b) Training
c) Promotion
d) Non-monetary benefits

13. In job analysis the focus is not on job but on the_____who is going to perform.

a) Group
b) Individual
c) Society
d) Government

14. The service of expert is used in_____method.

a) Interview
b) Technical conference
c) Diary
d) Checklists.

15. Job analysis =_____.

a) Job enrichment + job rotation
b) Job description + job simplification
c) Job specification + job enlargement
d) Job description + job specification



16. Selection is a_____process.
a) Passive
b) Active
c) Positive
d) Negative

17. _____type of advertisements are simple in nature.
a) Display
b) Validity
c) Classified
d) Ability

18. _____interview are taken when employees leave the organization.
a) Stress
b) Promotion
c) Exit
d) Fresher

19. Reference check is done to know the_____background of the candidate.
a) Medical
b) Family
c) Memory
d) Famous

20. Outsourcing is normally done when an organization wants to focus on____business.
a) General
b) Non-important
c) Core
d) Training

21. The scope of recruitment process applies to_____.
a) Whole organization
b) Resource
c) Capital
d) Assets

22. _____represents the first contact between the employee and the organization.
a) Selection
b) Recruitment
c) Training
d) Promotion



23. _____begins where recruitment ends.
a) Training
b) Job
c) Selection
d) Check-up

24. Promotion refers to the_____movement in present job.
a) Downward
b) Upward
c) Top-down
d) Bottom –up

25. In case when a vast territory has to be captured_____method of recruitment is to be used.
a) Direct
b) Indirect
c) Positive
d) Negative

26. _____method of recruitment infuses creativity.
a) Internal
b) General
c) External
d) Negative

27. Niche recruitment is used to seek staff with_____skill sets.
a) Specific
b) General
c) Talent
d) Creativity

28. _____method of recruitment lacks personal touch.
a) Traditional
b) External
c) Modern
d) Internal

29. _____method of recruitment are cost effective and less time consuming.
a) General
b) External
c) Traditional
d) Modern

30. Bold headlines, copy, illustrations are part of_____ advertisements.
a) Display
b) Classified
c) Media
d) Positive

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31. Trial and error method is used in_____induction.
a) Formal
b) Informal
c) Specific
d) Traditional

32. Successful recruitment consultancy focuses on_____.
a) Technical competence
b) Professionalism
c) Social relations
d) Friendly approach

33. _____familiarizes with the organisational culture.
a) Training
b) Development
c) Orientation
d) Consultation

34. Voice, accent are part of_____skills.
a) Aesthetic skills
b) Analytical skills
c) Etiquette
d) Problem solving skills

35. _____helps new hire to become productive and integrate with the organization.
a) Orientation
b) On boarding
c) Induction
d) Development

36. Information related to the employee's role and responsibilities is called as _____ employee orientation.
a) Corporate
b) Department
c) Job-specific
d) Integration

37. _____is a linkage activity bringing together those with jobs and those seeking jobs.
a) Selection
b) Induction
c) Orientation
d) Recruitment



38. The recruitment policy procedures should provide_____opportunities to all the candidates.

a) Equal
b) Unequal
c) Different
d) Flexible

39. The objectives of recruitment is to create, update and maintain the database of all _____who have applied for the job to meet present and future requirements of the firm.

a) Directors
b) Owners
c) Government
d) Candidate

40. Recruitment process helps in locating the best_____.

a) Talent
b) Resource
c) Land
d) Capital

41. Senior management, junior management, clerks all have to go through the process of _____.

a) Positive
b) Negative
c) Recruitment
d) Policy making

42. A strong internal recruitment process helps in_____planning also.

a) Program
b) Awards
c) Succession
d) Trip

43. Job specification is also known as_____specification.

a) Employee
b) Skills
c) Talent
d) Information

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44. The motivating factor in job enrichment includes_____.
a) Giving freedom
b) Demotion
c) Less participation
d) No equality

45. In_____method the jobs are simplified by breaking down into sub-parts.
a) Job rotation
b) Work simplification
c) Job enlargement
d) Job specification

46. The flow of work is strongly influenced by the_____of work or service.
a) Task
b) Nature
c) Practices
d) Values

47. Work from home or_____is considered as the best alternatives of working away from actual office.
a) telecommuting
b) Sharing
c) Television
d) Radio

48. _____is the modification of existing work design by reducing or adding the new jobs duties or responsibilities.
a) Techno stress
b) Knowledge work
c) Task revision
d) Work-patterns

49. _____is the second most preferable alternative of traditional working styles where two or more individuals share the jobs.
a) Job sharing
b) Telecommuting
c) Availability
d) Ability

50. In_____method the job holders require to hold in detail their activities each day.
a) Interview
b) Diary
c) Technical conference
d) Combination



51. In_____sources refer to recruit employees from within the organization.
a) Internal
b) External
c) On board
d) Indirect

52. Internal sources of recruitment helps in creating_____employees.
a) More
b) Less
c) Loyal
d) Disloyal

53. Transfer implies horizontal or_____movement of an employee.
a) Vertical
b) Lateral
c) Top
d) Down

54. _____is an alternative to promotion by seniority.
a) Transfer
b) Production transfers
c) Merit
d) References

55. Certain vacancies arising in the organization are informed to the employees by displaying notice on the notice board is called as___.
a) Advertisements
b) Websites
c) Campus
d) Internal notifications

56. _____Transfers are made to rectify the situation caused by faulty selection and placement procedures.
a) Shift
b) Remedial
c) Replacement
d) Production

57. Advertisement is a_____source of recruitment.
a) Internal
b) External
c) Modern
d) Traditional

58. Internet recruitment is also is called as_____recruitment.
a) Niche
b) Internal
c) E (electronic)
d) External

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59. Website serves as a gateway or a main entry point on the_____to a specific field-of-interest or an industry.

a) Internet
b) Advertisement
c) Promotion
d) Training

60. Employees contact with the public of recruiting organizations about the vacancies come under_method of recruitment.

a) Indirect
b) Direct
c) Internal
d) External

61. When scientific, professional and technical post requiring sophisticated skills to be filled, the_____method of recruitment is used.

a) External
b) Internal
c) Indirect
d) Direct

62. Internal sources of recruitment helps in reducing_____.

a) Loyalty
b) Employee turnover
c) Morale
d) Ideas

63. Which is not the advantage of internal recruitment?

a) Time saving
b) Less expensive
c) New blood
d) Increased cost

64. Which is not the advantage of external source of recruitment?

a) New blood
b) More competition
c) Less expensive
d) Less partial

65. _____transfers are resorted when there is a need of manpower in one department and surplus manpower in other department.

a) Replacement
b) Production
c) Versatility
d) Shift



66. Versatility transfer is also called as_____.

a) Rotation

b) Enrichment
c) Enlargement
d) Specification

67. _____is defined as giving higher position to the employee, which carries high status more responsibilities.

a) Promotion

b) Demotion
c) Transfer
d) Shift

68. Promoting the employee on the basis of the length of the service is called as promotion by__.

a) Merit
b) Transfers
c) Demotion
d) Seniority

69. When scale of pay is increased without changing job it is called_____promotion.

a) Seniority

b) Merit
c) Up-gradation
d) Dry

70. When higher position is given without change in salary is known as _____ promotion.

a) Dry

b) Up-gradation
c) Merit
d) Transfers

71. _____is a very good source of internal recruitment.

a) Campus
b) Advertisements
c) Reference
d) Websites

72. Reference recruitment is also called as a____referral.

a) Buddy

b) Society
c) Government
d) Campus

73. Recruitment program is conducted within the educational institute it is called as _____recruitment.

a) Buddy

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b) **Campus**
c) Internal
d) Merit

74. A_____refers to a physical boards located in an employment centre where job seekers must check the job every few days for offers.
a) Websites
b) Job boards
c) Pool campus
d) Project placement

75. An_____consists of an exchange of services for experience between the students and an organization.
a) Consultancy
b) Internships
c) On campus
d) On board

76. _____internships provides the capacity to gain job experience without conventional requirement of being physically present in an office.
a) Virtual
b) Modern
c) Research
d) Reference

77. _____are responsible for attracting candidates and matching them to temporary or permanent positions with the client companies.
a) Internships
b) Placement consultancies
c) In-house

78.Out house Traditional method of recruitment include_____recruitment.
a) In-house
b) Niche
c) Internet
d) Job portal

79. Employment and traditional agency come under the_____of recruitment.
a) Internal
b) External
c) Traditional
d) Modern

80. In_____recruitment, some recruiters work by accepting payments from job seekers, and in return help them to find a job.
a) Job portal

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b) Campus
c) Candidates paid
d) Niche

81. _____check is required to check the physical fitness for a job.
a) Reference
b) Medical
c) Friends
d) Society

82. _____is a process by which the qualified personnel is chosen from the applicants who have come for the interview.
a) Selection
b) Recruitment
c) Training
d) Development

83. Selection is the process of choosing the_____for the right job.
a) Right society
b) Right group
c) Right person
d) Right children

84. The first step in selection process is_____.
a) Job rotation
b) Screening
c) Job analysis
d) Tests

85. The second step in selection process is_____.
a) Advertising
b) Tests
c) Job enlargement
d) Job enrichment

86. _____form of the company helps to get information about candidate.
a) Advertisement
b) Application blank
c) Results
d) Admission

87. The selection procedure comes to an end when final_____letter is sent to the candidate.
a) Application blank
b) Results
c) Appointment
d) Informal

88. The main purpose of job_____is to attract suitable candidates for the position.
a) Advertisement
b) Admission
c) Letter
d) Results



89. _____begins with a brief review of all the job application.
a) Selection
b) Screening
c) Recruitment
d) Training

90. The communication skills, problem solving skills, understanding ability etc. are the examples of_____.
a) Soft skills
b) Talent
c) Intelligence
d) Memory

91. _____interview are well-planned.
a) Unstructured
b) Structured
c) Group
d) Individual

92. Unstructured interview is_____.
a) Not well planned
b) Planned
c) Systematic
d) Decided

93. One to one interview is also called as____interview.
a) Individual
b) Group
c) Stress
d) Exit

94. In_____interview, Group of candidates are interviewed.
a) Individual
b) Panel
c) Exit
d) Group

95. _means a selection committee (3 to 5 members) or interview committee is appointed to interview the candidates.
a) Depth
b) Panel
c) Informal
d) Stress

96. Formal interview is also called as_____interview.
a) Planned
b) Semi-structured
c) Depth
d) Interest



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Question Bank

Subject: Business Planning & Entrepreneurship Management

Semester: III

1. Explain the concept of entrepreneurship development
2. What is the need for entrepreneurship development
3. Who is Entrepreneur? State the characteristics of entrepreneur.
4. Explain the qualities of an entrepreneur
5. Explain in brief the theories of entrepreneurship
6. Explain the innovation theory by Schumpeter
7. Explain the theory of high achievement by Mc Clelland.
8. Explain the X-Efficiency theory by Leibenstein.
9. Explain the theory of Profit by Knight
10. Explain the external influences on entrepreneurship development
11. Explain the role of entrepreneurial culture in entrepreneurial development
12. Explain the concept of Intrapreneur
13. Explain the development of Intrapreneurship
14. Explain the concept of women entrepreneur
15. State the problems faced by women entrepreneur
16. Trace the development of women entrepreneurs with reference to self Help Group
17. Discuss in detail the concept of Social entrepreneurship
18. Define NGO. State its features
19. Explain in detail the concept of EDP and the factors influencing EDP
20. What is Ancillarisation? State its advantages and disadvantages
21. What is franchising? State its features.
22. List down the advantages and disadvantages of Franchising.
23. What is BPO? State its features
24. Explain the advantages and disadvantages of BPO.
25. Explain the types of outsourcing
26. What is merger? State the different types of Merger?
27. What is acquisition? State the advantages and limitations.
28. What is creativity? State the types of Creativity
29. What are the qualities of a creative person?
30. Explain the creative process
31. What is innovation? State the types of innovation

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32. Explain the elements in innovation process.
33. What are the skills needed for innovation?
34. What are the Do's and Don't's of innovation?
35. What are the essential three conditions of innovation?
36. What is business idea?
37. Explain opportunities through change
38. What are the sources of idea generation?
39. Explain the steps/stages in development of product/idea
40. What is environmental scanning? State its imoportance
41. What is SWOT analysis?
42. Explain the steps in creating an entrepreneurial venture.
43. Explain the elements of a business plan
44. What is Market analysis?
45. What is feasibility analysis?
46. What is sole trading concern? State its advantages and disadvantages
47. What is partnership concern? State the advantages and disadvantages.
48. What is Joint Stock Company? Explain the features of Joint stock company.
49. Write a detailed note on critical risk contingencies of the proposed scheduling and milestones
50. Explain the steps involved in starting of venture
51. Explain the institutional support to an entrepreneur
52. Explain the stages of venture funding
53. What are the requirements of a capital for a business unit?
54. What is fixed capital? Explain the features
55. What is working capital ? State its features
56. What are the factors determining fixed capital requirements?
57. What are the factors determining Working capital requirements?
58. Explain the sources of fixed capital
59. Explain the sources of working capital
60. What are the methods of marketing?
61. State the channels of Marketing.



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Question Bank

Subject: Consumer Behaviour

Semester: III

Class: SYBMS

1. Define consumer behaviour. Discuss its features in detail
2. What is the importance of consumer behaviour?
3. Discuss in detail the features of consumer behaviour
4. What is diversity of consumers, discuss
5. What is consumer behaviour? Explain the importance of consumer behaviour study for marketers
6. Discuss the types of Consumers.
7. List down the features of Retail consumers
8. List down the features of Institutional or organizational consumers
9. Discuss in detail consumer involvement
10. Discuss the application of consumer behaviour knowledge in marketing
11. State the factors determining consumer behaviour
12. Write a note on profiling the consumer and understanding their needs
13. Discuss in detail various factors affecting buyer behaviour
14. Define Motivation. Discuss its characteristics
15. Define personality. Wat is the nature of Consumer personality?
16. Explain in detail freud's theory
17. What is neo-Freudian personality theory? Discuss it
18. What is trait theory? Which personality traits does it measure? Explain
19. What is brand personification? Elucidate in detail
20. Explain consumer materialism and Consumer ethnocentrism
21. What is self-Concept? Discuss it in detail
22. What is consumer perception? What are its elements?
23. What are the features of perception
24. Define attitude. What are its functions?
25. How are consumers attitudes formed and changed?
26. Define Consumer learning. What are the features
27. Write short notes on :
    a. Self-concept
    b. Consumer perception
    c. Learning
    d. Classical Conditioning

28. What is family? Discuss the different types of families
29. Write a note on family decision making
30. What are the factors affecting the need of the family? Discuss in detail
31. What is family life cycle? Discuss traditional family life cycle
32. Explain the features and types of social class?
33. Define groups? State its features?
34. Discuss the types of reference groups
35. Discuss various types of reference group appeal
36. Write a note on opinion leaders
37. Elucidate on in group versus out group influences
38. What is culture? State its characteristics
39. Discuss cultural influences on consumer behaviour
40. Discuss cultural and sub cultural influences on individual
41. What is diffusion process? Discuss its elements in detail
42. Elucidate various adopter categories
43. Discuss the stages in adoption process
44. State the features on online shopping
45. State the advantages and disadvantages of online shopping.

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Class: SYBMS

Subject: Foundation Course-III (Environmental management)

Sem -III

Subject Teacher: Dr. Shilpa Malani

Unit 1

1. What are Biogeochemical cycles? Explain the working mechanism of water cycle along with its diagrammatical representation
2. What do you mean by Ecosystem? What are its features? Explain the Energy Flow pyramid in brief.
3. Explain food chain and food web with diagram
4. Explain the abiotic components of the environment
5. Explain the meaning of the term resources Give a classification of natural resources with example on suitable basis explain the relationship between economic development and exploitation of resources
6. What do you understand by the term Environment? Discuss briefly about the abiotic components of the environment,
7. Explain the mechanism of the Water Cycle.
8. Define the term Ecosystem. Discuss various Trophic Levels of an ecosystem?
9. Define & explain the term Environment?
10. Explain in brief the Composition of the Environment?
11. Explain the Abiotic Components of the Environment?
12. Explain the Biotic Components of the Environment?
13. Explain in detail atmosphere & its various layers?
14. Explain the concept of Biosphere?
15. Discuss the Man-made environment?
16. Explain with the help of a diagram, the structure of Ecosystems?

17. What are food chains & food web?
18. Explain the concept of Energy flow pyramid?
19. Define Resources?
20. Explain the various types of resources on the basis of their origin?
21. Explain the various types of resources on the basis of their utility?
22. Explain the different types of natural resources?
23. What are the various types of threats to the natural resources?
24. Write a note on the sustainable natural resource management?
25. "Modern society is said to lack sustainability". How can we change it into a sustainable society?

Unit 2

26. Define water pollution. Discuss the causes, effect and solution to control water pollution.
27. Discuss the phenomena of Global warming. What are its causes and effects on the living and non-living things.
28. Different waste requires a different waste management treatment" explain with the examples of E-waste and biomedical waste treatments and methods of managing them
29. What do you mean by Disaster Management? Explain the Disaster Management Cycle with reference to an earthquake.
30. How can we manage E-waste in today's time? Discuss.
31. Discuss the issues related with Environmental Degradation
32. Explain the degradation of land and its remedies.
33. Explain the degradation of forest and its remedies.
34. Explain the degradation of agricultural land and its remedies.
35. Explain the causes and remedies of Land pollution.
36. Explain the causes and remedies of Air pollution.
37. Explain the causes and remedies of Water pollution.
38. Explain the causes and remedies of Noise pollution.
39. Describe the various types of natural disasters.
40. Mention some of the importance of disaster management.
41. Highlight some of the characteristics of a disaster.
42. Mention the various types of solid waste management techniques.
43. Write the various types of solid waste.
44. Explain the concept of Consumerism as a cause of waste.

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Unit 3

45. Write a detailed note on Air (Prevention and control of pollution) Act, 1981
46. Discuss the Process of Environmental Impact Assessment followed in India.
47. Discuss the following environmental issues in India
    i) Chipko movement
    ii) Bhopal Gas Tragedy
48. What is carbon bank? How does it function? Explain the carbon Trading with example
49. Define Sustainable Development. What are the dimensions of sustainable development?
50. Write a brief note on the need and importance of EIA
51. Discuss the role of Central and State Pollution Control Boards under Water Act, 1974
52. Describe the salient features of ISO 14001.
53. Write a brief note on Environmental Audit
54. Define Sustainability,
55. Highlight the importance of sustainable development.
56. Explain the concept of environmental conservation.
57. Explain the process of obtaining environmental clearance for establishing and operating industries in India.
58. Write down the various types of environmental audits carried out along with its benefit.
59. Explain the salient features of Water Act.
60. Explain the salient features of Air Act.
61. Explain the salient features of Wildlife protection act.
62. Define Water Pollution & explain the objectives of the Water (Prevention & Control
63. Pollution) Act.
64. Explain the functions of the Central & State Board under the Air Act, 1981.
65. What are the drawbacks of the Wildlife (Protection) Act 1972.

Unit 4

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66. Write a note on Green Marketing.
67. What do you mean by non conventional energy sources ?
68. What are the advantages and disadvantages of solar energy?
69. What are the advantages and disadvantages of nuclear energy?
70. What are the advantages and disadvantages of tidal energy?
71. What are the advantages and disadvantages of bio fuel energy?

72. What are the advantages and disadvantages of wind energy?
73. What do you mean by innovative business model
74. Explain the concept of Eco Tourism
75. Explain the concept of Eco-friendly packaging
76. What are the advantages and disadvantages of organic farming
77. What are the various waste management projects that have been undertaken
78. Explain vermicompost organic fertilizer production as a business opportunity for earning profits out of waste
79. "Eco-friendly packaging is the need of the day. Elaborate and also describe how its use leads to reduced carbon footprint.



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Class: SYBMS **QUESTION BANK** **Subject: Foundation course-III Environment management**

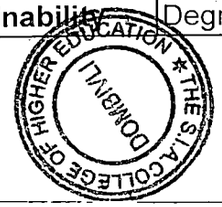
SR N	QUESTIONS	A	B	C	D
1	is known as _____.	**energy**	energy	Renewable	In exhaustible
2	Human impact on the environment is termed as _____	environment	Physical	Ecosystem	**Anthropogenic**
3	country, who fails to reduce its carbondioxide emission.	Offset trading	Carbon bank	**trading**	Kyoto protocol
4	atmosphere is known as _____	xyxle	cycle	**al cycle**	Water cycle
5	of carbon dioxide or other equivalent greenhouse gas.	8	**1**	3	5
6	Melting of glacier is also called as _____	effect	glacier	**Glacier retreat**	Minerals
7	CDM refers to _____.	Development	**Development**	Development	Development
8	Meteors occur in _____	Stratosphere	Proposphere	**Mesosphere**	Thermosphere
9	December 1997 in Japan.	UNFCCC	**Kyoto protocol**	Climate change	Carbon Trading
10	Meat eating animals are known as _____	Herbivores	Carnivores	**Omnivores**	Saprovores
11	UNFCCC refers to_	Fund for	Fight for	Form for Climate	**Framework**
12	_____ resources are also called as Fund resources	**Exhaustible**	Recyclable	Non - exhaustible	Cyclable
13	Independent assessment perform to ensure if business and organisation are complying with environment policies.	MIS	Environmental management	EMS	**Environmental audit**
14	Which one of the following is biodegradable	Aluminium foil	Plastic mug	**Fruits**	Thermocol
15	Who needs to obtain environment clearance from the ministry of environment and forests.	Government	Committee	MoEF	**Entrepreneur**
16	The catchphrase related to Conservation is _____	Adapt Struggle and Survive	Live Protect and Prosper	Conserve Save and Prosper	**Reduce Reuse and Recycle**

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17	E Parisaraa India's first Government authorised scientific electronic waste regulator is located in _	Delhi	Bangalore	**Mumbai**	Chennai
18	_____	Nutrients	Biosphere	**Rocks**	Organisms
19	A method of crop and livestock production involving choosing not to use pesticides, fertilizers.	Green marketing	Green product	**Organic farming**	Eco farming
20	The continuous flow of water in nature is called _____ cycle	Energy	Sun	**Water**	Soil
21	Unusual experience including some level of risk and uncertainty.	Alternative tourism	**Adventure travel**	Responsible tourism	Sustainable tourism
22	Plants are green because of the presence of a pigment called _____	Glucose	Nitrogen	**Chlorophyll**	Oxygen
23	and does not inhibit future traveller's from enjoying the same experience.	Alternative tourism	Responsible tourism	Adventure travel	**Sustainable tourism**
24	The _____ is the main source of energy on Earth	Wind	Water	**Sun**	Fire
25	Energy released during nuclear fission or fusion.	**Nuclear energy**	Bio energy	Geothermal energy	Ocean energy
26	Noise is measured using sound meter and the unit is _____	Hertz	**Decible**	Joule	Sound
27	Energy derived from recently living organic material or biological sources.	**Bio energy**	Nuclear energy	Geothermal energy	Tidal Energy
28	The full form of MoEF is _____	Ministry of Economy and Finance	Ministry of Ecology and Forests	**Ministry of Environment and Forests**	Ministry of Economics and Farming
29	Converting energy from tides into useful forms of power	Wind energy	**Tidal Energy / Ocean energy**	Geothermal energy	Solar energy
30	_____ is the tendency of pollutants to become concentrated in successive trophic levels	Eutrophication	**Biomagnification**	Contamination	Evaporation
31	The radiant light and heat from the sun that is harnessed using the range of ever evolving technologies.	Wind energy	Tidal Energy	Geothermal energy	**Solar energy**
32	A measure to control global warming is _____	**CO2 emissions**	Deforestation	Glacial Retreat	Farming
33	Power provided by traditional means such as coal, wood, gas	**Conventional energy_**	Non-conventional energy	Renewable	In exhaustible
34	Micro organism that causes disease is _____	Parisite	Fungus	DDT	**Pathogens**

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35	The air control and prevention of pollution act came into existence in the year_	1974	**1981**	1972	1985
36	The act of heat getting trapped on surface of earth instead of being let out is called as _____	Sustainability	Depletion	**Greenhouse Effect**	Pollution
37	year _	1974	1981	**1972**	1985
38	_____ is the contamination of indoor air by smoke chemicals smells or particles	Water Pollution	**Indoor Air Pollution**	Noise Pollution	CFCs
39	Which is not a benefit of carrying out environmental audit.	Reduce liability	**Advertisement**	Ensuring compliance with legislation	Reduce water and energy cost
40	_____ is a sudden outbreak of an event that is dangerous to property and human life	Meeting	Protocol	Disaster	**Rainfall**
41	An instrument used to capture data for audit departments to undertake audit.	Audit	Audit document	**Checklist**	Audit tool
42	_____ is a type of waste consisting of any broken or unwanted electrical or electronic appliance	Garbage	Dumping ground	**E waste**	E gateway
43	established under ISO 14001 and Ecomanagement and audit scheme.	**EMS audit**	Due diligence audit	Audit document	Audit tool
44	_____ is a powerful greenhouse gas used as a coolant in air conditioners refrigerators cold storages	**CFC**	LPG	MGL	CNG
45	production.	EMS	Waste audit	Compliance audit	**Water audit**
46	_____ is one of major Greenhouse gases	Oxygen	Hydrogen	**Ozone**	Sulphur
47	site.	review	**Waste audit**	Water audit	audit
48	Environment Protection Act was passed in the year _____	1987	1988	**1986**	1999
49	EIA stands for __	National Environment Policy	Environment Audit	**Environment Impact Assessment**	Environmental Assumption
50	Sulphur dioxide and nitrogen oxide are primary cause of _____ which is a major environmental issue	Water Pollution	Asthama	**Acid rain**	Smoke
51	Development that meets the needs of present without compromising the needs of future generations	Ecological pyramid	**Sustainability**	Degradation	Ecological balance



52	Audit that covers transport and disposal of waste by a disposable contractor.	**disposal audit**	Waste audit	Water audit	Compliance audit
53	Audit carried out on behalf of potential investors similar to acquisition.	EMS audit	**Due diligence audit**	Compliance audit	Audit document
54	The act to protect wild life especially endangered species and threatened species.	**Wildlife protection act**	Environment protection act	Protection and preservation of fauna act	EMS act
55	Fuel derived immediately from living matter or biomass	Exhaustible	Conventional energy	Non-renewable energy	**Bio fuel**
56	Which of the following is not the principal of organic farming.	Environment protection	Soil degradation	Soil erosion	**Genetically modified organisms**
57	Radioactive minerals and metals are constituents of _____	Organic waste	Bio waste	Chemical waste	**Nuclear waste**
58	Screening, scoping and public hearing is done in_	Phase II	**Phase I**	After technical review	After submitting applications
59	Environmentally responsible travel to natural areas to enjoy and appreciate nature and accompanying cultural feature.	Sustainability	**Ecotourism**	Conservation	Green marketing
60	Electrical energy obtained from harnessing the wind with wind mills or wind turbines	**Wind energy**	Tidal Energy	Geothermal energy	Solar energy
61	_____ pollution refers to alteration of natural soil environment which may affect its physical chemical biological and ecological characteristics	Noise	**Soil**	Water	Air
62	_____ should not be dumped directly into the water but should undergo the process of treatment	**Sewage water**	Pathogens	Pesticides	Fertilizers
63	_____ is one of the causes of soil pollution	Crop rotation	**Salinity**	Industrial smoke	Genetic engineering
64	One of the sources of water pollution is _____	Tobacco smoke	**Industrial Discharge**	LPG	CNG
65	Wind Energy is _____ energy	**clean**	easy	slow	expensive
66	_____ gas occupies the greatest percentage of current atmosphere on Earth	Oxygen	Ozone	Carbon Dioxide	**Nitrogen**
67	Non - living resources are also known as _____ resources	Organic	**Inorganic**	Marine	Forest

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68	The term elixir of life is given to _____	Air	**Water**	Land	Forest
69	Longitude refers to the _____	Horizontal line	**Vertical line**	Maritime Location	Continental Location
70	The sequence of eating and being eaten in an ecosystem is called _____	**Food chain**	Carbon cycle	Hydrological cycle	Anthroposyste m
71	_____ is a man made cause of Air Pollution	**Thermal Power Plant**	Volcanic Eruptions	Forest Fires	Dust storms
72	Domestic waste consists of spoiled food waste papers plastic bags _____	Ash	**Vegetable waste**	Syringes	Compost
73	_____	Food pyramid	**Food web**	Food square	Food circle
74	_____	Forests	Water	Coast line	**Minerals**
75	An _____ pyramid is a graphical represntation to show biomass productivity at each trophic level	Abiotic	Biotic	Physical	**Ecological**
76	Ozone is mainly concentrated in the _____	Troposphere	Mesosphere	Lithosphere	**Stratosphere**
77	Which of the following is not an audit tool.	Reporting	Checklist	Interview	**Code of conduct**
78	Tourism that minimises negative impact on environment.	Alternative tourism	Adventure travel	**Responsible tourism**	Sustainable tourism
79	_____ locations are ideal for developing trading activities	Focal	**Portal**	Maritime Location	Continental Location
80	pollution	ash	dry leaves	wood	**fossil fuels**



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Question Bank
Subject: Business Planning & Entrepreneurship Management
Semester: III

1. Explain the concept of entrepreneurship development
2. What is the need for entrepreneurship development
3. Who is Entrepreneur? State the characteristics of entrepreneur.
4. Explain the qualities of an entrepreneur
5. Explain in brief the theories of entrepreneurship
6. Explain the innovation theory by Schumpeter
7. Explain the theory of high achievement by Mc Clelland.
8. Explain the X-Efficiency theory by Leibenstein.
9. Explain the theory of Profit by Knight
10. Explain the external influences on entrepreneurship development
11. Explain the role of entrepreneurial culture in entrepreneurial development
12. Explain the concept of Intrapreneur
13. Explain the development of Intrapreneurship
14. Explain the concept of women entrepreneur
15. State the problems faced by women entrepreneur
16. Trace the development of women entrepreneurs with reference to self Help Group
17. Discuss in detail the concept of Social entrepreneurship
18. Define NGO. State its features
19. Explain in detail the concept of EDP and the factors influencing EDP
20. What is Ancillarisation? State its advantages and disadvantages
21. What is franchising? State its features.
22. List down the advantages and disadvantages of Franchising.
23. What is BPO? State its features
24. Explain the advantages and disadvantages of BPO.
25. Explain the types of outsourcing
26. What is merger? State the different types of Merger?
27. What is acquisition? State the advantages and limitations.
28. What is creativity? State the types of Creativity
29. What are the qualities of a creative person?
30. Explain the creative process
31. What is innovation? State the types of innovation

32. Explain the elements in innovation process.
33. What are the skills needed for innovation?
34. What are the Do's and Don't's of innovation?
35. What are the essential three conditions of innovation?
36. What is business idea?
37. Explain opportunities through change
38. What are the sources of idea generation?
39. Explain the steps/stages in development of product/idea
40. What is environmental scanning? State its imoportance
41. What is SWOT analysis?
42. Explain the steps in creating an entrepreneurial venture.
43. Explain the elements of a business plan
44. What is Market analysis?
45. What is feasibility analysis?
46. What is sole trading concern? State its advantages and disadvantages
47. What is partnership concern? State the advantages and disadvantages.
48. What is Joint Stock Company? Explain the features of Joint stock company.
49. Write a detailed note on critical risk contingencies of the proposed scheduling and milestones
50. Explain the steps involved in starting of venture
51. Explain the institutional support to an entrepreneur
52. Explain the stages of venture funding
53. What are the requirements of a capital for a business unit?
54. What is fixed capital? Explain the features
55. What is working capital ? State its features
56. What are the factors determining fixed capital requirements?
57. What are the factors determining Working capital requirements?
58. Explain the sources of fixed capital
59. Explain the sources of working capital
60. What are the methods of marketing?
61. State the channels of Marketing.

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Advertising MCQS

1. **Advertising** is paid form of providing information through media.

   (Advertising, Publicity, Salesmanship, Sponsorship)

2. Positioning is an element of **IMC**. (IMC, Selling, Distribution, Demand)

3. Just dial services is a form of **direct** marketing.(direct, Indirect, Personal, Non personal)

4. Advertising helps to develop Brand **Image** (Image, Fatigue, Disrespect, Respect)

5. Trade mark was a form of advertising in **preprinting** stage.(preprinting, post printing, global, digital)

6. 1st American Ad. Agency was started by **Volney Palmer** (Volney Palmer, Philip Kotler, George O'Well, Peter Drucker)

7. 1st Indian Ad. Agency was **B. Dattaram** (S. Ayyangar, B. Dattaram, K. Mathur, H. Balsunder)

8. Printing Press was invented by **Gutenberg** (Gutenberg, Marconi, Baired, Kotler)

9. 1st Indian Newspaper was. **Bengal gazette** (Bengal gazette, Shimla Gazette, Darpan, Mashal)

10. 1st radio commercial was published in the year **1992**.

11. ABC was set up in India in the year, **1961** (1948. 1957, 1955, 1961)

12. **ASCI** is a self-regulatory body.(ABC, INS, IMRB,ASCI)

13. , **Product** is not an active participant in Advertising. (Media, Advertiser, Government, Product)

14. **introductory** stage is second stage in PLC .(Introductory, Growth, Maturity, decline)

15. **decline** stage is 4th stage in PLC(Introductory, Growth, maturity, decline)

16. Retentive advertising is released during **decline** stage PLC(***Introductory***, Growth, maturity, decline)

17. Primary advertising is for **Branded** product. (Branded, Unbranded, Fake, Harmful)

18. Buy today n save Rs. 200/ is an example of **Direct action** advertising.

(Direct action, indirect action, Primary, Secondary)

19. Car cards is **printed** form of advertising. (Indoor, outdoor, printed

20. Electronic advertising is also called **digital** advertising.(Broadcasting, digital, Audio, Conventional)

21. 1st Handbill was brought out by, **William Caxton** .(William Caxton, Gutenberg, Baired, Taylor)

22. Advertising is an element of **Promotion**, mix(Promotion, Product, Price, Place)

23. **Town criers** is ancient form of advertising.

(Town criers, Radio, Newspaper, TV)

24. **Brand Image** is the perception of the product in the mindset of customers.(Brand Image, Brand Positioning, Brand Equity, Brand Fatigue)

25. , **Institutional** advertising is done by trade associations or cooperative groups.

(Primary, Secondary, Institutional, Service)

26. Advertising is an element of **Promotion** –mix.(Promotion, Price, Place, Product)

27. **Advertising** refers to the paid form of non-personal presentation and promotion of ideas, goods and services by an identified sponsor. (Advertising, Publicity, Sponsorship, Personal selling)

28. Audience are **Buyers** (Sellers, Vendors, Buyers,Manufacturers)

29. **B. Dattaram & Company** is the oldest ad agency in India.

B. Dattaram & Company, S Minakshi & Co., P. Sawlaram & Co., ABC Co. ltd.)

30. **Bengal Gazette** is the first newspaper in India.(Bengal Gazette, Mumbai Gazette, Chennai Gazette, Gujarat Gazette)

31. Brand image is the **Perception** of the brand in the minds of target customers.(Perception, Goodwill, Look out, knowledge)



32. **Creativity** is the foundation of advertising. (Creativity, Media, Photographer, Art director)

33. Detailed information about the product can be given in **print** advertising.(print, TV, Radio, Poster)

34. **Direct-action** Advertising is undertaken to obtain immediate response of the target audience. (Direct-action, In direct action, Service, Product)

35. Antidrug campaign as an example of **Social** advertising. (Social, Product, Service, Institutional)

36. **Government** maintains transparency and keeps companies free from disputes. (IMC, Product, Service, **Government**)

37. IMC unifies all **marketing** communication tools. (marketing, personal, non-personal, mass)

38. Ad. Agency works on behalf of advertiser. (Ad. Agency, Media, Govt.,Company)

39. **Media** relations is the jest of Ad. Agency. (Media relations, Creativity, Productivity, Punctuality)

40. Art director is the head of **Creative**, department.(Creative, Media, Administrations, Contact)

41. Traffic dept. of Ad agency looks after **Schedule** .(Schedule, road traffic, signal system, creative work)

42. **Modular** agency provides services on piece meal basis. (Full service, Modular, Creative Boutique, Global)

43. Creative Boutique provides **Specialized** services.(Specialized, General, Normal, All)

44. **In house,** agency is a part of Advertiser's Organization. (In house, creative boutique, Local ,Mega)

45. Ad. Agency is the **Intermediary** ,between client and the media.(Intermediary, Client, Rival, Friend)

46. Mega agency is the result of **Global** of many agencies.(Mega, Local, Specialist, Global)

47. **In house** is the combination of Ad. agency and Ad. department (In house, Media buying, Creative boutique, Global agency)



48. (**Client turnover** means no. of clients who leaves an agency. And join another.

(Client turnover, Labour turnover, Creditor turnover, Debt. Turnover)

49. **A Full service** agency provides all services including marketing services(A Full service, Modular, specialist, Mega)

50. **B2B** agency is a type of agency working along with e commerce.

(Full service, B2B, In house, Mega)

51. **Commission** is a traditional method of paying compensation to Ad. agency.

(Commission, Charges, Cost plus system, Fees)

52. **Mutual trust** is the base of agency client relationship.(Mutual trust, Non transparency, Informal relations, Friendship)

53. Dissatisfaction is the main reason for **Client turnover**, .

(Getting Client , Client payment, Client turnover, Client relations)

54. **Referrals** is a mean of getting clients. (Referrals, Turnover, Budget, Investments)

55. **Creative pitch** is the presentation by Ad. Agency to a client.

(Creative pitch, Creative Brief, Creative Copy, Creative Layout)

56. Copy writers and Art directors should have mainly **conceptual** skills.

(Conceptual, Operative, Communication, Sress releasing)

57. **Visualization** refers to imaginative power advertiser.

(Client relations, Visualization, media connection, controlling Ad. agency)

58. **Production house** undertakes the job of editing, recording, dubbing etc.

(Production house, Ad. agency, Camera man, Art director, Copy writer)

59. **Animation** refers to computerized games, video technology etc.

(Animation, printing, Market research, Modelling)60. **Free lancing** refers to self-employment.(Free lancing, Copy writing, Creativity, managing Ad. agency)

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SYBMS Sem III

Advertising Question Bank

1. Evolution of Advertising,
2. Importance of advertising
3. Scope of advertising
4. Features of advertising
5. Benefits of advertising
6. Five M's of Advertising
7. Types of Advertising
8. Stimulus Theory
9. AIDA
10. Hierarchy Effects Model
11. Means – End Theory,
12. Social, cultural and Economic Impact of Advertising,
13. the impact of ads on Kids,
14. Women and Advertising
15. Ethics and Laws in Advertising
16. Public Service Advertising,
17. Corporate Advertising,
18. Advocacy Advertising
19. Advertising Planning process & Strategy
20. Brand Positioning (equity, image personality),
21. Integration of advertising with other communication tools
22. Role of Advertising in Marketing Mix
23. Elements of Promotion,
24. Role of Advertising in PLC
25. Functions of Advertising Agencies
26. structure of Advertising Agencies
27. types of Advertising Agencies
28. Selection criteria for Advertising agency
29. Maintaining Agency–client relationship
30. Agency Compensation.
31. definition and importance of creativity
32. creative process ,
33. types of advertising appeals –
34. role of source in ads and celebrities as source in Indian ads –
35. execution styles of presenting ads.
36. Role of different elements of ads
37. Creating the TV commercial
38. Creating Radio Commercial
39. Elements of Advertisement copy

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40. Principles of Copywriting for print,
41. Copywriting for OOH, OOH,
42. essentials of good copy,
43. Types of Copy,
44. Copy Research
45. Definition and Features of Advertising Budget,
46. Methods of Budgeting
47. Methods of Pretesting and Post-testing,
48. Concept testing v/s Copy testing
49. Rural and Urban Advertising,
50. Digital Advertising,
51. Content Marketing (Advertorials),
52. retail advertising,
53. Lifestyle advertising,
54. Ambush Advertising,
55. Global Advertising
56. Careers in Advertising : careers in Media and supporting firms,
57. Freelancing options for career in advertising,
58. role of Advertising Account Executives,

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Consumer Behavior MCQS

1. Buyer behavior plays a _____ in the present consumer-oriented marketing.
   A. Decisive role
   B. Insignificant role
   C. Passive role
   D. Negative role
2. Marketing activities are essentially for_____.
   A. Earning profit
   B. Exploiting consumer
   C. Satisfaction of consumer
   D. Self-pleasure
3. A customer is the most important_____ to trader's premises.
   A. Cheater
   B. Visitor
   C. Seller
   D. Exploiter
4. Consumer behavior is_____.
   A. Ever flexible
   B. Always stable
   C. Always rigid
   D. Always unfavorable to seller.
5. Consumer is like _____ in democracy.
   A. Voter
   B. Candidate

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C. Polling officer

D. Presiding officer

6. Institutional consumers make purchase in -_____.

A. Small quantities

B. Medium quantities

C. Large quantities

D. Uncertain quantities

7. Women in urban areas so shopping with_____.

A. Shyness

B. Fear

C. Pressure

D. Confidence and maturity

8. Need of status, power and affiliation are regarded as _____ needs.

A. Biogenic

B. Psychogenic

C. Hedonic

D. Utilitarian

9. The puzzle of buyer behavior is_____ to solve.

A. Easy

B. Not easy

C. Difficult

D. Impossible

10. Purchase decision is the _____ in the purchase decision-making process of a consumer.

A. First step

B. Last step

C. Middle step

D. Simplest step

11. In India rural consumers are _____ than urban consumers.

A. Less

B. More

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C. Substantially more

D. Marginally more

12. _____ factors that have been shown to effect consumer behavior.

A. Brand name, quality newness and complexity.

B. Advertising marketing, product and price

C. Outlets strategies, concept and brand name

D. Quality advertising product positioning and strategy

13. Which of the following is a situation in which consumer behavior occurs?

A. Communication situation

B. Purchase situation

C. Usage situation

D. A, B and C

14. _____ is the critical and final decision in consumer decision making process.

A. Purchase decision

B. Information research

C. Post purchase behavior

D. Usage situation

15. _____ is the corner of marketing strategy.

A. Consumer behavior

B. Consumer motive

C. Consumer purchasing capacity

D. Consumer desire

16. Primary needs include food _____.

A. Air and water

B. Medicines

C. Books

D. Television

17. Human needs are _____ along with socio-economic changes/development.

A. Decreasing

B. Increasing

C. Stable

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D. Changes fast

18. Motivation is a _____process.

A. Physical

B. Psychological

C. Social personal

19. Need hierarchy theory is given by_____.

A. Maslow

B. McClelland

C. Phillip Kotler

D. Edwin Filippo

20. When need is satisfied, it _____ act as a motivating factor.

A. Will

B. Will not

C. Will continue

D. Can

21. Maslow's theory has survived more because of its_____.

A. Simplicity

B. Aesthetics

C. Scientific validity

D. Mass appeal

22. Every person has his_____ personality.

A. Pleasing

B. Impressive

C. Unique

D. Average

23. Personality _____ change.

A. Can

B. Cannot

C. Will not

D. refuses

24. "AMUL BABY" or "GATTU" of Asian paints are examples of brand_____.

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A. Loyalty

B. Popularity

C. Personification

D. Attraction

25. Perception is a _____ process.

A. Physical

B. Social

C. Mental

D. Simple

26. Individual determinants of consumer behavior include learning personality and_____.

A. Motivation

B. Attitude

C. Self-concept

D. Likes and dislikes

27. A person's _____ consists of all the groups that have a direct or indirect influence on his/her attitudes or behavior

A. Subculture

B. Family

C. Social class

D. Reference group

28. Identify an economic circumstance that can greatly affect any product or brand choice.

A. Retirement

B. Values

C. Lifestyles

D. Borrowing power

29. Consumer often choose and use brands that have a brand personality consistent with how they are themselves also known as_____.

A. Actual self-concept

B. Ideal self-concept

C. Other self -concept

D. Prohibitive self-concept

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30. _____ portrays the "whole person" interacting with his or her environment.

A. Attitude

B. Personality

C. Lifestyle

D. Self-concept

31. At the top of Maslow's hierarchy of needs comes_____.

A. Esteem

B. Self-actualization

C. Social

D. Safety

32. Which of the following also includes a situation specific component?

A. Personality

B. Self-concept

C. Involvement

D. Demographics

33. Understanding of consumer needs and then develops a marketing mix to satisfy to satisfy these needs.

A. The marketing concepts

B. The strategic plan

C. The product influences

D. The price influences

34. Factors influencing attitude formation of an individual

A. Social factors

B. Economic factors

C. Political factors

D. Cultural factors

35. Attitudes are acquired through_____.

A. Observation

B. Learning

C. Copying

D. Behavior study

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36. _____ is the most important reference group.

A. Salesperson

B. Peer

C. Family

D. Child

37. Socialization is a _____ process.

A. Conscious

B. Non-conscious

C. Mental

D. Physical

38. _____are role model to the children.

A. Teachers

B. Parents

C. Neighbors

D. Ministers

39. _____ get rid of unwanted products.

A. Purchaser

B. Disposer

C. Initiator's

D. Innovators

40. Nuclear family has arisen from the breakup of _____.

A. Individual relations

B. Joint family

C. Social values

D. Cultural values.

41. Family is an _____ unit.

A. Economic

B. Ecology

C. United

D. Asset.

42. Social class is found in all _____ and society.

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A. Localities

B. Culture

C. Offices

D. Institutions.

43. _____ leader help to make right purchases.

A. Political

B. Social

C. Group

D. Opinion

44. Cultural supports_____.

A. Rituals

B. Ethics

C. Bargaining

D. Inquiry

45. Values are_____.

A. Resented

B. Acceptable

C. Desirable

D. Goals

46. Consumer _____ is high when product performance matches expectations.

A. Behavior

B. Spending

C. Satisfaction

D. Surplus

47. _____ class of buyers are star performers.

A. Top

B. Middle

C. Lower

D. Affluent

48. _____ can be normative reference group.

A. Neighbors

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B. Doctors

C. Students

D. Spouse

49. _____ refers to those small groups of culture that exists within the complex of big culture.

A. Culture

B. Sub-culture

C. Norms

D. Values

50. _____families pester power.

A. Joint

B. Nuclear

C. Traditional

D. Progressive

51. Liquidity cash is limited in _____.

A. Full nest -I

B. Full nest -II

C. Full nest -III

D. Bachelorhood

52. Social class is not a _____ entity.

A. Mobile

B. Recognized

C. Developed

D. Fixed

53. _____ groups are geographically scattered.

A. Reference

B. Virtual

C. Primary

D. Comparative

54. Marketers with target consumers on the basis of their_____ believe that they can influence purchase behavior by appealing to people's inner selves.

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A. Core value

B. Sophistication

C. Money constrains

D. Social class

55. Howard sheth model is a _____ theory.

A. Classified

B. Unified

C. Modern

D. Progressive

56. EBM model explains the _____ process of consumers.

A. Assessment

B. Mental

C. Decision making

D. Evaluation

57. Nicholas model established a relationship between marketing firm and _____.

A. Distributors

B. Sellers

C. Competitors

D. Consumers

58. Diffusion is a _____ process.

A. Micro

B. Macro

C. Physical

D. Buying

59. Modern social system readily accepts_____.

A. Offer

B. Promotion

C. Innovation

D. Discounts

60. Risks and uncertainty in the product allow down _____.

A. Adoption



B. Innovation

C. Rejection

D. Sale

61. Resistance to _____ is a normal consumer behavior.

A. Advertising

B. Internet

C. Change

D. Motivation

62. _____ readily accept new products.

A. Innovators

B. Laggards

C. Senior buyers

D. Silent buyers

63. Laggards are oriented to the _____.

A. Written message

B. Present situation

C. Past

D. Future

64. Innovation creates_____.

A. Value

B. Price

C. Revenue

D. Profile

65. In _____ response behavior buyers have well -defined choice criteria.

A. Extensive

B. Intensive

C. Limited

D. Routinized

66. _____ constructs deal with buyer's formation of concepts.

A. Hypothetical

B. Perception



C. Learning

D. Predisposition

67. _____ model favored communication with customers to change their outlook towards the product.

A. Howard-Seth

B. EBM

C. Nicosia

D. Maslow

68. Diffusion is the process by which an _____ is communicated.

A. Art

B. Inquiry

C. Insight

D. Innovation

69. Social system has _____ of members.

A. Heterogeneity

B. Homogeneity

C. Uniformity

D. Similarity

70. _____ can influence the opinion of other people.

A. Innovators

B. Early adopters

C. Early majority

D. Late majority

71. Consumer adoption process is _____.

A. Constant

B. Modifying

C. Ending

D. Uniform

72. Innovation and consumer behavior are_____.

A. Inter-related

B. Interdependent



C. Interdisciplinary

D. Interlocked

73. Decision making is the result of _____ process.

A. Physical

B. Psychological

C. Cognitive

D. Continuous

74. Electronic share trading was introduced by _____.

A. BSE

B. NSE

C. CSE

D. ASE

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Question Bank

Subject: Consumer Behaviour

Semester: III

Class: SYBMS

1. Define consumer behaviour. Discuss its features in detail
2. What is the importance of consumer behaviour?
3. Discuss in detail the features of consumer behaviour
4. What is diversity of consumers, discuss
5. What is consumer behaviour? Explain the importance of consumer behaviour study for marketers
6. Discuss the types of Consumers.
7. List down the features of Retail consumers
8. List down the features of Institutional or organizational consumers
9. Discuss in detail consumer involvement
10. Discuss the application of consumer behaviour knowledge in marketing
11. State the factors determining consumer behaviour
12. Write a note on profiling the consumer and understanding their needs
13. Discuss in detail various factors affecting buyer behaviour
14. Define Motivation. Discuss its characteristics
15. Define personality. Wat is the nature of Consumer personality?
16. Explain in detail freud's theory
17. What is neo-Freudian personality theory? Discuss it
18. What is trait theory? Which personality traits does it measure? Explain
19. What is brand personification? Elucidate in detail
20. Explain consumer materialism and Consumer ethnocentrism
21. What is self-Concept? Discuss it in detail
22. What is consumer perception? What are its elements?
23. What are the features of perception
24. Define attitude. What are its functions?
25. How are consumers attitudes formed and changed?
26. Define Consumer learning. What are the features
27. Write short notes on :
    a. Self-concept
    b. Consumer perception
    c. Learning
    d. Classical Conditioning

28. What is family? Discuss the different types of families
29. Write a note on family decision making
30. What are the factors affecting the need of the family? Discuss in detail
31. What is family life cycle? Discuss traditional family life cycle
32. Explain the features and types of social class?
33. Define groups? State its features?
34. Discuss the types of reference groups
35. Discuss various types of reference group appeal
36. Write a note on opinion leaders
37. Elucidate on in group versus out group influences
38. What is culture? State its characteristics
39. Discuss cultural influences on consumer behaviour
40. Discuss cultural and sub cultural influences on individual
41. What is diffusion process? Discuss its elements in detail
42. Elucidate various adopter categories
43. Discuss the stages in adoption process
44. State the features on online shopping
45. State the advantages and disadvantages of online shopping.

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Department of Management Studies

Class: SYBMS Semester III

Sub: Employee Relations & Welfare

Question Bank (Descriptive Questions)

Module 1

1. Define employee relations. Explain the characteristics of employee relations.
2. Discuss the scope of employee relations.
3. Explain the role of employee relations.
4. Define collective bargaining. Explain the features of collective bargaining.
5. Describe the importance of collective bargaining.
6. What are the various levels of collective bargaining?
7. Write a note on classification of collective bargaining.
8. Explain the various principles of collective bargaining.
9. What are the various causes for the failure of collective bargaining?
10. Describe the conditions for successful collective bargaining.
11. Explain the collective bargaining process.
12. Describe the various strategies of collective bargaining.
13. Write a note on recent trends in collective bargaining.

Module 2

1. Explain the need and importance of conflict management.
2. Define employee welfare. Explain the need and importance of employee welfare.
3. What are the various principles of employee/labour welfare?
4. Explain the various types of employee welfare.
5. Write a note on intra mural and extra mural welfare facilities.
6. Describe the various approaches to employee or labour welfare in India.

7. Discuss the various theories of employee welfare.
8. Discuss the historical development of employee/labour welfare in India.
9. Write a note on administration of welfare facilities.

Module 3

1. What are the various agencies for labour welfare in India?
2. Explain the need for women workers' welfare in India.
3. Discuss the various provisions of the Factories Act, 1948 applicable to women welfare.
4. Explain the need for healthy work environment.
5. Describe the various measures to create a healthy work environment.
6. Write a note on fatigue at work explaining its cause and consequences.
7. What is boredom at workplace? Explain the causes and solutions to reduce boredom.
8. Discuss the various social and physical hazards at workplace.
9. Write a note on hazard management.
10. Write a note on safety culture.
11. State the various causes of workplace accidents.

Module 4

1. What is employee grievance? Explain its features.
2. What is employee grievance? Explain the causes of employee grievance.
3. Discuss the consequences of employee grievance.
4. Describe the employee grievance handling procedure (Step ladder system and Open-door system).
5. Explain the role of industrial relationship manager in promoting and establishing peaceful employee relations.
6. Define workers' participation in management. Describe the characteristics of workers' participation in management.
7. Explain the various levels of workers' participation in management.
8. Describe the various forms/types of workers' participation in management.
9. State the benefits/advantages of workers' participation in management.
10. Write a note on Employee Stock Option Plan (ESOP).

Subject teacher



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Department of Management Studies
Question Bank

Class SYBMS
Semes III

Course : Employee Relations and Welfare
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	A conciliation officer is appointed by _____.	Management	Trade Unions	Government	Court
2	The ultimate remedy for settlement of trade disputes is _____.	Conciliation	Arbitration	Adjudication	Collective bargaining
3	_____ is essentially a process in which the employees act as a group in seeking to shape conditions and relationships in their employment.	Trade unions	Collective bargaining	Employee relations	Strike
4	_____ collective bargaining is finalised at the firm's level and is applicable to that very firm only.	Plant level	Industry level	National level	International level
5	_____ involves bargaining over distribution of surplus.	Distributive bargaining	Integrative bargaining	Attitudinal bargaining	Intra-organisational bargaining
6	_____ collective bargaining should be used when long - term relationships are important.	Distributive	Integrative	Attitudinal	Intra-organisational
7	_____ involves developing consensus within the group over any issue.	Integrative bargaining	Distributive bargaining	Attitudinal bargaining	Intra-organisational bargaining
8	_____ Welfare Activities are amenities within the boundaries of the establishment.	Intra Mural	Extra Mural	Organisational Welfare	Intra personal welfare
9	_____refers to the relationship shared among the employees in an organization.	Collective bargaining	Workers' participation	Employee relations	Quality circle
10	Concept of labour welfare has_____ coverage.	Narrow	Comprehensive	Restricted	regional

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11	_____ bargaining is competitive in approach and involves distribution of surplus.	Distributive bargaining	Integrative bargaining	Attitudinal bargaining	Intra organizational bargaining
12	In _____ bargaining, both parties collaborate to find a mutually satisfying solution.	Distributive bargaining	Integrative bargaining	Attitudinal bargaining	Intra organizational bargaining
13	The important causes for the failure of collective bargaining are :	Multiplicity of trade unions.	Non availability of factual data	Political interference	All of the above
14	Employee welfare is _____ in nature.	Fixed	Static	Dynamic	One time
15	Employee _____ refers to anything and everything done for the employees over and above payment of wages.	Turnover	Welfare	Unions	Negotiation
16	_____ is an organisation at the global level that is formed to promote and protect the interests of the workers.	World Bank	UN	SAARC	ILO
17	According to principle of responsibility, _____ is accountable for employee welfare.	Trade unions	Management	Society	Both employers and workers
18	According to _____ approach, the employers feel they are responsible for the moral and material well being of persons employed by them.	Paternalistic approach	Atomistic approach	Mechanistic approach	Humanistic approach
19	As per _____ approach, individual must be left as free as possible.	Paternalistic approach	Atomistic approach	Mechanistic approach	Humanistic approach
20	_____ approach believes that it is necessary to take a fresh and more sympathetic view of labour welfare.	Paternalistic approach	Atomistic approach	Mechanistic approach	Humanistic approach
21	According to _____ theory, welfare is a legal or statutory responsibility of the employer.	Policing	Philanthrophy	Trusteeship	Public Relations
22	Mahatma Gandhi was a strong advocate of the _____ theory of labour welfare activities.	Policing	Philanthrophy	Trusteeship	Public Relations
23	According to _____ theory, welfare activities are provided to create a good impression on the minds of the workers and the public.	Trusteeship	Public Relations	Functional	Social
24	_____ theory of labour welfare gives importance to the concept of atonement and Karma.	Philanthropic	Social	Religious	Policing
25	_____ approach gives importance to treating labour as a human element of production.	Paternalistic	Mechanistic	Humanistic	Atomistic
26	_____ is a form of mediation.	Standing orders	Conciliation	Collective bargaining	Strike
27	_____ consists of those provisions of welfare work which depends for its implementation on the coercive power of the organisation.	Voluntary	Statutory	Non-Statutory	Philanthrophic
28	The Principle of _____ emphasizes that the concept of labour welfare must spread throught the hierarchy of an organization.	Totality of Welfare	Integration	Integration	Efficiency



29	Principle of accountability is also known as principle of _____	Co-ordination	Timeliness	Repersonalisation	Evaluation
30	The welfare facilities provided outside the premises of establishments are called as _____ activities.	Intra Mural	Extra Mural	Circular	Compulsory
31	The objective and content of welfare measures is mainly _____	Humanitarian	economic	civic	All of the above
32	_____ approach is based on individualism and rationality concept.	Atomistic	Paternalistic	Mechanistic	Humanistic approach
33	Labour welfare enhances the _____ rate in the organization	attrition	Absentism	Retention	indiscipline
34	_____ approach was advocated by Elton Mayo.	Atomistic	Paternalistic	Mechanistic	Humanistic
35	_____ is a statement of intent, and is implemented as a procedure or protocol.	Code of conduct	Policy	Memorandum	Rule book
36	_____ is an example of intra mural welfare facility provided to employees	Crèches	Maternity benefit	Housing accomodation	Mediclaim
37	The interests of the employees are commonly presented by representatives of a _____ to which employees belong.	Trade Union	Company	Government	Self help group
38	According to _____ theory, employee welfare is the legal or statutory responsibility of the employer.	Public Relation	Philanthropic	Policing	Religious
39	Under _____ bargaining, all unions in the same organisation bargain simultaneously as a joint body to negotiate similar terms with the employer.	Pattern	Multi employer	Multi - Unit	Single unit
40	The law provides for the appointment of a _____ by the Government to conciliate between the parties to the industrial dispute.	Social worker	Conciliation officer	Adjudicator	Presiding Officer
41	The interest of the employees and the employers are _____.	Unrelated	Same	Interdependent	Independent
42	Employee relations are _____.	One dimentional	Two dimentional	Three dimentional	Multi dimentional
43	_____ is not one of the parties in employee relations.	Employers	Employees	Government	Investors
44	_____ is a procedure by which employers and a group of employees agree upon their conditions of work.	Discussion	Collective bargaining	Arbitration	Adjudication
45	Collective bargaining is a _____ process.	Bipartite	Tri-partite	single party	
46	_____ is one of the causes for the failure of collective bargaining.	Merger of the company	Few trade unions	Multiplicity of trade unions	Lack of interest in workers
47	In _____, a trade union gains new or superior entitlement from one employer and then uses that agreement as a precedent while negotiating with other organisations.	Pattern bargaining	Multi employer bargaining	Multi unit bargaining	Single unit
48	In India, majority of the workers are employed in _____ sector.	Organised	Formal	Informal	IT
49	_____ is a pioneer in providing welfare facilities to its workers.	Amazon	Tata Group	Walmart	General Electric

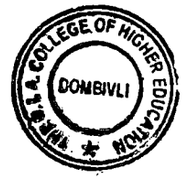
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50	According to _____ principle, it is the obligation of the employer and the industry to look after employee welfare.	Adequacy of wages	Efficiency	Social liability	Repersonalisation
51	_____ is an example of extra mural welfare scheme.	Maternity benefits	Creches	Drinking water	Occupational safety
52	Accoding to _____ theory, welfare facilities should be provided because they increase the efficiency of the workers.	Social theory	religious theory	Functional	Placating
53	Employee welfare _____.	Bossts employee morale	Improves industrial relations	Builds competitive edge	All of the above
54	Principle of _____ states that the development of human personity is the ultimate goal of providing industrial welfare.	Integration	Social liability	Impact on efficiency	Repersonalisation
55	_____ approach of labour welfare believes that workers belong to weaker social category and are in need of help and charity.	Paternalistic approach	Atomistic approach	Mechanistic approach	Humanistic approach
56	_____ approach emphasised on scientific and effective methods of production.	Paternalistic approach	Atomistic approach	Mechanistic approach	Humanistic approach
57	Concept of labour welfare is _____.	Static	Fixed	Flexible	Traditional
58	According to The Factories Act, 1948, Creches should be established in every factory having _____ or more workers.	10	30	50	100
59	_____refers to the number of people who are either employed or are actively looking for work.	Workforce	Labour turnover	Labour participation Rate	Employee Retention
60	Workers are not allowed to work for more than _____ hours without break.	5	8	3	10
61	Work environment includes _____.	Physical environment	Processes & procedures	Social interactions	All of the above
62	_____ Act empowers the Government to prohibit employment of women in dangerous operations.	Mines Act, 1952	Factories Act, 1948	Companies Act, 2013	Trade Unions Act, 1926
63	_____ is an aversive state characterised by dissatisfaction, restlessness, and weariness.	Fatigue	Boredom	Hazard	Disorder
64	_____ is an example of social hazard.	Cold or hot objects	Microwaves	Whole body vibration	Gambling
65	_____ is an example of physical hazard.	Impulse noise	Alcohol	Tobacco	Loan sharks
66	_____ refers to attitudes, behaviours , beliefs and values of workers, supervisors, managers and owners towards safety in the workplace.	Safety audit	Hazard audit	Safety culture	Wellness program
67	_____ is any discontent or dissatisfaction whether expressed or not, whether valid or not, arising out of anything connected with the company that an employee thinks, believes or even feels is unfair, unjust or inadequate.	Indiscipline	Disputes	Grievance	Lockout
68	_____ participation is the highest level of workers participation in management.	Information	Consultative	Associative	Decisive

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69	The grivance committee should give a solution or reply to the complaintant with _____ days.	2	5	7	10
70	_____ is the first or lowest level of workers' participation in management.	Decisive participation	Consultative participation	Associative participation	Information participation
71	The employment relationship is the legal link between _____ and _____.	employer, employee	manager, director	employee, shareholders	supervisor, management
72	_____ & _____ are two aspects of mutuality that are involved in the workplace.	mutual respect, mutual reliance	manager, director	employee, managers	supervisor, management
73	_____ political climate is essential condition for successful bargaining.	favourable	unfavourable	unstable	polite
74	_____ is a form of mediation.	standing orders	conciliation	collective bargaining	employee relation
75	The principle of 'one party's gain is another party's loss' is used in _____	single unit bargaining	parallel bargaining	distributive bargaining	Integrative bargaining
76	Factories act is applicable to factories with not less than _____ workers.	200	100	130	500
77	Mechanistic approach is _____ in nature.	Scientific	natural	artifical	political
78	The term _____ expresses any ideas, meanings and connotations, such as the state of wellbeing, health, happiness, prosperity and the development of humans resources.	Discipline	collective bargaining	labor welfare	CSR
79	The main aim of labor welfare is to make efforts to make life worth living for _____.	workmen	managers	supervisors	Management
80	_____ is a place between where babies of working mothers are taken care of.	Creches	washing facilities	Restrooms	Vestibule

Subject Teacher



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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBMS SEMESTER-III
Subject- BASICS OF FINANCIAL SERVICES

Unit 1

1. Elaborate the structure of the Indian financial system
2. What are the components of the Indian financial system
3. Who are the various financial intermediaries in the Indian financial system
4. What are the functions of the financial system
5. Elaborate the role of SEBI
6. Elaborate the role of RBI

Unit 2

1. What are the primary and secondary functions of a commercial bank
2. What are the different products that a commercial bank offers
3. What are the measures taken by RBI to ensure liquidity in banks
4. Concepts like:- Repo, Reverse repo, NPA,LAF, MSS, Call money, NPA classification, Capital adequacy
5. What are the features and functions of a development bank
6. Short notes on :- IFCI, IDBI, SIDBI, SFC, SIDC, EXIM

Unit 3

1. What are the characteristics of insurance
2. Concepts:- Underwriting, principle of indemnity, principle of causa proxima, principle of insurable interest, reinsurance, ULIP, Bankassurance
3. What is the need for insurance(functions)
4. What are the various types of life insurance products
5. Explain the marine/fire insurance claim settlement process

Unit 4

1. What are the advantages of investing in Mutual funds
2. What are the features of mutual fund
3. Elaborate the various types of mutual fund schemes
4. Elaborate the regulatory framework for mutual fund
5. Short notes:- Money market schemes, AMC, custodian,
6. How can you evaluate various mutual fund schemes



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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBMS-FINANCE Sem – III
Subject- BASICS OF FINANCIAL SERVICES

1)_____carries out a range of activities like portfolio management, project counselling and appraisal, handling interests and dividends.
a)Underwriter b)**Merchant Banker** c)Loan Syndicator d)Agent

2)_____instruments have the features of both equity and debt instruments.
a)Half and Half b)**Hybrid** c)Multiple Features d)None of the above

3)Only highly reputed blue chip companies are allowed to issue _____.
a) **Commercial Paper** b) Certificate of Deposit c) IPOs d) Equity Shares

4)_____is a place where banks, financial institutions and NBFCs provide short, medium and long term loans to corporate and individuals.
a)Forex Market b)Term Market c)**Credit Market** d)Cash Market

5)Indian Financial System Development is broadly categorized into _____phases.
a)Two b)**Three** c)Four d)Five

6)_____are private finance companies, chit funds etc. whose activities are not controlled by RBI.
a)Underwriter b)Merchant Banker c)Loan Syndicator d)**Indigenous Bankers**

7)The _____market deals with multi currency requirements.
a)Currency b)Trade c)**Foreign Exchange** d)Cash

8)_____is financial capital provided at an early-stage to high potential and high risk and growth startup companies.
a)Risk Capital b)**Venture Capital** c)Trade Capital d)Future Capital

9)_____refers to the promissory notes or finance bills issued by the Government for its short term finance requirements.
a) Commercial Paper b) Certificate of Deposit c) IPOs d) **Treasury Bill**

10)_____refers to a market for long term finance.
a)Cash Market b)Credit Market c)**Capital Market** d)Cash Credit Market

11)The Chief of the RBI is called as _____.
a) **Governor** b) Chief Executive Officer c) Presiding Officer d) Chief Governor

12)The Head Office of RBI is in _____.
a)Kolkatta b)Delhi c)**Mumbai** d)Banglore

13)Reserve Bank of India has _____Regional Offices and Branches.
a)30 b)**26** c)35 d)45

14)_____prescribes the conditions for issuer companies to raise capital from the public so as to protect the interest of the investors.
a)**SEBI** b)RBI c)IRDA d)ROC

15)IRDA stands for _____.
a)**Insurance Regulatory and Development Authority**
b)Insurance Regulations and Discussions Authority
c)Insurance Regulatory and Distributions Authority
d)None of the above

16)_____was set up by an Act of Parliament of India in April,1992 to protect investors.
a)**SEBI** b)RBI c)IRDA d)ROC

17)Reserve Bank of India was established on _____.
a)April 1,1933 b) April 1,1934 c) **April 1,1935** d) April 1,1936

18)The _____is an autonomous , statutory agency tasked with regulating and promoting the insurance and reinsurance industries in India.
a)SEBI b)RBI c)**IRDA** d)ROC

19)SEBI has eliminated the problems of Physical Certificates by shifting to _____.
a)**DEMAT** b)KEMAT c)CEMAT d)LEMAT

20)_____provide research and financial advisory services to companies.
a)Underwriter b)Depository c)Stock Exchange d)**Investment Banker**

21)A _____is one which receives money from those who want to save in the form of deposits and lends it to those who need it.
a)RBI b)**Bank** c)Mutual Fund d)Insurance Company

22)Commercial Bank can be Classified as _____&_____.
a)**Scheduled and Non Scheduled** b)Formal and Informal c)New and Old
d)None of the above

23)_____banks account for the second largest proportion i.e. about 44.6% of total institutional credit given in the country.
a)Commercial b)**Co-operative** c)Both d)None of the above

24)IDBI,SIDBI & IFCI are examples of _____Banks.
a)Commercial b)Co-operative c)**Development** d)Central



25)RBI's management has been entrusted to the _____boards.
a)Central b)Local c)**Both** d)None of the above

26)_____acting as Controller of Credit.
a)**Open Market Operation** b)Closed Market Operation c)Fixed Market Operation
d)Flexible Market Operation

27)_____Bank provide re-finance facility for export promotion.
a)**EXIM** b)NABARD c)SIDBI d)IDBI

28)_____has the Monopoly of Note Issue.
a)Central Government b)State Government c)**RBI** d)EXIM

29)---------Banks come under the Co-operative Society's Act,1912.
a)Commercial b)Central c)**Co-operative** d)Development

30)Inspection and Enquiry is _____function of RBI.
a)Traditional b)Promotional c)**Supervisory** d)None of the above

31)_____is most liquid asset of the bank.
a)**Cash** b)Stock c)Bills Receivable d)Bills Payable

32)_____was established in 1982 with a view to strengthen the agriculture finance.
a)EXIM b)**NABARD** c)SIDBI d)IDBI

33)Banks are required to have a minimum capital of ____to the risk weighted assets of the banks.
a)7% b)**8%** c)9% d)10%

34)_____liabilities which are not known in advance and are unforeseeable.
a)Current b)Fixed c)**Contingent** d)Quick

35)HSBC, CitiBank, Deutche are examples of _____Banks.
a)Indian b)**Foreign** c)Both d)None of the above

36)Generally, no interest is allowed on _____deposits.
a)Savings b)**Current** c)Fixed d)Recurring

37)_____deposits are repayable after certain fixed periods.
a)**Time** b)Current c)Quick d)Non quick

38)Cash Credit is a form of _____capital credit given to business firms.
a)Non Working b)**Working** c)Temporary d)Permanent

39)Credit Creation is one of the _____functions of the commercial bank.
a)**Primary** b)Secondary c)Tertiary d)None of the above



40)_____refers to a situation where assets are equal to or more than liabilities.

a)**Solvency** b)Insolvency c)Both d)None of the above



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Department of Management Studies

Class: TYBMS Semester VI

Sub: Conflict & Negotiation

Question Bank (Descriptive Questions)

Module 1

1. Define conflict. Explain the characteristics of conflict.
2. Describe briefly the transitions in conflict thought – Traditional view, Human Relations view and Inter-actionist view.
3. Explain the functional or positive aspects of conflicts.
4. Write a note on the dysfunctional or negative aspects of conflicts.
5. Write a note on the different stages in the process of conflict.
6. Explain the various levels of conflict.
7. What are the various benefits of conflict?
8. Write a note on the limitations of conflict.
9. Explain the outcomes or consequences of conflict.
10. Describe briefly the five belief domains of conflicts.
11. Explain the causes or sources of conflict.

Module 2

1. Explain the need and importance of conflict management.
2. Describe the various conflict management and resolution strategies.
3. Explain the various mechanisms available for the prevention of industrial conflicts.
4. Explain the following methods of settlement of conflicts – Mediation, Conciliation, Arbitration.
5. Explain in brief the role played by labour court, industrial tribunal and national tribunal in settlement of industrial conflicts.

Write short notes on the following:

6. Labour welfare officer
7. Tripartite and Bipartite bodies
8. Standing Orders
9. Grievance procedure
10. Collective bargaining.

Module 3

1. Explain the significance and need of negotiation.
2. Describe briefly the process of negotiation.
3. Discuss in brief the various factors affecting negotiation.
4. Write a note on challenges for an effective negotiation.
5. Explain the role of communication in negotiation.
6. Describe the role and importance of personality in negotiation.
7. Explain the significance of emotions in negotiation.
8. Explain the differences between integrative and distributive negotiation.
9. Discuss briefly the meaning and factors influencing cross-cultural negotiations.
10. Define culture and state the role played by culture in negotiation.
11. What are the different ways to resolve cross-cultural negotiations?
12. State the various factors influencing international negotiation.
13. Write a note on the various types of negotiations in corporates.

Module 4

1. Discuss briefly the role of mediator in negotiation.
2. What is conciliation? Explain the role played by conciliator.
3. Write a note on arbitration and the role of arbitrator in the arbitration process.
4. Write a note on consultation.
5. Describe the skills for effective negotiation.
6. Explain the need for ethics in negotiation.
7. Describe briefly the ethically ambiguous negotiation tactics.
8. Explain the influence of culture on negotiation.
9. What is 3D negotiation?
10. Discuss negotiation as an approach to manage conflicts.

Subject teacher



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Department of Management Studies
Question Bank

Class SYBMS

Semes IV

Course : Conflict & Negotiation

Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	According to _____ view, conflicts are natural and must be tolerated.	Human Relations	Market	Traditional	Inter - actionist
2	_____ view states that a minimum level of conflict is necessary for positive group performance.	Human Relations	Market	Traditional	Inter - actionist
3	According to _____ view, conflicts are destructive and must be avoided.	Human Relations	Market	Traditional	Inter - actionist
4	Conflict between A wing and B wing of a society over distribution of water is an example of _____ conflict.	Interpersonal	Intrapersonal	Inter group	Inter organisational
5	The conflict between the trade union and management of ABC Ltd is an example of _____ conflict.	Interpersonal	Intrapersonal	Inter group	Inter organisational
6	_____ refers to the belief in a person or a group of people that they are weak and can do little to protect themselves.	Vulnerability	Distrust	Injustice	Superiority
7	_____ refers to the belief in one group or an individual that they are superior and better thean others.	Vulnerability	Distrust	Injustice	Superiority
8	Under _____ belief domain, there is a shared perception of injustice towards group members.	Vulnerability	Distrust	Injustice	Superiority
9	No matter what I do, I cannot get what I want.' is an expression of _____ belief domain.	Vulnerability	Distrust	Injustice	Helplessness
10	_____ belief leads to the feeling of deservingness and entitlement.	Vulnerability	Distrust	Injustice	Superiority
11	_____ conflict takes place within an individual.	Interpersonal	Intrapersonal	Inter group	Intra group

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12	A _____ is a cluster of activities that others expect individuals to perform in their position.	Role	Function	Group	Team
13	The willingness of one party in a conflict to place the opponent's interest above his or her own is called as _____.	Accomodating	Competing	Compromising	Collaborating
14	Conflict is a _____ process consisting of a series of events.	Dynamic	Static	One time	Rare
15	_____ view encourages conflicts in organsiations.	Human Relations	Market	Traditional	Inter - actionist
16	Administrative and scientific view of business believe in _____ view of conflict.	Human Relations	Market	Traditional	Inter - actionist
17	Functional aspects of conflicts deal with _____ aspects of conflicts.	Positive	Negative	Neutral	None of the above
18	The conflict between the caption and coach of Indian cricket team is an example of _____ conflict.	Interpersonal	Intrapersonal	Inter group	Inter organisational
19	_____ is the first stage of conflict process.	Incompatibility	Intention	Behaviour	Outcome
20	_____ is defined as the appearance of difference, difference of opinions, of interests.	Negotiation	Argument	Conflict	Conference
21	1. Differences in values and opinions may lead to conflict. 2. Conflict is a dynamic process.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
22	_____ is an example of dysfunctional aspect of conflict.	Release of psychological tension	High employee turnover	High quality decisions	Group cohesiveness
23	In _____ outcomes, there is partial satisfaction of both parties.	Win-win	Win-lose	Lose-lose	Compromise
24	The word conflict is derived from the latin word 'conflictus', meaning _____.	Dispute	Collusion or clash	Conversation	Creativity
25	_____ are formal discussions between people who have difference of opinion.	Conflict	Argument	Negotiation	Settlement
26	_____ conflict management strategy consists of low assertiveness and low co-operation.	Avoiding	Accomodating	Competing	Compromising
27	_____ conflict management startegy follows the 'I lose/You win' principle.	Avoiding	Accomodating	Competing	Compromising
28	_____ conflict management strategy is high in assertiveness and low in co-operation.	Avoiding	Accomodating	Competing	Compromising
29	_____ conflict management startegy is utilised when both long term relationship and short term task is important.	Collaborating	Accomodating	Competing	Compromising



30	Which among the following are two dimensions that are required to understand the conflict handling intentions?	Assertiveness and Responsiveness	Cooperativeness and Effectiveness	Cooperativeness and Assertiveness	Assertiveness and Dominance
31	Indian Labour Conference meets _____ a year.	Once	Twice	Thrice	Four times
32	A works committee should be constituted in every factory with _____ or more employees.	50	100	500	1000
33	_____ regulate the conditions of employment from the stage of entry to the stage of exit in the organisation.	Adjudication	Standing Orders	Collective Bargaining	Grievance Redressal
34	A conciliation officer is appointed by _____ and enjoys the power of a civil court.	NGO	Trade Union	Management	Government
35	1. The Presiding Officer of the Industrial Tribunal should be a person of high integrity. 2. The Presiding Officer of the Court may for the purpose of enquiry, may enter the premises of the establishment.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
36	_____ conflicts arise due to differences in peoples values and personality.	Inter group	Inter organisational	Intra group	Inter personal
37	_____ helps in settlement of issues and prevention of industrial disputes.	Standing orders	Collective Bargaining	Lockouts	Demonstration
38	_____ techniques follows the rule – 'I win, you win'.	Collaborating	Competing	Avoiding	Competing
39	_____ is a form of alternative dispute resolution to resolve disputes outside of courts.	Training	Conciliation	Labour Court	Bargaining
40	_____ is the Gandhian method for settling industrial dispute.	Violent Protests	Court litigation	Voluntary Arbitration	Adjudication
41	The actual give and take consisting of offers and counter offers happens in _____ phase of negotiation process.	Closure	Preparation	Bargaining	Opening
42	_____ plays an important role in successful negotiation.	Qualification	Communication Skills	Climate	Political views
43	_____ negotiation is also called positional or hard bargaining negotiation.	Distributive	Integrative	Co-operative	None of the above
44	_____ refers to acceptance of authority differences between people.	Personal style	Communication	Power Distance	Uncertainty avoidance
45	_____ is an important factor affecting negotiation.	A. Place of meeting	B. Credibility	Both A & B	Neither A nor B
46	1. Criticism, sarcasm and derogatory remarks will lead to failure of negotiation. 2. A good negotiator is able to analyze the situation and respond accordingly.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.

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47	_____ may lead to unnecessary obstacles and failure of negotiation process.	A. Cultural Differences	B. Being too rigid	C. Good personal relationship	D. Both A & B.
48	_____ is defined as 'the type of person you are, shown by the way you behave, feel, and think.'	Attitude	Emotions	Interests	Personality
49	1. Negotiations must be done with clear and tension free mind. 2. Human beings are rational and not emotional in nature.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
50	_____ negotiation is based on mutual respect and tolerance.	Distributive	Competitive	Integrative	None of the above
51	1. Culture does not play any role in negotiation. 2. The place of meeting influences one's level of confidence.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
52	In _____ power distance cultures like USA, equality among people is given more importance.	High	Low	Moderate	Very high
53	_____ cultures are pragmatic, modest and believe that tradition needs to be changed as per current situation.	Short term orientation	Medium term orientation	Long term orientation	All of the above
54	Which of the following factors may affect international negotiations?	Political instability	International economics	Attitude about risk	All of the above
55	Negotiation between a worker and supervisor over quality of work is an example of _____.	Legal negotiation	Commercial negotiation	Political negotiation	Day to day workplace negotiation
56	A mediator plays the role of _____.	A. Convenor	B. Educator	C. Judge	D. Both A and B
57	As a _____ the conciliator places himself in the position of an alternative target when he feels that the parties are in an aggressive mood.	Discussion leader	Safety Valve	Communication link	Advisor
58	_____ is an important skill needed for effective negotiation.	A. Collaboration and teamwork	B. Emotional control	C. Aggressiveness	D. Both A and B.
59	_____ is a system of moral principles or values, and includes accepted principles of right and wrong.	Politics	Sociology	Psychology	Ethics
60	_____ means stating an intention to commit some action, but then not fulfilling that commitment.	Revoking the offer	Misrepresentation	Bluffing	Emotional manipulation
61	Which one of the following is an example of 'emotional manipulation' ?	Making an inflated opening offer.	Bribery	Bluffing	Faking anger and fear.



62	Which among the following represents the focus of 3D Negotiation?	Tactics, Deal design, Information	Value, Development; Skills	Value; Design; Set up	Tactics, Deal Design, Set up
63	Who are the two parties involved in collective bargaining process?	Management, Government	Government, Trade Union	Management, Trade Union	Ministry of Labour, Workers
64	The government can force the disputing parties to go for _____ arbitration.	Temporary	Compulsory	Optional	Voluntary
65	_____ is the last stage of conflict process.	Incompatibility	Intention	Behaviour	Outcome
66	_____ is defined as the appearance of difference or difference of opinions and interests.	Negotiation	Argument	Conflict	Conference
67	_____ is an example of dysfunctional aspect of conflict.	Release of psychological tension	High employee turnover	High quality decisions	Group cohesiveness
68	In _____ outcomes, there is partial satisfaction of both parties.	Win-win	Win-lose	Lose-lose	Compromise
69	Industrial tribunal has the same powers as that of a _____.	Police Commissioner	Supreme Court	High Court	Civil Court
70	_____ is an important skill needed for effective negotiation.	A. Active listening	B. Interpersonal Skills	C. Aggressiveness	D. Both A & B.
71	Conflict between members of Accounting team of an organisation is an example of _____ conflict.	Intra personal	Intra group	Inter organisational	None of the above
72	1. The memories of a good deed done in the past by the other party also acts as an influence on us. 2. Insincere promises and threats are acceptable and ethical tactics in negotiation.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
73	In mediation , the decisions are taken by _____.	The parties themselves.	The mediator	Judge	Presiding Officer
74	_____ refers to business etiquettes and rules that are to be followed during negotiation.	Law	Guidelines	Protocol	Policy
75	Which of the following describes how well people can cope with anxiety?	Indulgence & Restraint Index	Uncertainty avoidance index	Long term orientation index	Overlap of roles index
76	Priya believes that all Germans are highly intelligent and hard working. This is an example of _____.	Propaganda	Stereotyping	Cultural gap	Discrimination
77	1. The negotiation contract should be signed in the presence of both parties. 2. Emotions do not play a significant role in successful negotiation.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.

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78	_____ and _____ are important factors affecting the outcome of negotiation.	A. Communication skills	B. Authority	Both A & B.	Neither A nor B
79	The mediator is a _____ third party who tries to settle dispute between the parties.	Biased	Neutral	Influential	Popular
80	_____ are rules & regulations of the employer relating to day to day matters in employment.	Grievance redressal	Standing Orders	Judgements	Company values

Subject Teacher

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1. Ethical standards are dedicated by ____
    a. Regulation/ **Ethical norms**/ Religion/Competition
2. Basis for developing the system of morality and moral laws are _____
    a. Behaviour/ **Ethics**/Moral obligation/patriotism
3. Ethos means ____
   character/Truthfulness/humane/ **moral**/ misconduct
4. Ethics develop due to ____
   Fear/Science/ law/**reasoning**
5. Normative ethics means____
   Moral proposition/**practical means of determining a moral cause of action**/how the moral outcomes can be achieved/comparative ethics
6. Rules imposed on an employee in a company is _____
   Personal ethics/**Professional ethics**/ Normative ethics/ None of the above
7. The approach of business towards society can be studied by understanding the _____
   Ethics/Societal theory/ **Social contract Theory**/Business theory
8. 3C's of business ethics are_____
   competition ,creativity and compliance
   compliance ,contribution and consequence
    a. Compassion, contribution and capacity
    b. Capacity, compliance and creativity
9. Business organization are expected to create wealth by producing goods and services, generate income by creating employment opportunity and enhance social welfare.
   True
10. SEBI ensures that business entities behave in the interest of____
    stakeholder/employees/**Investors**/promoters
11. Which of the following is not one of the underlying principles of the corporate governance combined code of practice?
    i. Accountability
    ii. Openness
    iii. **Acceptability**
    iv. Integrity
12. Directors responsibilities are unlikely to include
    i. a duty to keep proper accounting records
    ii. a fiduciary duty
    iii. a duty to propose high dividends for shareholders
    iv. a duty of care
13. Fraudulent trading may be____

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i. a criminal offence committed only by directors of a limited company

ii. **a civil and a criminal offence committed by an employee**

iii. a civil and a criminal offence committed only by directors of a limited company

iv. a civil offence committed by an employee

14. Disqualification of directors may result from breaches under the

i. Health and Safety Act

ii. Financial Services Act

iii. Sale of Goods Act

iv. **Companies Act**

15. The concept of Corporate Social Responsibility originated in which time period?

i. 1920's and 1930's

ii. 19th Century

iii. 1980's and 1990's

iv. 1960's and 1970's

16. Who all are commonly referred as Corporate governance triangle

17. Customer, shareholder and management
Employee , Director and shareholder
None of the above

18. Sponsoring scholarship is ____
CSR/ Business ethics

19. Management follow and enforce strict best business practices
CSR/ **Business ethics**

20. Business draws its input from the society .**True**

21. Sachar Committee submitted its report during
1990/**1978**/1999/2011

22. Corporate governance means that company manages its business_____
and earn profit
in a manner that is accountable and responsible to the shareholder
does not follow the law of land
evades taxes

23. Corporate crime is defined as crime committed in the economic interest of criminal___ **False**

24. Tax compliance can also be ensured by effective tax planning **True**

25. Cadbury Committee on corporate governance was set up in
1992/1999/2004/1988



26. Incorporation of clause 49 in the listing agreement was as per the recommendation of
Narayan murthy committee
SEBI stipulation
Kumarmangalam Birla Committee
Adi godrej Committee

27. The audit committee should meet minimum of ____ times in a year. 3/4/6/No such stipulation

28. The politician behind the 2G scam ___
Narasinha Rao / **A Raja**/ Lalu Prasad Yadav/ Sam pitroda

29. Advertising is a subset of ___
Product/Pricing/Place/ **Promotion**

30. Over-promoting of unsolicited messages is often called as
Skimming/ **Spamming**/Public Bashing/ Opportunities

31. Depository services relate to _____

32. Banking/ Bond market/**Capital market**/Bullion market

33. Product, Price, place and promotion are collectively called_____

34. Product mix/**Marketing mix**/sales pitch/none of these

35. which of the following is not true with regard to unethical marketing.
Damage personal autonomy/causes harm to competitors/manipulate social values/ impact self- image/ **help to increase sales in long term.**

36. values inculcated in a person by family are
Individual factor/significant factor/opportunity factor/ none of these above

37. Advertising is a means to provide misinformation about product and services to consumer.
False

38. The fraudster behind satyam scam is
CR Bansali/Ketan Parekh/**Ramalinga Raju**/ Uday goyal

39. Financially motivates nonviolent crime committed by business and government professional is called
Corporate crime/ Organised crime/**White collar crime**/ All these

40. Which of the theory emphasis that organization has to fulfil the expectation of each stakeholder. Agency Theory/ Stewardship theory/ Shareholder theory/ **Stakeholder theory**



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1. What is ethics and what are the features of ethics?
2. What are the objectives and importance of ethics?
3. Ethics vs law vs morality?
4. What are the types of ethics?
5. What are features of business ethics?
6. What are the importance of business ethics?
7. What are the principles of business ethics?
8. Explain the relevance of 3 c's in ethics?
9. What role does government play to ensure compliance of ethics?
10. Elaborate with examples ethics issues in marketing and advertising?
11. Explain the code of ethics in finance/taxation?
12. Role of financial manager and what are his ideal traits?
13. Elaborate some types of corporate crimes?
14. List some of the corporate frauds that have occurred in India and what are the learnings from the same?
15. Role of SEBI in ensuring ethical standards?
16. What are some guidelines that ensure work place ethics?
17. What are the importance of work place ethics?
18. What is the importance of employee code of conduct?
19. What is the importance of ethical leadership?
20. What are the features of corporate governance?
21. What is the need for corporate governance?
22. What are the emerging trends in corporate governance in India?
23. Elaborate the Birla committee, Agency theory and Sterwardship theory of corporate governance?
24. Elaborate the regulatory frame work of corporate governance in india?
25. What are checks and balances on insider trading in India?
26. What is the need for CSR?
27. What are the key issues that organisation face while implementing CSR?
28. Write a note on SACHAR committee?
29. Role of business towards various groups?
30. What is social accounting and what are the objectives of social accounting?
31. Elaborate on the CSR initiatives taken by some organisations?
32. What are the ethical issues in international business?
33. What are the recent developments in CSR in India?

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SYBMS-Sem-4-Change Management-

Descriptive Question Bank

1. Explain the types of changes.
2. What are the causes of change management?
3. Explain Lewis process model.
4. Explain the expanded process model.
5. Discuss in brief Leavitt's model.
6. Explain the need of individual change.
7. Discuss the need of team change.
8. What is the importance of team change?
9. Explain the limitations of team change.
10. What is the positive impact to resistance to change?
11. Explain the sources of organisational resistance.
12. What is the negative impact to resistance to change?
13. Discuss the sources of individual resistance to change.
14. What are the ways to overcome resistance to change?
15. Explain the manifestations of resistance.
16. What are the ways in minimising resistance to change (RTC)?
17. Explain the six box model of RTC.
18. What are the OD interventions to overcome change?
19. Explain in detail team intervention.
20. Discuss the techniques of role analysis.
21. Write a note on coaching and mentoring.
22. Explain the T-group in brief.
23. What are the job expectation techniques?
24. What is behaviour modification?
25. What are the ways to manage role stress?
26. What are the qualities required for an effective change agent?
27. Discuss the role and functions of a change agent.
28. What are the three stages in implementing change successfully?
29. What are the determinants of successful change management?
30. Write a note on benefits of systematic approach to change.
31. Explain the phases for carrying out change.
32. What are the guidelines for consultant?
33. Suggest some tips for the clients.
34. Explain the classic skills for leaders.

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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBMS SEMESTER-IV
Subject- AUDITING

Unit 1

1. What is the types of financial statements
2. Who are the users of financial statements
3. What is the purpose of auditing
4. How is auditing different from accounting
5. Explain the limitations of auditing
6. What are the types of errors
7. What are the types of frauds
8. Explain the responsibility of auditor with respect to frauds
9. Explain the principles of auditing
10. What is interim audit and why is it important
11. What is concurrent audit

Unit 2

1. What factors would you consider while planning an audit
2. Explain the advantages of an audit program
3. Explain methods of work in auditing
4. Explain the meaning and objective of working paper
5. Explain the contents of the working paper
6. SN- Auditors Lein on working papers
7. Explain the structure of the audit notebook
8. Explain the importance of audit notebook

Unit 3

1. Test check vs routine check
2. How to design an audit sample
3. What is internal control and what are its advantages
4. SN- Internal check vs internal control
5. Internal audit vs statutory audit
6. Explain the usefulness on an internal audit
7. SN- Internal audit control checks for sales and purchase

Unit 4

1. SN- Voucher
2. Explain the elements and treatment of audit of expenses
3. SN- Audit of contingent liability
4. Explain the elements of audit of trademarks, assets, royalties etc



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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBMS-FINANCE
Subject- AUDITING

1)Manipulation of accounts is _____fraud.

(Employees, **Management**, Auditor, All of the above)

2)'Window Dressing' means showing _____picture.

(Correct, True, **Wrong,** None of the above)

3)The main objective of Window Dressing is_____.
a)to reduce tax liability b)**to mislead investors**
c)to understate profits d)to increase liabilities

4)Error means an _____mistake in financial statements.

(intentional, **Unintentional,** expected, None of the above)

5)The main objective of _____is to avoid or reduce the tax liability.(Window Dressing, **Secret Reserve,** Defalcation, None of the above)

6)Auditor may not be able to detect certain _____which are committed with malafide intentions.(**Frauds**, Errors, Corrections, None of the above)

7)Not making provision for outstanding expenses is an error of_____.

(Commission, Omission, **Principle**, None of the above)

8)Goods Purchased but not recorded in the purchase register is_____.
a)To reduce profits b)An error of omission
c)**An error of commission** d)Affect an agreement of Trial Balance

9)Secret Reserves are shown on _____.
a)Asset side of Balance sheet b)Credit side of Trading Account
c)Liabilities side of Balance sheet d)**None of the above**

10)_____is not an error of commission.
a)Mathematical Error b)Compensating Error

c)Posing Error d)None of the above

11)Manipulation of Accounts to show a better position is called as _____.
a)Secret Reserve b)**Window Dressing**
c)True and Fair View d)None of the above

12)After examination of records the auditor should address his report to the_____.(**Shareholders**, Board of Directors, Central Government, All of the above)

13)Auditor expresses his expert opinion through his_____.

(**Audit Report**, Audit Note, Audit Working Papers, None of the above)

14)The term 'General Purpose Financial Statements' never includes_____.

(Balance Sheet, Statement of Profit and Loss, **Statement by Chairman**)

15)Ownership of Audit Working Papers is with_____.

(Client, **Auditor**, Government, All of the above)

16)Working Papers are the property of the_____.
a)Client b)**Auditor**
c)Client and Auditor d)Equity Shareholders

17)Audit Programme should be_____.
a)Oral b)Rigid
c)**Flexible** d)Oral and Flexible

18)Audit Plan should be based on the knowledge of the _____.
a)Client's share capital b)**Client's Business**
c)Client's family d)Client's reputation

19)The main object of Audit is_____.
a) To ensure that Final Accounts are prepared.
b)Detection and Prevention of Frauds and Errors.
c)**Expression of an opinion on True and Fair View of Accounts.**
d)To ensure the future viability of the enterprise.

20)An Audit Programme must be prepared_____.
a)**Before commencement of an Audit** b)During the conduct of an Audit
c)After completion of an Audit d)After submission of an Audit Report

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21)Stock of goods on consignment should be valued at

a)Invoice Price b)Cost Price

c)**Cost of realizable value whichever is lower** d)None of the above

22)Telephone charges should be examine on the basis of _____.

a)Cash Mamo b)Agreement with Telephone Department

c)**Telephone Bill** d)All of the above

23)The Auditor examines Bill of Lading in order to vouch_____.

a)Sales within the state b)**Sales outside the country**

c)Sales outside the state d)All of the above

24)_____Asset, which is not subject to physical verification.

a)Cash b)**Debtors** c)Stock d)Furniture

25)Audit conclusion and Reporting is _____.

a)Advantage of Audit b)Limitation of Audit

c)Technique of Audit d)**Principle of Audit**

26)Closing Stock with consignee is to be shown as the asset of _____.

a)the Consignee b)**the Consignor** c)the Agent d) Consignee and Consignor

27)_____deals with Audit Sampling.

a)**SA 530** b)SA 400 C)SA 610 d)SA 510

28)The auditor will examine Bill of Entry in order to vouch _____.

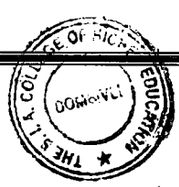
a)Local Purchases b)**Import Goods** c)Cash Purchases d)Export Goods

29)Debtors are values at _____
a)**Book Value** b)Decided by the customer
c)Realisable Value d)As per Articles of Association

30)Current File and Permanent File are together known as ___.
a)Audit Plan b)Audit Programme
c)**Audit Working Papers** d)None of the above

31)Internal Audit may be done _____.
a)To Prevent Errors b)To Prevent Frauds
c)To update accounting records d)**All of the above**

32)Repair of equipment debited to Equipment Account is an____.
a)Error of Commission b)**Error of Principle**



c)Error of Omission d)None of the above

33)The Auditor's Report gives an opinion on ____of the financial statements.
a)**'True and Fair View'** b)'True and Correct View'
c)Correctness d)None of the above
34)To select a sample for audit, the auditor should consider _____.
a) the size of the sample b) the volume of transaction
c)adequacy of internal control system d) **all of the above**

35)The Objective of internal control is to _____.
a) **Prevent Frauds** b) Prevent inefficiency
c) Improve Financial d) Select right people

36)Which of the following documents is not relevant for vouching of sales ____.
a) Daily Cash Sales summary b) Credit Memos
c)Delivery Challans d) **Sales Department Attendance Record**

37)_____method of selecting sample ensures that all items in the population have an equal chance of selection.
a) **Random Selection** b) Systematic Selection
c)Haphazard Selection d) None of the above

38)Auditing commences after _____.
a) Investigation is carried out b) **Accounting work is over**
c)The General Meeting is over d) None of the above

39)_____is an example of external documentary evidence.
a) Carbon Copies of Receipts b) Salary Sheets of Employees
c)Department Requisition Slips d) **Balance Confirmation Letters from Debtors**

40)When an auditor seeks information or explanation from others/employees of the client ,the process is known as _____.
a)**Inquiry** b)Observation c)Computation d)Analytical Review



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SYBMS SEM-IV
HR-Change Management
Objective Questions

Chapter 1
Introduction to Change

- **Select the correct answer from the options given below.**

1. Change is_____ phenomenon of organizational life.
   (**Continuous**, one time, alternate)
2. Change eliminates any adverse impact on_____.
   (**customers**, suppliers, distributors)
3. At the_____ level change is reflected in the development such as change in job assignment, physical movement to a different location and change in the maturity of a person that occurs over time.
   (**individual**, group, organisational)
4. _____groups can pose a major barrier to change because of the inherent strength they possess.
   (**Informal**, semi-formal, formal)
5. The understanding of change is important in facing challenges such as fears of_____.
   (**lay-offs**, demotion, downsizing)
6. _____means the degrees to which employees are free to manage them or are not accountable to others.
   (**Individual Autonomy**, integration, direction)
7. _____Change is systematically introduced by the management.
   (**Planned**, semi planned, unplanned)
8. The extent of differences present between individuals and departments and the way in which they are resolved is_____.
   (**conflict**, control, risk-taking)
9. _____play a very important role in organizational change.
   (**Political force**, technological change, market conditions)
10. _____Change is a change that is initiated by an organization.
    (**Proactive**, reactive, technological)

- **State whether following statement is True or False.**

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11. Change is an inseparable fundamental fact of life. **True**
12. Change of whatever form interfaces with two components which effectively constitute the corporate culture. **False**
13. Change is continuous phenomenon of organizational life. **True**
14. The goal of change management is to minimise the impact on productivity. **True**
15. Change is important in coping with emerging technological advancements in the society. **True**
16. Firm behaviour of the employees will maximize support and limit resistance for change. **True**
17. There is no competition between manufacturers and sellers in the market. **False**
18. Employees face ethical dilemma in their daily work lives. **True**
19. Chain sets off a sequence of supporting and relative changes which are called as Domino effect. **True**
20. Evolutionary change is gradual, incremental and specifically focused. **True**

Chapter-2
Implementation and Impact of Change

- **Select the correct answer from the options given below.**

21. All human beings react to change in a _____manner.
(**predictable**, unpredictable, semi predictable)
22. _____is a negative impact of change management.
(**mental stress**, new opportunities, increased efficiency)
23. plays a big role in running a successful organization.
(**Trust**, Skills, Self-interest)
24. The_____ stage of moving through change is to formalize the changes.
(**final**, middle, initial)
25. _____increases understanding of team decisions.
(**Communication**, Co-operation, Team work)
26. _____in a team may be more time consuming and tedious.
(**Coordination**, Cooperation, Differences of opinion)
27. _____shape their world through their perceptions.
(**Individuals**, Teams, Group)
28. Change can increase the efficiency of work processes, which can satisfy the as well as employees.
(**customers**, distributors, suppliers)

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29. Introduction of computers at LIC is an example of_____.
(**security**, habit, economic factors)
30. _____often interferes with the ability to adapt to change.
(**Ego**, Self-interest, Misunderstandings)

- **State whether following statement is True or False.**

31. Any organizational initiative that impacts how people do their jobs is only as successful as each employee makes the personal change. **True**
32. An individual accepts change model like ADKAR that provides the key building blocks for successful individual change thereby leading to successful organizational change. **True**
33. The ADKAR model can be used to diagnose employee resistance to change. **True**
34. Good change management training is essential for supporting leaders and managers to effectively drive change throughout their organizations. **True**
35. Teams contribute to the whole organization's success. **True**
36. An organization is just a bigger team often made up of smaller teams. **True**
37. A solid and effective team is made up of all these types of people; they need each other to keep the team in balance when dealing with change. **True**
38. In a team, if something goes wrong, it is difficult to hold an individual responsible for the same. **True**
39. The ability to embrace change can help employees in a business by creating new opportunities. **True**
40. The introduction of participative decision making or self-managed work teams is the kind of change that is threatening to the supervisors and middle managers. **True**

Chapter-3
Overcoming Resistance to Change

- **Select the correct answer from the options given below.**

41. Workers may feel that, with the introduction of new technology, their status will go down is a factor of resistance to change.
(**social**, economic technological)
42. _____cannot be recovered unless the assets and resources are put to productive use.
(**Sunk costs**, Low trusts, Resource constraints)
43. _____is the team spirit been so dampened that everyone is doing their own thing without much direction or purpose.

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(**Narcissism**, Low productivity, increased absenteeism)

44. Resistance to change is a_____ reaction.
(**normal**, special, regular)
45. The _____box model is a framework developed by the American analyst Marvin Weisbord to assess the functioning of organizations.
(**six**, five, four)
46. During_____firms can minimise resistance by communicating the need for new strategies, treating people who are let go with respect and kindness, letting key people know that the firm and the people will be around for a long time.
(**downsizing**, job rotation, lay-offs)
47. _____training takes place in an open environment, away from work place.
(**Sensitivity**, Grid, OD)
48. The broad goal of_____ is continuous improvement.
(**TQM**, QC, JIT)
49. _____ are small group of people who voluntarily meet on regular basis to identify and solve problems relating the quality of work they perform and the conditions on which people work on their jobs.
(**QC**,TQM, QWL)
50. Get together the right people are essential to _____ intervention.
(**team**, strategic, HRM)

- **State whether following statement is True or False.**

51. When the role of a person supporting his/her self-concept, then he/she feels self-role distance type of stress. **False**
52. When the role occupant feels that there are too expectations from him/her it leads to role overload. **True**
53. Stress is the response of people to the unreasonable excessive pressure or demands placed on them. **True**
54. The EFT technique is a study of communication; how people communicate with each other and with themselves, and how does that affect ones behaviour and reaction. **False**
55. CBT is a psychotherapeutic approach that addresses negative behaviours through a number of goal-oriented systematic procedures. **True**
56. Managing employee job expectations is critical to enhancing the success of his placement in the organisation. **True**
57. Learning derived from T-group vary for different individuals. **True**

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58. Mentoring programs help new employees adjust to the organizational structure and culture, which helps the business by bringing new hires up to speed. **True**
59. In Diagnostic Meetings the main purpose is to conduct a general etiquette of the performance of the group, to take the stock of "where we are going" and "how we are doing" and to identify the problems so that they can be worked on. **True**
60. The objectives of TQM are to minimizing mistakes in all operational areas. **True**

Chapter-4
Effective Implementation of Change

- **Select the correct answer from the options given below.**

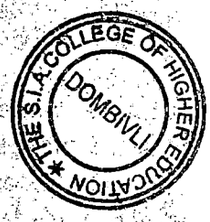
61. _____is the degree of closeness and similarity between the change agent and the client.
(**Homophility**, Authenticity, sensitivity)
62. _____refers to the amount of efforts put into the change process.
(**Energy**, Rewards, Synergy)
63. As a_____the change agent must be observant and possess analytical skills.
(**detective**, counsellor, expert)
64. The_____ stage of introducing any change, large or small, is to explain to Employees why it is important bring about the change and the benefits that are likely to occur due to the change.
(**first**, second, third)
65. _____must be compatible with the strategy of the organization.
(**Structural**, Management orientation, Environmental)
66. Better understanding of the current system is benefit.
(**short term**, intermediate, long term)
67. _____requires an understanding of the dynamics of change, and in any Organisation this dynamism is formidable
(**Coalition building**, management by exception, intellectual simulation)
68. Not all change is_____.
(**positive**, negative, neutral)
69. Timelines in employee client relationships are often influenced by factors.
(**external**, internal, both)
70. The_____ stage of introducing any change, large or small, is to explain to employees why it is important bring about the change and the benefits that are likely to occur due to the change.
(**first**, second, third)

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- **State whether following statement is True or False.**

71. Management by exception can not helps the leader to focus on all the problematic areas and find a solution to the same. **False**
72. Learning to persevere can be applied when the leader is facing difficulties to make complex deals so that he should not give up for. **True**
73. Managers can secure agreement to a particular method of change by several ways is second phase. **False**
74. Organizational documents such as strategic plans should be reviewed for consistency from time to time. **True**
75. Decreased access to services is a long term benefit. **False**
76. Careful monitoring of the entire change process is essential in order to be able to measure its impact and evaluate its success. **True**
77. Change agents must manage conflict by helping different parties see the view and understand the situation from the each other's point of view. **True**
78. Implementing change is a 'straightforward activities. **False**
79. Openness refers to the conceptual environment which is conducive to the development of respect and understanding for each other's ideas, needs and feelings. **True**
80. Linkage refers to the degree of collaboration between the change agent and the client. **True**



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SYBMS Sem IV

Integrated Marketing Communication Question Bank

1. Evolution of IMC, Reasons for Growth of IMC.
2. Promotional Tools for IMC
3. IMC planning process
4. Role of IMC in Marketing
5. Traditional and alternative Response Hierarchy Models
6. DAGMAR
7. Problems in setting objectives
8. Role of Advertising in IMC,
9. Advantages and Disadvantages
10. Types of Advertising
11. Types of Media used for advertising.
12. role of Sales Promotion as IMC tool,
13. Reasons for the growth Sales Promotion
14. Types of Sales Promotion,
15. Objectives of consumer and trade promotion,
16. strategies of consumer promotion and trade promotion
17. sales promotion campaign, evaluation of Sales Promotion campaign
18. Role of direct marketing in IMC,
19. Tools of Direct Marketing – direct mail, catalogues, direct response media, internet, telemarketing,
20. alternative media evaluation of effectiveness of direct marketing
21. Role of PR in IMC,
22. Advantages and Disadvantages of PR,
23. Types of PR, Tools of PR ,
24. Managing PR – Planning, implementation, evaluation and Research,
25. Essentials of good sponsorship,
26. event sponsorship, cause sponsorship
27. Role of Personal Selling in IMC,
28. advantages and disadvantages of Personal Selling,
29. Selling process,
30. Importance of Personal Selling
31. Evaluation process of IMC
32. Advertising tracking research
33. copy testing
34. Emotional reaction test
35. cognitive Neuro science
36. online evaluation,

37. Behavioural Evaluation – sales and response rate,
38. POPAI, Toll free numbers,
39. QR codes and facebook likes,
40. Test Markets
41. Purchase simulation tests
42. **Ethics and Marketing communication**
43. Internet & IMC,
44. Advertising on internet,
45. PR through Internet Banner,
46. Sales promotion on Internet,
47. direct marketing on internet.

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Question Bank
SYBMS
Strategic Cost Management

1)Marginal costing is a .....
A. Method of costing
B. Technique of costing
C. Process of costing
D. None of the above

2) **Contribution is known as .....**
A. Marginal income
B. Marginal cost
C. Gross profit
D. Net income

3) **Margin of safety may be improved by**
A. Increasing sales volume
B. Lowering variable cost
C. Lowering fixed cost
D. All of the above

4) **PV ratio may be improved by**
A. Increasing the sales price
B. Lowering variable cost
C. Lowering fixed cost
D. None of the above

5) For decision making purpose, which is more suitable to the management
A. Standard costing
B. Marginal costing
C. Absorption costing
D. Traditional costing

6) Increasing in selling price
A. Increase PV ratio
B. Decrease break even point
C. Increase margin of safety
D. None of the above

7) Marginal costing technique helps the management in deciding
A. Price of the product

B. Make or buy decision
C. To accepts fresh orders at low price
D. All of the above

8) Which of the following is true at breakeven point
A. Contribution = fixed cost
B. Sales = total cost
C. Sales curve cuts total cost line
D. All of the above

9) Activity-based costing:
A. Uses a plant-wide overhead rate to assign overhead
B. Is not expensive to implement
C. Typically applies overhead costs using direct labor-hours
D. Uses multiple activity rates

10) Assigning overhead using ABC often:
A. Shifts overhead costs from high-volume products to low-volume products
B. Shifts overhead costs from low-volume products to high-volume products
C. Provides the same results as traditional costing
D. Requires one predetermined overhead rate

11) Painting the product would be an example of which activity level groups
A. Facility-level activity
B. Product-level activity
C. Unit-level activity
D. Batch-level activity

12) Plant depreciation is an example of which activity-level group?
A. Unit-level activity
B. Facility-level activity
C. Batch-level activity
D. Product-level activity

13)Assume that a company produces two products in a manufacturing plant. One is a low volume specialty product that is produced on a demand pull basis, while the other is a high volume product that is produced on a push basis for inventory. A production volume based cost allocation system would tend to
A. Accurately reflect the product cost of the two products.
B. Overstate the product cost of the low volume product.
C. Understate the product cost of the low volume product.
D. Overstate the product cost of both products.

14) In the situation stated in the question above, the company's net income based on a production volume based system will tend to be _____ relative to net income based on an activity based costing system.
A. Overstated.
B. Understated.
C. Overstated for the low volume product and understated for the high volume product.
D. b and d.

15. Cooper and Kaplan recommend using which of the following as the basis, or denominator, when developing activity cost pool rates for activity based costing.
A. The maximum capacity for each activity.
B. The practical capacity for each activity.
C. The planned or budgeted for each activity.
D. The normal capacity for each activity.



16. Which of the following is not an argument for using a separate stand alone system for activity-based costing, i.e., rather than integrating ABC with the general ledger system used for GAAP?
A. GAAP product costs may be incorrect relative to ABC product costs
B. It is faster to develop.
C. It is less costly to develop.
D. Subjective information can be used that auditors might question

17. Which of the following arguments support integrating ABC with the general ledger systemused for GAAP, rather than using a separate stand alone ABC system?
A. Managers tend to prefer a single accounting system for product costing.
B. Two separate systems tend to be confusing for management.
C. Two separate systems tend to create redundant information and staff.
D. all of the above.

18. Which of the following types of characteristics tend to cause too little overhead costs to be charged to the product using traditional cost allocations?
A. a relatively small product.
B. a relatively low volume product.
C. a relatively simple product.
D. a and b.

19. Which audience was activity based costing originally designed to serve?
A. Users of external financial statements.
B. Front line managers who plan & control activities or processes on a daily basis.
C. Managers who make short term strategic decisions such as outsourcing.
D. Managers who make long term strategic decisions concerning investments.

20. company that uses a traditional two stage cost allocation approach is likely to do the following.
A. Overhead allocations to high volume products will tend to be overstated while overhead allocations to low volume products will tend to be understated.
B. Overhead allocations to high volume products will tend to be understated, while allocations to low volume products will tend to be overstated.
C. Overhead allocations to large products will tend to be understat

21) Activity based cost systems would probably provide the greatest benefits for organizations that use
A. Job order costing.
B. Process costing.
C. Historical costing
D. Standard costing.

22) When traditional production volume based overhead allocations are made, rather than activity based allocations,
A. The unit costs of high volume and large size products tend to be overstated, while the unit cost of low volume and small products tend to be understated.
B. The unit costs of high volume and large size products tend to be understated, while the unit cost of low volume and small products tend to be overstated.
C. The unit costs of high volume and small products tend to be overstated, while the unit costs of low volume and large products is understat

23) One characteristic of products that are mass-produced in a continuous production processis that
A. The products are identical or very similar in nature.
B. They are grouped in batches.
C. They are produced at the time an order is receiv

24) Conversion costs are the sum of:
A. Direct materials costs and direct labor costs
B. Indirect materials costs and indirect labor costs
C. Direct materials costs and overhead costs



D. Direct labor costs and overhead costs

25) Which is not a similarity between job order costing and process costing?
A. Methods of assigned costs
B. Tracking of direct materials, direct labor and manufacturing overhead
C. Accumulating journal entries
D. Flow of costs

26) A company makes a single product which it sells at ₹10 per unit. Fixed costs are ₹48,000 per month and the product has a contribution to sales ratio of 40%. In a period when actual sales were ₹1,40,000, the company's margin of safety in units was:
(A) 2000 (B) 3000 (C) 3500 (D) 4000

27) A company has the capacity of production of 80000 units and presently it sells 20000 units at ₹100 each. The demand is sensitive to selling price and it has been observed that every reduction of ₹10 in selling price the demand is doubled. What should be the target cost at full capacity it profit margin on sales is taken at 25%?
(A) ₹58 lakhs (B) ₹52 lakhs (C) ₹48 lakhs (D) ₹50 lakhs

28) The information relating to the direct material cost of a company is as follows: Standard price per unit ₹7.20 Actual quantity purchased in units 1600 Standard quantity allowed for actual production in units 1450 Material price variance on purchase (Favourable) ₹480 What is the actual purchase price per unit?
(A) ₹7.50 (B) ₹6.40 (C) ₹6.50 (D) ₹6.90 19.

29) Backflush costing is most likely to be used when:
(A) Management desires sequential tracking of costs (B) A Just-in-Time inventory philosophy has been adopted (C) The company carries significant amount of inventory (D) Actual production costs are debited to work-in-progress

30) The preparation and use of standard cost, their comparison with actual costs and the measurement and analysis of variances to originating causes is defined as:
(A) Marginal Costing (B) Standard Costing (C) Throughput Costing (D) Kaizen Costing

31) The following figures are extracted from the books of a company: Budgeted O/H ₹10,000 (Fixed ₹6,000, Variable ₹4,000) Budgeted Hours 2000 Actual O/H ₹10,400 (Fixed ₹6,100, Variable ₹4,300) Actual Hours 2100 Variable O/H cost variance and Fixed O/H cost variance will be:
(A) 100 (A) and 200 (A) (B) 100 (F) and 200 (F) (C) 100 (A) and 200 (F) (D) 200 (A) and 100 (F)

32). A company produces a product which is sold at a price of ₹80. Its Variable cost is ₹32. The company's Fixed cost is ₹11,52,000 p.a. The company operates at a margin of safety of 40%. The total sales of the company is:
(A) 4,000 units (B) 40,000 units (C) 30,000 units (D) 20,000 units

33). The P/V ratio of a firm dealing in Electrical equipment is 50% and the margin of safety is 40%. BEP of the firm at a sales volume of ₹50,00,000 will be (A) ₹25,00,000 (B) ₹35,00,000 (C) ₹30,00,000 (D) ₹36,00,000

34) When you wait until the manufacture of a product has been completed and then record all of the related issuances of inventory from stock that were required to create the product, it is called (A) Forensic Accounting (B) Back-flush Accounting (C) Tax Accounting (D) Lean Accounting

35) A company uses traditional standard costing system. The inspection and set-up costs are actually ₹1,760 against a budget of ₹2,000. ABC system is being implemented and accordingly the number of batches is identified as the cost driver for inspection and set up. The budgeted production is 10,000 units in batches of 1,000 units whereas actually 9,000 units were produced in 11 batches. The cost per batch under ABC system will be
(A) ₹160 (B) ₹200 (C) ₹180 (D) ₹220

36. A company has the capacity of production of 80,000 units and presently sells 20,000 units at ₹100 each. The demand is sensitive to selling price and it has been observed that with every reduction of ₹10 in selling price the demand is doubled. What should be the target cost at full capacity if profit margin on sale is taken as 25%?
(A) ₹75 (B) ₹90 (C) ₹60 (D) ₹25

37. If the direct labour cost is reduced by 20% with every doubling of output, what will be the cost of labour for the sixteenth unit produced as an approximate percentage of the cost of the first unit produced?
(A) 51.2% (B) 40.96% (C) 62% (C) None of these

38. A company determines its selling price by marking up variable costs 60%. In addition, the company uses frequent selling price mark down to stimulate sales. If the mark down average 10%, what is the company's contribution margin ratio?
(A) 30.6% (B) 44% (C) 86.4% (D) None of these

39. B Ltd. Has earned net profit of ₹1 lakh, and its overall P/V ratio and margin of safety are 25% and 50% respectively. What is the total fixed cost of the company?
(A) ₹2,50,000 (B) ₹2,00,000 (C) ₹3,00,000 (D) ₹1,00,000

40) In calculating the life cycle costs of a product, which of the following items would be included? A. Planning and concept design costs B. Preliminary and detailed design costs C. Testing costs D. Production costs E. Distribution costs
(A) All of the above (B) D and E (C) B, D and E (D) D

41) . By making and selling 9,000 units of a product, a company makes a profit of ₹10,000, whereas in the case of 7,000 units, it would lose ₹10,000 instead. The number of units to break-even is
(A) 7,500 units (B) 8,000 units (C) 7,750 units (D) 8,200 units

42) 1200 units of microchips are required to be sold to earn a profit of ₹1,06,000 in a monopoly market. The fixed cost for the period is ₹74,000. The contribution in the monopoly market is as high as 3/4th of its variable cost. Determine the target selling price per unit.
(A) 450 (B) 325 (C) 400 (D) 350 65.

43) An operation has a 90% learning curve and the first unit produced took 28 minutes. The labour cost is ₹20 per hour. How much should the second unit cost?
(A) ₹9.80 (B) ₹7.60 (C) ₹8.40 (D) ₹6.60

44. If project A has a net present value (NPV) of ₹30,00,000 and project B has an NPV of ₹50,00,000, what is the opportunity cost if project B is selected?
(A) ₹23,00,000 (B) ₹30,00,000 (C) ₹20,00,000 (D) ₹50,00,000

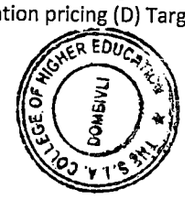
45) Which of the following is not a term normally used in value analysis?
(A) Resale value (B) Use value (C) Esteem value (D) Cost value

46) Which of the following is not suitable for a JIT production system?
(A) Batch production (B) Jobbing production (C) Process production (D) Service production

47) Which of the following is NOT a method of transfer pricing?
(A) Cost plus transfer price (B) Internal price transfer price (C) Market-based transfer price (D) Two part transfer price

48) When is market skimming pricing appropriate?
(A) If demand is very elastic (B) If the product is new and different (C) If there is little chance of achieving economies of scale (D) If demand is inelastic (E) If there is little competition and high barriers to entry

49) Which of the following is a recognised method of arriving at the selling price for the products of a business? (A) Life cycle pricing (B) Price skimming (C) Penetration pricing (D) Target costing



(A) (A) and (B) only (B) (A), (B) and (C) only (C) (B) and (C) only (D) (A), (C) and (D) only (E) (A), (B), (C) and (D)

50) What does FIFO mean?

A. Finished stock In Finished stock out
B. Fabrications Inward Fabrications Outward
C. Final Input Final Output
D. First In First Out

Question Bank

1) A product is sold at Rs.80 per unit, its variable cost is Rs.60. Fixed cost is Rs.6,00,000.
Compute the following:
   a) P/V Ratio
   b) Break Even Point
   c) Margin of Safety at a Sale of 50,000 units.
   d) At what Sale the producer will earn profit at 15% on sales?

2) A manufacturing concern which has adopted standard costing furnishes the following information:
   a) Standard Materials for 70 kg. finished products,100 kg.
   b) Standard price of material Rs.1 per kg.
   c) Actual output 2,10,000 kg.
   d) Actual material used 2,80,000 kg.
   e) Cost of material Rs.2,52,000
   Calculate Material usage variance, Material price variance & Material cost variance.

3) Z Ltd. produces and sales a single article at Rs.10 each. The marginal cost of production is Rs.6 each and fixed cost is Rs.400 per annum.
Calculate:
   a) P/V Ratio.
   b) The break even sales (in Rs. and Nos.)
   c) The sales to earn a Profit of Rs.500.
   d) Profit at sales of Rs.3,000.
   e) New breakeven point if sales price is reduced by 10%.
   f) Margin of safety at sales of Rs.1,500 &
   g) Selling price per unit if the breakeven point is reduced to 80 units.

4) For Producing 80 units of a Product 30 kg of material X and 20 kg of material Y is the standard requirement. Standard Price is Rs.6 per kg of X and Rs. 10 per kg of Y, 80 units were actually produced using 50 kg of Materials X purchased for Rs.200 and 10 kg of Materials Y purchased at Rs.8 per kg.
Compute Material Cost Variance, Material Price Variance & Material Usage Variance.

5) From the following particulars you are required to calculate:
   1) Profit Volume Ratio
   2) Break-even Point
   3) Profit when sale is Rs.2,00,000.
   4) Sales required to earn a profit of Rs.40,000.
   5) Margin of safety in the 2nd year.

Year	Sales Rs.	Profit Rs.
I	2,40,000	18,000
II	2,80,000	26,000

You may assume that the cost structure and selling prices remain constant in the two years.

6) The following information is gathered from the labour records of KT & Co.
   a. Payroll allocation for direct labour Rs.20,000.
   b. Time card analysis shows that 8,000 hours were worked on production lines.

c. Production reports for the period shows that 4,000 units have been completed each having standard labour time for 11/2 hours and standard labour rate Rs. 2 per hour.

Calculate Labour Rate Variance, Labour Cost Variance & Labour Efficiency Variance.

7) A company produces three products A, B and C for which standard costs and quantity per unit are as follows:

Product	A	B	C
Quantity produced	10,000	20,000	30,000
Direct Material per unit	50	40	30
Direct Labour per unit	30	40	50
Labour hours per unit	3	4	5
Machine hours per unit	4	4	7
No. of purchase requisition	1,200	1,800	2,000
No. of set ups	240	260	300

Production overheads paid by departments:- Department I – 11,00,000; Department II – 15,00,000

Department I is labour intensive & Department II is machine intensive.

Total labour hours in Department I	1,83,333
Total Machine hours in Department II	5,00,000
Production overhead split by activity Receiving/Inspecting	14,00,000
Production scheduling and machine set ups	12,00,000
No. of batches received/inspected	5,000
No. of batches for scheduling & set ups	800

You are required to prepare: **(i)** Product cost statement under traditional absorption costing and activity based costing. **(ii)** Compare the results under two methods.

8) ABC Ltd. produces large number of products including A & B. the product A is a complex product of which 1000 units are made and sold in each period. Product B is a simple product of which 20,000 units are made and sold in each period. The product A requires 1 direct labour hour to produce & Product B requires 0.6 direct labour hours to produce.
ABC Ltd. employs 12 salaried employees as supports staff and a direct labour force that works 4 lakhs direct labour hour per period. Overheads are Rs. 5 lakhs per period.The support staffs are engaged in three activities. 6 staff engaged in receiving 25,000 consignments of components per period. 3 staff engaged in receiving 10,000 consignments of raw material per period and 3 staff engaged in disbursing kits of components and materials for 5,000 production runs per period. Product A requires 200 component consignments, 50 raw materials consignments and 10 production runs per period.Product B requires 100 component consignments, 8 raw materials consignments & 5 production runs per period. You are required to: **(i)** Calculate overhead cost of the products A and B using traditional system of overheads absorption based on direct labour hours. **(ii)** Identify appropriate cost drivers and calculate the overhead cost of A and B using activity based costing.

9) XYZ Ltd. manufactures four products, namely A, B, C and D using the same plant and process. The following information relates to a production period:

Particulars	A	B	C	D
Output in Units	720	600	480	504
Cost per unit:	Rs.	Rs.	Rs.	Rs.

Direct Material	42	45	40	48
Direct Labour	10	9	7	8
Machine Hours per unit	4 hours	3 hours	2 hours	1 hour

The four products are similar and are usually produced in production runs of 24 units and sold in batches of 12 units. Using machine hour rate currently absorbs the production overheads. The total overheads incurred by the company for the period is as follows:

Particulars	Rs.
Machine operation and Maintenance cost	63,000
Set up costs	20,000
Store receiving	15,000
Inspection	12,000
Material handling and despatch	2,592

During the period the following cost drivers are to be used for the overhead cost:

Cost	Cost Driver
Set up cost	No. of Production runs
Store receiving	Requisition raised
Inspection	No. of Production runs
Material handling and despatch	Orders executed

It is also determined that:

Machine operation and maintenance cost should be apportioned between set-up cost, store receiving and inspection activity in 4:3:2.

Number of requisition raised on store is 50 for each product and the no. of order executed is 192, each order being for a batch of 12 of a product.

Required:

a) Calculate the total cost of each product, if all overhead costs are absorbed on machine hour rate basis.
b) Calculate the total cost of each product using ABC.
c) Comment briefly on differences disclosed between overhead traced by present system and those traced by ABC.

10) A company manufactures three types of products namely P, Q and R. The data relating to a period are as under:

Particulars	P	Q	R
Machine hours per unit	10	18	14
Direct labour hours per unit @ Rs. 20	4	12	8
Direct Material per unit (Rs.)	90	80	120
Production (units)	3,000	5,000	20,000

Currently the company uses traditional costing method and absorbs all production overheads on the basis of machine hours. The machine hour rate of overheads is Rs. 6 per hour. The company proposes to use activity based costing system and the activity analysis is as follows:

Particulars	P	Q	R

Batch size (units)	150	500	1,000
Number of purchase orders per batch	3	10	8
Number of inspections per batch	5	4	3

The total production overheads are analysed as under:

Particulars	
Machine set up costs	20%
Machine operation costs	30%
Inspection costs	40%
Material procurement related costs	10%

Required: (a) Calc the cost per unit of each product using traditional method of absorbing all production overheads on the basis of machine hours. (b) Calc the cost per unit of each product using ABC.

11) . Standard:
Material for 70 Kg. of finished goods : 100 Kgs.
Price of Materials : Re. 1 per Kg.
Actual:
Output : 2,10,000 Kgs.
Material used : 2,80,000 Kgs.
Cost of Material : Rs. 2,52,000
Calculate: (a) Material usage variance (b) Material price variance (c) Material cost variance

12) The standard cost card shows the following details relating to the materials needed to produce 1Kg. of groundnut oil:
Quantity of groundnut 3kg.
Price of groundnut Rs. 2.38 per kg.

Actual production data:
Production during a week 1,000 kgs.
Quantity used 3,500 kgs.
Price of groundnut Rs. 3 per kg.
Calculate all Material Variances.

13) From the following particulars, compute all Material variances:
Quantity of materials purchased 3,000 units
Value of materials purchased Rs. 9,000
Standard quantity of materials required per tonne of output 30 Units
Standard rate of Materials Rs. 2.50 per unit
Opening stock of Materials Nil
Closing stock of Materials 500 Units
Output during the period 80 tonnes

14) From the following, calculate Material Variances.
Quantity of material purchased 2,500 units
Value of material purchased Rs. 7,500
Standard quantity of material required for one ton of finished product 25 units
Standard rate of material Rs. 2 per unit
Finished Production 80 tons

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15) Standard mix for production of 'X':
Materials A : 60 tonnes @ Rs. 5 per tone
Materials B : 40 tonnes @ Rs. 10 per tone
Actual mixture being:
Material A : 80 tonnes @ Rs. 4 per tone
Material B : 70 tonnes @ Rs. 8 per tones
Calculate all Material variance.

16) Calculate Material Variances from following details:

Material	Standard Mix	Actual information
X	600 units at 15 paise per unit	640 units at 20 paise per unit
Y	800 units at 20 paise per unit	960 units at 15 paise per unit
Z	1,000 units at 25 paise per unit	840 units at 30 paise per unit

17) From the following information, compute Material Variances.

Material	Standard Mix for 100 kgs.	Actual information for 500 kgs.
Chemical X	30 kgs. @ Rs. 4.00 per kg	140 kgs. @ cost of Rs. 588
Chemical Y	40 kgs. @ Rs. 5.00 per kg	220 kgs. @ cost of Rs. 1,056
Chemical Z	80 kgs. @ Rs. 6.00 per kg	440 kgs. @ cost of Rs. 2,860

18) A furniture manufacturer uses sunmica tops for tables. From the following information, find out price variance, usage variance and cost variance:
Standard quantity of sunmica per table 4 sq. ft.
Standard price per sq.ft of sunmica Rs. 5.00
Actual production of tables 1,000
Sunmica actually used 4,300 sq. ft
Actual purchase price of sunmica per sq.ft. Rs. 5.50

19) The Ideal Alloy Co. Ltd. manufactures a single product, the Standard Mix of which is:
Material A 60% @ Rs. 20 per kg., Material B 40% @ Rs. 10 per kg.
Normal loss in production is 20% of input. Due to shortage of Material A, the standard mix was changed. Actual results for December 2002 were:

		Rs.
Material A	210 Kg. at Rs. 20	4,200
Material B	190 Kg. at Rs. 9	1,710
Input	400 Kg.	5,910
Loss	70 Kg.	-
Output	330 Kg.	5,910

10. The standard cost of a certain drug is :
40% of Material X at Rs.20 per lb.
60% of Material Y at Rs. 30 per lb.
Standard loss expected in production is 10%. In a certain period 90 lbs of material X at Rs. 18 per lb and 110lbsof material Y at Rs. 34 per lb were used. Good production realised was 182 lbs.
Calculate the different material variances.

20) From the following information relating to Super Ltd., you are required to find out Contribution, BEP (units), MOS & Profit:

Fixed costs	Rs. 4,500
Variable costs	Rs. 7,500
Sales	Rs. 15,000
Units sold	5,000 units

Also calculate the volume of sales to earn profits of Rs. 6,000.

21) Find out contribution & BEP sales if Budgeted Output is 80,000 units. Fixed Cost is Rs.4,00,000, Selling Price per unit is Rs.20. Variable Cost per unit is Rs.10.
(b) Find out Margin of safety, if profit is Rs.20,000 & PV Ratio is 40%.

22) From the following data, calculate: (i) Break-even point expressed in amount of sales in rupees. (ii) Number of units that must be sold to earn a profit of Rs.1,60,000 per year.

Selling price	Rs.20 per unit.
Variable manufacturing cost	Rs.11 per unit.
Variable selling cost	Rs.3 per unit.
Fixed factory overheads	Rs.5,40,000 per year.
Fixed selling cost	Rs.2,52,000 per year.

23) S Ltd. furnishes you the following information relating to the half year ending 30/9/2010.

	Rs.
Fixed expenses	50,000
Sales value	2,00,000
Profit	50,000

During the second half of the same year the company, has projected a loss of Rs.10,000. Calculate-

i) The P/V Ratio, break-even point & margin of safety for six months ending 30/9/2010.
ii) Expected sales volume for second half of the year assuming that selling price & fixed expenses remain unchanged in the second half year also.
iii) The break-even point & margin of safety for the whole year 2010-2011.

24) From the following information, you are required to **calculate:** (a) PV ratio (b) Fixed Cost, (c) Break-even sales volume, (d) Sales to earn a profit of Rs.3,000 & (e) Profit when sales are Rs.8,000.

	Sales (Rs.)	**Profit (Rs.)**
Period 1	10,000	2,000
Period 2	15,000	4,000

25) S. Ltd., a multi-product company, furnishes the following data relating to the year 2010.

	1st half of the year	**2nd half of the year**
Sales	45,000	50,000
Total Cost	40,000	43,000

Assuming that there are no changes in prices & variable costs & that the fixed expenses are incurred equally in the two half-year periods, **calculate for the year 2010:** (a) the profit-volume ratio, (b) the fixed expenses, (c) the break-even sales &, (d) the percentage of margin of safety to total sales.

26) The following figures are available from the records of Venus Enterprises as at 31st March:

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	2001 Rs. lakhs	2002 Rs. lakhs
Sales	150	200
Profit	30	50

Calculate: (a) The PV Ratio & total fixed expenses (b) The break-even level of sales (c) Sales required to earn a profit of Rs.90 lakhs, (d) Profit or loss that would arise if the sales were Rs.280 lakhs.

27) From the following particulars you are required to calculate:
(1) P/V ratio, (2) BEP, (3) Profit when sale is Rs. 2,00,000, (4) Sales required to earn a profit of Rs. 40,000 & (5) Margin of safety in the 2nd year.

Year	Sales (Rs.)	Profit (Rs.)
I	2,40,000	18,000
II	2,80,000	26,000

You may assume that the cost structure & selling prices remain constant in the two years.

28) A company sells its product at Rs.15 per unit. In a period if it produces & sells 8,000 units, it incurs a loss of Rs.5 per unit. If the volume is raised to 20,000 units it earns a profit of Rs.4 per unit. Calculate break-even point both in terms of rupees as well as in units.

29) The ratio of variable cost to sales is 70%. The break-even point occurs at 60% of the capacity sales. Find the capacity sales when fixed costs are Rs.90,000. Also compute profit at 75% of the capacity sales.

30) A company had incurred fixed expenses of Rs.2,25,000 with sales of Rs.7,50,000 & earned a profit of Rs.1,50,000 during the first half-year. In the second half-year, it suffered a loss Rs.75,000. Calculate: (i) The profit-volume ratio, break-even point & margin of safety of the first half-year. (ii) Expected sales-volume for the second half-year assuming that selling price & fixed expenses remained unchanged during the second half-year.

31) From the following data, Calculate
i. P/V ratio
ii. Profit when sake are Rs. 20,000
iii. New break-even point if selling price is reduced by 20%.

	Rs.
Fixed Expenses	4,000
Break even point	10,000

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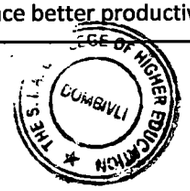
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Department of Management Studies
Question Bank

Class TYBMS **Course : Industrial Relations**
Semes V **Faculty: Tarun S. Kuckian**

Sr. No	Statement	A	B	C	D
1	_____ is an association of workers formed to protect and promote the interests of the workers.	Employers' Union	Trade Union	Political Party	Organisation
2	In India, a minimum of _____ workers can come together and form a TU.	5	7	10	50
3	_____ & _____ are the two main facets of industrial relations.	Bonus & wages	Profits & revenues	Conflict & co-operation	Trade union & Government
4	_____ is a process of negotiation between representatives of management & trade unions.	Strike	Lockdown	Mediation	Collective bargaining
5	Due to the government changing its approach from pro-labour to pro-business after LPG reforms in 1991, the bargaining power of the trade unions _____ .	Increased	Weakened	Remained the same	None of the above
6	An important factor affecting industrial relations is _____.	Philosophy of the management.	Leadership style	Organisation Structure	All of the above.
7	As per the latest amendment in maternity benefits act, the maternity leave has been increased from 12 weeks to _____ weeks.	15	20	26	30
8	_____ means transfer of ownership and management of enterprises from public sector to private sector.	Liberalisation	Privatisation	Globalisation	Nationalisation
9	A _____is a group of workers who do the same or similar work, who meet regularly to identify, analyze and solve work-related problems.	Trade Union	Workers participation	Quality Circle	Kaizen
10	_____ is not a cause of industrial dispute.	Non recognition of labour unions.	Misbehavior by supervisors.	Non payment of dividend.	Demand for increased benefits.

11	_____ disputes arises out of terms or conditions of employment.	Interest disputes	Grievance disputes	General disputes	Civil disputes
12	_____ is a cessation of work by a group of workers for the purpose of bringing pressure on their employer to accept their demands.	Strike	Lockout	Layoff	Retrenchment
13	In _____ type of strike, no previous intimation or notice is given.	Sympathetic strike	General strike	Symbolic strike	Lightening or wild cat strike
14	_____ refers to temporary suspension of the employees by the employer due to economic reasons.	Suspension	Lockout	Layoffs	Retrenchment
15	Under _____, workers are dissuaded from reporting for work by stationing certain men at the factory gates, displaying placards, signs, banners etc.	Gherao	Lockout	Picketing	Negotiation
16	In _____, the representatives of workers and employers are brought together before a third party with a view to persuading them to arrive at an agreement by mutual discussion.	Arbitration	Conciliation	Adjudication	Works committee
17	_____ is the ultimate remedy for industrial disputes.	Arbitration	Conciliation	Joint consultation	Adjudication
18	There are _____ labour laws in India.	Few	Multiple	Insufficient	Does not exist
19	_____ is an example of monetary cause of industrial dispute.	Working conditions	Indiscipline	Bonus	Work overload
20	_____ group has been a pioneer in providing various labour benefit measures to their employees like provident fund and maternity leaves in Inida.	Tata	Reliance	Amazon	Ruia
21	Industrial relations is a _____ concept.	Fixed	Outdated	Dynamic	Simple
22	In India _____ can pass legislations on labour.	State government	Central Govt.	Both Central and State Governments.	Local municipal body
23	_____ refers to removal or relaxation of governmental restrictions in all stages in industry.	Liberalisation	Globalisation	Privatisation	Industrial relations
24	The basic objective of industrial relations is to maintain healthy relations between	Seller-buyer	Agents - Dealer	Government-Civil society	Employers - Employees
25	_____ is an example of industrial democracy at work.	Contract workers	WPM	Suggestion schemes	Labour court
26	_____ refers to any productive activity in which a group of individuals are engaged.	Service	Factory	Industry	Business
27	Labour is a subject in _____ list in the Indian constitution where both the centrala nd state governments can amend and frame labour laws.	State list	Union List	Central List	Concurrent List
28	Good industrial relations result in increased _____ and hence better productivity.	Absenteeism	Efficiency	Conflict	Attrition



29	If the dispute is not settled by any other method, the government may refer it for _____	subordination	contemplation	Adjudication	Mediation
30	_____ is the ultimate weapon in the hands of the management to put pressure on the workers.	Strike	Layoff	Lockout	Retrenchment
31	Going on mass casual leave under a common understanding amounts to a _____	Lock out	Retrenchment	Strike	Grievance
32	A _____ strike is an unofficial strike i.e. a strike not permitted by the union.	Wildcat	super	Token	Wilddog
33	In India, the joint management council (JMC) came into existence due to the provisions in this regard made by the_____.	Industry Disputes Act	Factories Act	Industrial Policy Resolution,1956	Trade Union Act, 1928
34	The Counciliation Officers are appointed by the _____ by notice given in the Official Gazettee.	Management	Trade Union	Government	Shareholders
35	Even when workmen stop work, the relatinship of employers and employees is said to continue although in a state of _____ suspension.	permanent	temporary	casual	fixed
36	In _____ strike employees stop work in the support of the demands of workmen belonging to other employer.	Casual	Sympathetic	Stay in	Slow down
37	There should be no lock-out or strike without prior _____ .	notice	struggle	discussion	compensation
38	Discipline system should be _____ in nature	regressive	inward looking	progressive	Authoritarian
39	_____ disputes arise out of application or interpretation of existing agreements and contracts.	Interest disputes	Grievance disputes	Economic disputes	Managerial disputes
40	_____ means cessation of work by a group of workers for the purpose of bringing pressure on their employer to accept their demands.	Strike	Layoff	Lockout	Dispute
41	Managers should limit their _____ involvement in the disciplinary sessions.	mental	social	emotional	intellectual
42	In _____ strike, employees do not stop work but restrict the rate of output in an organised manner.	Hunger	Wild cat	Slow Down	Allout
43	A_____ may also be constituted with representative of workers and management.	Grievance committee	Decision Committee	Board of Directors	Audit committee
44	The grievance is taken to the departmental representative of the management who has to give an answer within ____ hours.	48	24	72	12
45	Participative management aims at ushering industrial _____.	Democracy	Monopoly	Bureaucracy	Dictatorship
46	Under _____ strike, workers resort to fasting near the workplace in order to demand the employer to rederess their grievances.	Sympathetic strike	Hunger Strike	Chain strike	Symbolic Strike
47	_____ has been the major economic reason causing industrial dispute.	Wages	Discipline	WPM	Discrimination
48	_____ which means price rise.	Recession	Depression	Inflation	Deflation

49	_____ means a strike by members of all or most of the unions in a region or an industry.	Special strike	General strike	Tool down strike	Special strike
50	A _____ is a temporary separation of the employee from his or her employer.	Strike	Lockout	Layoff	Retrenchment
51	_____ is the ultimate remedy for resolving an industial dispute.	Arbitration	Conciliation	Mediation	Adjudication
52	When workers do not leave their place of work, but stop work, they are said to be on _____ strike.	Hunger	SIt down	All out	General
53	_____ refers to permanent termination of the employees because of replacement of labour or closure of a department or lack of demand.	Termination	Suspension	Retrenchment	Layoff
54	Principle of '_____' is followed while retrenching employees.	First come, first go	Last come, first go	Last come, last go	Lottery method
55	In reternchment, compensation equivalent to _____ days average pay for every completed year of continuous service is given to the employees.	10	15	50	100
56	_____ means encircling the manager to criminally intimidate him to accept the demands of the workers.	Gherao	Picketing	Demonstration	Larceny
57	Gandhian method of settling industrial dispute gives importance to _____.	Adjudication	Labour Court	Strike	Voluntary Arbitration
58	_____ is any real or imaginary feeling of personal injustice which an employee has concerning his employment relationship.	Discipline	Dispute	Grievance	Negotiation
59	The hot stove analogy of administering discipline was given by _____.	Peter Drucker	Chanakya	Douglas McGregor	Alfred Marshall
60	The term '_____' means non-conformity to formal and informal rules and regulations.	Grievance	Indiscipline	Dispute	Penalty
61	Under _____ procedure of grievance redressal, employees are free to meet the top executives and get their grievances settled.	Step ladder	Open door	legal	open office
62	_____ refers to management methods used to enhance quality and productivity in business organisation.	Suggestion box	Quality circle	Total quality Management	Kaizen
63	_____ means employees partnership in the share capital of their own company.	Quality circle	Co-partnership	Joint stock company	Joint consultation
64	_____ strikes are symbolic and last only a day or two.	Token or protest	Lightenting	Hunger strike	All out strikes
65	The Industrial Disputes Act was implemented in year _____.	1947	1950	1955	1958
66	Role of HR department increased after _____.	Nationalisation	Independence	Liberalisation	Recession
67	Identify the major parties in industrial relations.	Workers	Employers	Government	All of the above.
68	Which of the following is not a characteristic of trade union?	Voluntary association	Common goal	Permanent body	Individual action
69	Employees join unions to fulfil their _____ needs.	Social	Economic	Esteem	all of the above.

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70	A person _____ is an adolescent as per the Factories Act, 1948.	who has completed 18 years of age.	Between 18 & 21 years	Completed 15 years but less than 18 years.	Less than 14 years
71	_____ is an association formed by workers to protect their interests, improve their working conditions.	Guild	Trade Union	Quality Circle	TQM
72	Trade unions grew in response to _____.	Globalisation	Industrialisation	Agriculture	Landlords
73	Trade unions may comprise of any association between, _____.	workmen and employers	workmen and workmen	employers and employers	All of the above.
74	Trade union is a _____ concept.	National	Local	Regional	Universal
75	One of the problems faced by Trade union movement in India is _____	Poor financial problem	Low membership	multipliciy of trade unions	all of the above.
76	Boycott and Gherao are examples of _____ functions of the trade unions.	Militant	Fraternal	Social	Legal
77	_____ unions aim for destroying existing economic system by revutionary means.	Political	Uplift/Friendly	Business	Anarchist
78	_____ union consists of only workers who operate machines and related system.	White collar	Blue Collar	Green Collar	Red Collar
79	Under _____, management and Union agree that the union would have sole responsibility & authority for recruitment of workers.	Closed shop	Union Shop	Open Shop	Agency Shop
80	Any person above the age of _____ years can become the member of the trade union.	12	15	18	21
81	_____ is the oldest Central trade union in India formed in 1920.	AITUC	INTUC	HMS	UTUC
82	In _____ bargaining is more co-operative where both parties collaborate to find a mutually satisfying solution.	Distributive bargaining	Integrative bargaining	Attitudinal restructuring	Intra unit bargaining.
83	Trade unions should play a _____ role.	Destructive	Difficult	Constructive	Radical
84	Annual leave has to be provided at the rate of 1 day for every _____ days of work.	10	15	20	30
85	In establishments having more than 1000 workers, wages should be paid within _____ days of the end of the wage period.	2	5	7	10
86	_____ Act was passed to ensure the health, safety and welfare of the workers.	Trade Unions Act, 1926	Factories Act, 1948	The Industrial (Standing Orders) Act	Minimum Wages Act
87	_____ deals with conditions of employment of workers in an industrial establishment.	Minimum wages Act	Industrial Standing Orders Act	ESIC Act	Payment of Gratuity Act
88	As per factories act, a safety officer has to be appointed, if there are _____ or more workers.	100	500	1000	5000
89	In _____, worker has to become a member of the union within a specified period of securing employment in an enterprise.	Union Shop	Closed Shop	Open Shop	Agency SHop

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90	Registration of a trade union is _____.	Compulsory	Not compulsory but desirable	Not compulsory and undesirable	Not possible
91	Total working hours incluidng overtime cannot exceed _____ hours in a week.	48	50	60	75
92	It is mandatory to have a works committee in every undertaking employing _____ or more workmen.	10	50	100	500
93	In reternchment, compensation equivalent to _____ days average pay for every completed year of continuous service is given to the employees.	10	15	20	100
94	Effective collective bargaining will bring about _____ between labour and management.	Co-operation	Control	Collection	Clearance
95	What is meant by the term 'collective bargaining'?				
	Option a : A process by which a union negotiates with suppliers for the provision of e.g. office furniture.				
	Option b: A process by which a union meets with another union to discuss recruitment.				
	Option c: A process by which a union recruits new members.				
	Option d: A process by which a union negotiates with an employer on behalf of its members on matters concerning the terms and conditions of employment				
96	According to the Factories Act of 1948, canteen should be provided in a factory, where more than _____ workers are employed.	50	100	250	500
97	Anyone above _____ years of age is an adult as per Factories Act, 1948.	14	15	18	21
98	Trade union is a relatively _____ association of workers.	Temorary	Casual	Permanent	Ancient
99	_____ is not an objective/concern of the trade union.	working conditions	Wages and salaries	Interest to investors	Steady employment
100	Protecting women workers against discrimination is an example of _____ function of the trade unions.	Militant	Fraternal	Social	Legal

Subject Teacher



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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Department of Management Studies

Class: TYBMS Semester V

Sub: Industrial Relations

Question Bank (Descriptive Questions)

Module 1

1. Define industrial relations. Explain the characteristics of good industrial relations system.
2. State the objectives of industrial relations.
3. Explain the principles of good industrial relations.
4. State the need and importance of industrial relations.
5. Explain the scope of industrial relations.
6. Write a note on major stakeholders in industrial relations.
7. Describe briefly the various factors affecting industrial relations.
8. Discuss the various issues and challenges facing industrial relations in India.
9. Discuss the essentials of good industrial system.
10. Explain the role of state, employers and union in industrial relations.
11. Discuss the impact of LPG reforms on Indian industry industrial relations in India.
12. Explain the evolution of industrial relations in India.
13. Write a note on changing dimensions of industrial relations in India.

Module 2

1. Define industrial disputes. Explain the causes of industrial disputes.
2. What are the various types/forms of industrial disputes?

3. Define strike. What are the various types of strike?
4. Write a note on lockouts.
5. Write notes on : a. Retrenchment b. Layoff
6. Explain the consequences of industrial disputes.
7. Describe the various methods of settling industrial disputes.
8. Write notes on : a. Conciliation, b. Arbitration, c. Adjudication.
9. Define employee discipline. Explain the determinants of employee discipline.
10. Explain the principles of employee discipline.
11. What are the various causes (internal & external) of employee indiscipline?
12. Write a note on employee disciplinary procedure.
13. Define employee grievance. Explain the causes of employee grievance.
14. State the various principles of handling grievances.
15. Write a note on the grievance redressal procedure in India.
16. What is workers' participation in management? What are the various types of WPM?
17. Explain the need and importance of workers' participation in management.

Module 3

1. Define trade union. Explain the nature or characteristics of trade union.
2. What are the various objectives of trade union?
3. Explain the role and importance of trade unions.
4. Describe the various problems faced by the trade unions in India.
5. What are the various functions of trade union?
6. What are the various types of trade unions?
7. Write a note on recognition of trade unions in India.
8. Explain the evolution/history of trade unions in India.
9. Write a note on Central Organisations of Trade Unions – INTUC, AITUC, HMS, UTUC.
10. Discuss the impact of globalisation on trade unions in India.
11. Define collective bargaining. Explain the characteristics of collective bargaining.
12. Explain the need and importance of collective bargaining.
13. Write a note on process of collective bargaining.
14. What are the various types of collective bargaining?
15. What are the pre-requisites of collective bargaining?
16. What are the various levels of collective bargaining?
17. Explain the causes of failure of collective bargaining in India.
18. State the principles of collective bargaining.

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Module 4

1. Explain the role of judiciary in industrial relations – Labour Court, Industrial Tribunal, National Tribunal.
2. Explain the various provisions of The Trade Unions Act, 1926.
3. Describe the various provisions of the Factories Act, 1948.
4. Write a note on the Minimum Wages Act, 1948.
5. Explain the provisions of The Industrial Employment (Standing orders) Act, 1946.
6. Describe the various provisions of The Industrial Disputes Act, 1948.

Subject teacher

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Department of Management Studies

Class: TY bms (Finance)

Subject : Investment Analysis and Portfolio Management **Semester : V**

Name of Teacher: Ranjana Mhalgi

Theory Question Bank

Unit 1

1) Explain the investment process in detail
2) What are the factors affecting the investment process
3) What are the various investment avenues to park surplus funds
4) Elaborate the various participants in the capital market
5) What is the role of investment banker
6) What are the different market indices and their role
7) What are the benefits of Depositary settlement
8) What are the advantages of online trading
9) Explain Investment Process
10) Investment vs Speculation vs Gambling
11) Explain Any 5 Investment Avenues.

Unit 2

1) What are the different types of risk
2) Numerically on Risk, SD, Variance, Co-efficient of variation, weighted returns, Beta

Unit 3

1) Explain the portfolio management process
2) What are the objectives of portfolio management
3) What are the approaches and principles for portfolio construction
4) What is fundamental and technical analysis (Fundamental vs technical)
5) What are the different types of charts and uses of them
6) Use of moving averages and oscillators
7) Numerical on ratios

Unit 4

1) Elaborate some theories on portfolio constructions
2) What is Security market line and what are the assumptions of the CAPM model
3) Numericals on CAPM and portfolio evaluation

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MCQS Question Bank

Subject : Investment Analysis and Portfolio Management

1. _____ is the employment of funds with the aim of getting return on it.
   a. Investment
   b. Risk
   c. Gambling
   d. All of the above
2. _____ is a reward for waiting for money.
   a. Investment
   b. Risk
   c. Gambling
   d. All of the above
3. _____refers to the loss of principal amount of an investment.
   a. Debt
   b. Risk
   c. Gambling
   d. Speculation
4. _____ refers to the expected rate of return from an investment.
   a. Investment
   b. Risk
   c. Return
   d. All of the above
5. _____refers to the protection of investor principal amount and expected rate of return.
   a. Investment
   b. Risk
   c. Safety
   d. All of the above
6. _____refers to an investment ready to convert into cash.
   a. Speculation
   b. Risk
   c. Liquidity
   d. All of the above
7. _____refers to buying and selling of securities in market.
   a. Liquidity
   b. Marketability
   c. Investment
   d. Speculation
8. _____refers to appreciation of investment.
   a. Liquidity
   b. Risk
   c. Capital growth
   d. All of the above
9. _____investment represent ownership in a running company.
   a. Debt

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9. _____investment represent ownership in a running company.
   a. Debt
   b. Equity
   c. Preference share
   d. All of the above
10. _____ are long term investment options with a fixed stream of cash flows depending on the quoted rate of interest .
   a. Debentures
   b. Equity
   c. Preference share
   d. All of the above
11. A _____ is a professionally managed investment scheme usually run by an asset management company that brings together a group of people and invest their money in stocks, bonds and other securities.
   a. Mutual fund
   b. Debt
   c. Equity
   d. All of the above
12. The _____ is a saving cum tax saving instrument in India introduced by the national saving institute of the ministry of finance in 1968.
   a. Mutual fund
   b. Bond
   c. NSC
   d. Public provident fund
13. _____ are the shares which are preferred over common or equity share in payment of surplus or dividend .
   a. Right shares
   b. Equity shares
   c. Preference shares
   d. All of the above
14. The _____ Account is the deposit scheme offered by the department of post on which fixed interest is paid.
   a. Post office savings
   b. Fixed deposit
   c. Current
   d. Savings
15. _____ refers to the unsecured deposits invited by companies from the public mainly to finance working capital needs.
   a. Public deposit
   b. Fixed deposit
   c. Current deposit
   d. Corporate deposit
16. A _____ is a interest bearing deposit bank product offered to corporate banking customers by banks and accredited financial institutions .
   a. Public deposit
   b. Fixed deposit
   c. Current deposit
   d. **Corporate deposit**
17. A _____ is an insurance plan where the premium paid is invested in equity, debt, or money market instrument.
   a. **ULIP** LIC Mutual funds All of the above

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18. Section ____ is the most widely used section for claiming income tax deductions .
    a. **80C**
    b. 70C
    c. 60C
    d. All of the above
19. The maximum deduction which can be claimed under sec80C is Rs _____.
    a. 100000
    b. **150000**
    c. 125000
    d. 75000
20. _____ investor is conservative .
    a. **Type A**
    b. Type B
    c. Type D
    d. All of the above
21. _____ investor is moderately conservative .
    a. Type A
    b. **Type B**
    c. Type D
    d. All of the above
22. _____ is an activity quite contrary to its literal meaning in which a person assumes high risk, often without regard for the safety of his invested principal to achieve large capital gains.
    a. Investment
    b. **Speculation**
    c. Gambling
    d. All of the above
23. _____ is the wagering of money or something of value on an event with an uncertain outcome with the primary intent of winning money or material goods.
    a. Investment
    b. Speculation
    c. **Gambling**
    d. All of the above
24. _____ is one attractive tax sheltered investment scheme for middle class and salaried persons.
    a. Mutual fund
    b. Bond
    c. NSC
    d. **Public provident fund**
25. A _____ is a type of debt instrument that is not secured by physical assets or collateral .
    a. **Debenture**
    b. Equity
    c. Preference share
    d. All of the above
26. _____ is an Indian government saving bond primarily used for small savings and income tax saving investments in India.
    a. **Mutual fund**
    b. **Bond**
    c. **NSC**
    d. **Public provident fund**
27. This type of risk is avoidable through proper diversification .
    a. Portfolio risk
    b. Systematic risk
    c. **Unsystematic risk** **d.total risk**

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28. A statistical measure of the degree to which two variable move together.
    a. Coefficient of variation
    b. Variance
    c. Covariance
    d. Certainly equivalent
29. An aggressive common stock would have a beta .
    a. Equal to zero
    b. Greater than one
    c. Equal to one
    d. Less than one
30. A line that describe the relationship between an individual security return and returns on the market portfolio.
    a. Characteristic line
    b. Security market line
    c. Capital market line
    d. Beta
31. According to the CAPM a security is expected return is equal to the risk free rate plus a premium.
    a. Equal to security beta
    b. Based on the security risk of the society
    c. Based on total risk of the security
    d. None of the above
32. The risk free security has a beta equal to, while the market portfolio beta is equal to.
    a. One and more than one
    b. Ones and less than one
    c. Zero and one
    d. Less than zero and more than zero
33. Carrie has a certainty equivalent to a risky gamble expected value that is less than the gamble expected value . Carrie shows
    a. Risk aversion
    b. Risk preference
    c. Risk indifference
    d. None of the above
34. Beta is slope of .
    a. The security market line
    b. The capital market line
    c. Characteristic line
    d. CAPM
35. A measure of risk per unit of expected return
    a. Standard deviation
    b. Coefficient of variation
    c. Correlation and coefficient
    d. Beta
36. The greater the beta the of the security involved
    a. Greater the unavoidable risk
    b. Greater the avoidable risk
    c. Less the unavoidable risk
    d. Less the avoidable risk
37. The oldest approach to common stock selection is .
    a. Fundamental analysis
    b. Technical analysis
    c. Random walk analysis
    d. Value analysis

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38. Technical analysis reflects the idea that stock prices :
    a. Move upward over time
    b. Move inversely over time
    c. Move in trends
    d. Move randomly

39. One of the most popular tools used by technical analysis is :
    a. P/E ratio
    b. Book-to-market-value ratio
    c. Moving averages
    d. Growth rate to dividends
    e. Both (i) and (ii)

40. A bar chart is used to illustrate :
    a. High, low and closing stock prices on a daily basis
    b. Reversal in the direction of stock prices without consideration of time
    c. High, low opening and closing prices on a daily basis
    d. Advances and declines of stock prices
    e. The candlestick line

41. According to the Dow Theory, daily fluctuations and secondary movements in the stock market are used to identify the :
    a. Primary trend
    b. Short-term trend
    c. Moving average
    d. Intermediate trend
    e. Seasonal patter n

42. Which of the following indicates a sell signal to technical analysts?
    a. The advance-decline line is rising in a falling market
    b. The amount of short selling done by specialists is high
    c. The resistance level is broken
    d. The majority of stock market newsletters are bearish
    e. Both (ii) and (iv)

43. Which of the following indicates a buy signal to technical analysts?
    a. The advance-decline line is falling in a rising market
    b. The support level is broken
    c. The stock breaks through the moving average line from below
    d. Both the Dow Jones industrial average and the Dow Jones transportation average are moving down
    e. Odd-lot buying exceeds odd-lot selling

44. When odd-lot selling exceeds odd-lot buying, this is considered a :
    a. Neutral signal
    b. Bullish signal
    c. Signal to switch from stock to bonds
    d. Bearish signal
    e. Bearish signal by some technical analysts and as a bullish signal by another technical analysts

45. When technical analysts say a stock has good relative strength, they mean the :
    a. Ratio of the price of the stock to a market index has trended upwards
    b. Recent trading volume in the stock has exceeded the normal trading volume
    c. Ratio of the price of the stock to a market index has trended downwards
    d. Total return on the stock has exceeded the total return on other stocks in the same industry
    e. Stock has performed well compared to other stocks in the same industry

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46. A basic assumption of technical analysis in contrast to fundamental analysis is that :
a. A technical analyst would evaluate the amount of short selling, the volume of trading, and the P/E ratio of a stock
b. A stocks price will approach its intrinsic value overtime
c. Security prices move in patterns, which repeat over long periods
d. Financial statements provide information crucial in valuing a stock
e. The stock market is inefficient

47. A resistance level is the price range at which technical analysts would expect the :
a. Demand of a stock to decrease substantially
b. Demand of a stock to increase substantially
c. Supply of a stock to increase substantially
d. Supply of a stock to decrease substantially
e. Both (ii) and (iv)

48. Which of the following terms represents an upper price limit for a stock, based on the quantity of willing sellers?
a. Support
b. Channel
c. Trend line
d. Resistance

49. The daily high prices represented on a candlestick chart by the :
a. Trend line
b. Channel
c. Real body
d. Shadow

50. The daily opening price is represented on a candlestick chart by the :
a. Trend line
b. Channel
c. Shadow
d. Real body

51. Which of the following do technical analysts believe is a lower bound on a stocks price?
a. Shadow
b. Moving average
c. Trend line
d. Resistance
e. Support

52. Which of the following is a sentiment indicator?
a. Trend line
b. Relative strength ratio
c. Advance-decline line
d. Odd-lot trading

53. Which of the following is a breadth?
a. Odd-lot trading
b. Advance-decline line
c. Put/call ratio
d. Channel



54. On which of the following does a hammer sometimes appear?
a. Candlestick chart
b. Moving average chart
c. Point-and-figure chart
d. Bar chart

55. The number of stocks hitting new 52-week highs is a(n) :
a. Primary trend indicator
b. Breadth indicator
c. Sentiment indicator
d. Intermediate trend indicator

56. Which type of chart includes daily high price, low price, opening price, and closing price?
a. Candlestick chart
b. Point-and-figure chart
c. Moving average chart
d. Bar chart

57. Which of the following contains the real body?
a. Candlestick chart
b. Point-and-figure chart
c. Bar chart
d. Moving average chart

58. Which type of chart has no time horizon?
a. Moving average chart
b. Point-and-figure chart
c. Candlestick chart
d. Bar chart

59. Which type of chart is formed using only closing price data?
a. Point-and-figure chart
b. Advance-decline chart
c. Candlestick chart
d. Bar chart

60. Which of the following is most closely associated with the terms "primary trend", "intermediate trend" and "short-term trend"?
a. Channel
b. Candlestick chart
c. Bar chart
d. Dow Theory

61. Which of the following is not breadth indicator?
a. Volume
b. New high/new low indicator
c. Odd-lot trading
d. Advance-decline line
e. Relative changes in trading volume

62. When technical analysts say that a stock has "good relative strength", they mean that

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a. **The recent trading volume in the stock has exceeded the normal trading volume**
b. **The total return on the stock has exceeded the total return on other stocks in the same industry**
c. **The ratio of the price of the stock to a market index has trended upward**
d. **The stock has performed well compared with other stocks in the same risk category as measured by beta**

63. Which of the following is not part of the bar chart?
a. **Opening price**
b. Closing price
c. High price
d. Low price
e. Both the third and fourth answers

64. Which of the following is not a part of the candlestick chart?
a. Shadows
b. Closing price
c. Real body
d. **Volume of trading**
e. Opening price

65. According to the Dow Theory, the primary trend represents a cycle lasting approximately :
a. To 3 ½ years
b. **To 4 ½ years**
c. To 12 months
d. 3 to 6 weeks
e. 3 to 6 months

66. Which of the following is not a basic tenet of the Dow Theory?
a. **The financial market has three distinct types of movements : the primary trend, the intermediate trend, and short-term trends**
b. **There is usually a positive relationship between a trend and the volume of shares traded**
c. **A bear market is established when the Dow Jones industrial Average is moving down**
d. **The intermediate trend has a duration of three weeks to six months**
e. **No additional information is needed for the stock market outside of data on stock indexes**

67. Which of the following is not part of technical analysis?
a. Put/call ratio
b. Support level
c. Trendline
d. Channels
e. **P/E ratio**

68. The opportunity line is the :

a. **Set of all portfolios with the same expected rate of return but different standard deviations**

b. Set of portfolios among which the investor is different

c. Set of investment opportunities made available by mixing a risky asset and a risk free asset

d. Set of investment opportunities made available by mixing two risky assets



69. Consider a graph with standard deviation on the horizontal axis and the expected return on the vertical axis. The line that connects the risk free rate and the optimal risky portfolio is called:

a. The security market line

b. The characteristics line

c. The capital market line

d. The indifference curve

70. Market risk is also called:

a. Unique risk and non-diversifiable risk

b. Non-diversifiable risk and systematic risk

c. Systematic risk and diversifiable risk

d. Systematic risk and unique risk

80. Suppose you estimate the characteristic line for stock X. You find that the standard deviation of X's error term is 7%, X's beta is 1.4 and the standard deviation of the market is 12%. What is the total standard deviation for Stock X ?

a. 19.0 %
b. 18.2 %
c. 30.5 %
d. 15.8 %
e. 23.8 %

81. The risk-free rate for the next year is 3% and the market risk is premium is expected to be 10%. The beta of Acme's stock is 1.5. If you believe that Acme's stock will actually return 18.2 % over the next year, then according to the CAPM you should:

a. **Buy the stock because it is under priced.**
b. sell the stock because it is underpriced
c. Sell the stock because it is overpriced
d. Be indifferent between buying and selling the stock
e. Buy the stock because it is overpriced

82. Which one of the following is true?

a. Alpha is the slope of the characteristic line
b. Alpha is the slope of the opportunity line
c. Beta is the slope of the capital market line
d. Beta is the slope of the security market line
e. **All of the above are false**

83. The market risk premium is 15% and the risk-free rate is 5%.The beta of Asset Dis 0.2. What is Asset D's expected returnUnder the CAPM?

a.20%
b. 30%
c. 7%
d. 3%
e. 8%



84. According to the CAPM, overpriced securities have:

a. Negative alphas
b. zero alphas
c. negative betas
d. Positive alphas
e. Zero betas

85. The beta of the risk-free asset is:

a. -1.0
b.2.0
c.1.0
d. 0
e.0.5

86.Stock A has a beta of 1.0 and very high unique risk. If the Expected return on the market is 20%, then according to the:

a.More than 20% because of Stock A's very high unique risk
b.At least 20% if the investor holds only Stock A
c. The answer cannot be found without knowing Stock A's correlation Or covariance with the market
d. Exactly 20

87.The beta of the market portfolio is:

a.0.5
b. 0
c. -1.0
d.1.0

88. If an asset's expected return plots above the security market Line, the asset is:

a. **Under priced**
b. Overpriced
c. Fairly priced
d. If it has an Unusually large amount of unique risk
e. Both the first and third answers

89.The market risk premium is the slope of
a. the capital market line
c. the Characteristic line
d. The opportunity line
e. the security market line

90. Capital asset pricing theory asserts that portfolio returns are best explained by:

a. specific risk
b. diversification
c. economic factors
d. systematic risk



91. The market portfolio has a beta of:

a. -1.0
b 2.0
c. 1.0
d.0.5

92. According to security market line, the expected return of any security is a function of

a. Total risk
b. systematic risk
c. Unsystematic risk
d. diversifiable risk
e. Unique risk

93. Accordingccording to the capital market line, the expected return of any

a. systematic risk
b. unsystematic risk
c. total risk
d. beta

94. Which of the following statements about the market portfolio is False?

a.The market portfolio contains both systematic and unsystematic risk
b.The market portfolio lies on the capital market line
c. The market portfolio lies on the security market line
d. The market portfolio includes all risky assets in the world
e. The market portfolio is on the efficient frontier

95. Fundamental analysis is a method of finding out the ____ price of a security

a. **Intrinsic**
b. Past
c. Recent
d. Market

96. When the fim takes advantage of borrowed funds to increase the ROI, it is termed as

a. Trading on equity
b. Over Capitalization
c. overtrading
d. Capital Gearing

97.Investors have to _____ review and revise their portfolios.

a. Regularly
b. Quarterly
c. Yearly
d. Daily

98.The primary purpose of investment is to _____

a. Gain
b. Loose
c. Win
d. Appreciation



100. According to CAPM, investors are ___

a. Risk averse

b. Risk Neutrals

c. Risk Takers

d. None of the above.

101. According to CAPM, the correct measure of risk is termed as _____

a. Business risk
b. Financial Risk
c. Beta-Coefficient
d. Systematic Risk

102. ____ is a money market security.

a. Debenture
b. Commercial paper
c. Gold and Silver
d. Mutual fund

103 Which of the following is a tax saving investment?

a. Gold
b. Post office monthly income scheme
c. Company Debentures
d NSC

104. ____ is a market where short term funds are borrowed and lent.

a. Money Market
b. Capital Market
c. Bank

105. _____ is a good investment alternative for high-tax paying investors
a. Equity shares
b. T-Bills
c. **PPF**

Subject Teacher

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The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBMS SEMESTER-V
Subject- FINANCE FOR HR PROFESSIONALS AND COMPENSATION MANAGEMENT

1)Explain Objectives of Compensation Plans.

2)Discuss Role of HR Professionals in Compensation Plans.

3)Explain Types of Compensation: Financial and non-financial and Factors Influencing Compensation.

4)Discuss Compensation Tools: Job based and Skill based.

5)Explain 3 Ps Compensation Concept.

6)Discuss factors Designing the Compensation System.

7)Discuss Incentive Plans .

8)Explain Factors contributing to Wage Differentials.

9)Discuss Wage Elements of a Good Wage Plan.

10)Explain Theories of Wages.

11)Discuss Compensation for Special Groups.

12)Explain Human Resource Accounting – Meaning, Features, Objectives .

13)Discuss Cafeteria approach – Features, Advantages and Disadvantages.

14)Discuss Legal Framework of Compensation in India.

15)Explain COBRA requirement.

16)Discuss Current Issues and Challenges in Compensation Management.

17)Explain Ethics in Compensation Management.

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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBMS-HRM Sem - V
Subject- FINANCE FOR HR PROFESSIONALS AND COMPENSATION MANAGEMENT

1)_____is a broad term pertaining to financial rewards received by persons through their employment relationship within an organization.

a)**Compensation** b)Salary c)Wages d)Finance

2)_____requires that the pay should be related to the relative worth of the job such that equal pay for equal work.

a)External Equity b)**Internal Equity** c)External Stability d)Internal Stability

3)_____is paid to the employees during festive seasons to motivate them.

a)Salary b)Increment c)**Bonus** d)Wages

4)The _____is fixed on the basis of the existing cost of living and it changes as the cost of living changes.

a)House Rent Allowance b)**Dearness Allowance** c)Conveyance Allowance d)All of the above

5)_____based compensation plan used skills as the basis of pay.

a)Behavior b)**Skills** c)Attitude d)Aptitude

6)There will be a shortage of labour if the demand _____its supply.

a)**exceeds** b)less c)reduces d)equal to

7)_____Allowance is a social security measure.

a)**House Rent Allowance** b)Dearness Allowance c)Conveyance Allowance d)All of the above

8)Bonus is _____Compensation.

a)**Direct** b)Indirect c)External d)Internal

9)_____is primary objective of Compensation.

a)**Equity** b)Non Equity c)Controlling Cost d)Non-Controlling Cost

10)Controlling Cost is _____ objective of Compensation.

a)Primary b)**Secondary** c)Tertiary d)Original

11)Pay for Performance is _____of rewards management.

a)Psychology b)**Philosophy** c)Sociology d)None of the above

12)The Minimum Wages Act,1948 provides _____ security to the employee.

a)Wages b)Salary c)**Income** d)Profit

13)Internal Equity refers to ___pay for the similar nature jobs.

a)More b)**Equal** c)Less d)Unequal

14)_____ratio identifies the present efficiency of the compensation schemes.

a)Income b)Wages c)Salary d)**Compensation**

15)Pay for position is _____of Compensation.

a)2Ps b)**3Ps** c)4Ps d)5Ps

16)_____Plan is the simplest and oldest type of incentive plan.

a)**Piecework** b)Group Incentive c)Incentives for Salespeople d)Merit Pay

17)_____standards are stated in terms of a standard number of minutes per unit or a standard number of units per hour.

a)Productivity b)**Production** c)Sales d)Incentives

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18)_____mostly rely on sales commission which may differ from organization to organization.

a)Agent Compensation b)Leader Compensation c)**Sales Compensation** d)Manager Compensation

19)Merit Pay is also called as _____.

a)**Merit Raise** b)Merit Incentive c)Merit Wages d)Merit Salary

20)In _____plan the most of the employees receive a share of the company's profits.

a)Piecework b)Group Incentive c)Incentives for Salespeople d)**Profit Sharing**

21)_____have a great economic and social significance.

a)**Wage Differentials** b)Wage Potential c)Wage Equality d)Wage Significance

22)_____=Wage Fund/Total Number of Workers

a)Wage Value b)Wage Ratio c)**Wage Rate** d)Wage Cut

23)Short Term Bonus can easily result in plus or minus adjustments of _____or more in total pay.

a)10% b)20% c)**25%** d)35%

24)_____Theory gives idea about Iron Law of Wages.

a)**Subsistence** b)Wage Fund c)Bargaining d)Marginal Productivity

25)Wage Fund Theory is developed by _____.

a)K.S.Mill b)**J.S.Mill** c)A.B.Mill c)N.K.Mill

26)Bargaining Theory came in the year _____.

a)1897 b)**1898** c)1899 d)1900

27)Employee Stock Option Plan gives sense of ____and commitment towards the company.

a)Employeeship b)**Ownership** c)Partnership d)Leadership

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28)_____Plan is developed in the 1973.

a)Combination b)Employee Stock Option c)**Scanlon** d)Commission

29)_____Theory is based on Demand and Supply of Labour.

a)Subsistence b)Wage Fund c)Bargaining d)**Marginal Productivity**

30)Wage Differentials should be in the ratio of _____.

a)30/70 and 40/60 b)20/80 and 30/70 c)**70/30 and 60/40** d)10/90 and 90/10

31)Commission Plan is related with _____performing sales people.

a)Low b)equal c)**high** d)All of the above

32)Leave Travel allowance is type of _____Compensation.

a)**Financial** b)Non -Financial c)Both d)None of the above

33)Insurance is type of _____compensation.

a)Financial b)**Non -Financial** c)Both d)None of the above

34)Labour Legislations is _____factor influencing compensation.

a)Internal b)**External** c)Direct d)Indirect

35)Job Requirements is _____ factor influencing compensation.

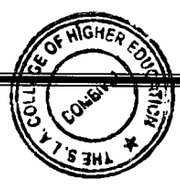
a)**Internal** b)External c)Direct d)Indirect

36)Salary Plan is a type of Incentives for _____.

a)Managers b)Directors c)**Salespeople** d)Employee

37)Occupational Differentials is type of _____Differentials.

a)Salary b)Profit c)Bonus d)**Wage**



38)Residual Claimant Theory is offered by _____.

a)Peter Drucker b)Henry Fayol c)John Davidson d)**Walker**

39)Bargaining Theory of Wages is developed by _____.

a)Peter Drucker b)Henry Fayol c)**John Davidson** d)Walker

40)As Per Factories Act,1948 mentions that no adult worker should be required to work in a factory for more than ___hours.

a)24 b)**48** c)12 d)18

41) _____are the persons whose work performance is central to the strategic success of the company.

a)Normal Groups b)**Special Groups** c)Abnormal Groups d)Distinct Groups

42) _____incentives can encourage the group members to behave and think as a team.

a)Individual Based b)Group Based c)**Team Based** d)None of the above

43) The _____is self-protective.

a)Employee b)Employer c)**CEO** d)All of the above

44) _____realise that they are paid only once when they accept overseas assignment which acts as a motivation to them.

a)**Expatriates** b)Repatriates c)Both d)None of the above

45) In _____approach the expert remuneration is linked to the salary structure in the host country.

a)Coming Rate b)**Going Rate** c)Running Rate d)None of the above

46) _____Compensation is the total rewards provided by the firm to the executives in the organisation.

a)Employees b)Employer c)Manager d)**Executives**

47) The _____is an important component of compensation package offered to executives.

a)**Basic Salary** b)Dearness Allowance c)Travelling Allowance d)House Rent Allowance

48) _____is a short term performance linked incentive scheme.

a)Monthly Business Plans b)**Annual Business Plans** c)Weekly Business Plans d)None of the above

49) _____are payable to top managers as recognition of their contribution to the organisations growth.

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a)Executive Salary b)Executive Bonus c)**Executive Perks** d)Executive Wages

50) The _____plays an important role in wage determination in India.

a)**Government** b)RBI c)Both d)None of the above

51) The Bonus shall be paid within a period of _____months from the close of the accounting year.

a)Six b)Seven c)**Eight** d)Nine

52) _____for the payment of wages is fixed under the law.

a)Cost b)**Time** c)Amount d)All of the above

53) _____is a lump sum payment made by the employer as a mark of recognition of the service rendered by the employee when he retires or leaves service.

a)Pension b)Provident Fund c)**Gratuity** d)Basic

54) The _____government has framed scheme called employee provident fund scheme.

a)State b)**Central** c)Both d)None of the above

55) _____shall include the cash value of any food concession allowed to an employee.

a)Basic b)**Dearness Allowance** c)House Rent Allowance d)Pension

56) Minimum_ _____years contribution service is required for entitlement to pension.

a)8 b)9 c)**10** d)11

57) _____are set up at regular intervals and function non-statutorily.

a)Wage Commission b)Salary Commission c)**Pay Commission** d)All of the above

58) The _____should be adequate both internally and externally.

a)Wage Structure b)Salary Structure c)**Pay Structure** d)All of the above

59)_____is a mandatory settlement of an industrial dispute by a labour court or a tribunal.
a)**Adjudication** b)Non adjudication c)Legal d)Illegal

60) _____acts as a tool to estimate the cost and value of the workforce.

a)DA b)**HRA** c)PF d)Basic



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Department of Management Studies

Class: TYBMS Semester V

Sub: Performance Management & Career Planning

Question Bank (Descriptive Questions)

Module 1

1. Define performance management. Explain the characteristics of performance management.
2. What are the various objectives of performance management?
3. Evaluate the need and importance of performance management.
4. Describe the various components of performance management.
5. Discuss the scope of performance management.
6. Analyse the evolution of performance management across different phases.
7. Explain the performance management process.
8. What are the pre-requisites of performance management?
9. Analyse the differences between performance management and performance appraisal.
10. Describe the various issues and challenges in performance management.
11. Discuss the role of technology in performance management.
12. State with examples the best practices in performance management.

Module 2

1. State the important steps in performance planning.
2. What are the various objectives of performance planning?
3. Discuss the steps for setting performance criteria.
4. Write a note on performance managing process.
5. Explain the concept of performance benchmarking.
6. Describe the characteristics and objectives of performance monitoring.

7. Explain the process/steps of performance monitoring.
8. Define performance appraisal. Explain briefly the various methods/approaches of performance appraisal.
9. Write a note on MBO.
10. Explain the strategies for effective implementation of performance management.
11. Should performance management be linked to compensation? Discuss.
12. Discuss in detail – High Performance Teams.

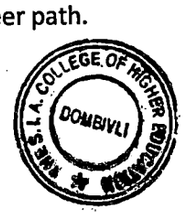
Module 3

1. Evaluate the role of ethics in performance management.
2. What are the various principles of ethical performance management?
3. Describe the various ethical issues and dilemmas in performance management.
4. Evaluate the significance of ethics in performance management.
5. Write a note on code of ethics in performance management.
6. How to build an ethical performance culture in an organisation?
7. Discuss the future implications of ethics in performance management.
8. Explain the causes and approaches to manage underperformance.
9. Describe in brief the need, advantages and limitations of retraining.
10. What is potential appraisal? What are the steps in potential appraisal? Explain the advantages and limitations of potential appraisal.
11. Write short notes on: a. Performance Related Pay b. Competence Related Pay c. Team Based Pay d. Contribution Related Pay.
12. Write a note on Electronic Performance Monitoring.

Module 4

1. Define career planning. Explain the benefits, advantages and limitations of career planning.
2. Discuss the objectives of career planning.
3. Write a note on steps in career planning.
4. Explain the factors affecting individual career planning.
5. Describe the role of mentor in career planning.
6. Explain the characteristics of mentoring.
7. What are the requisites of effective career planning?
8. Write a note on career development initiatives.
9. Discuss the role of employer and employee in career development.
10. Discuss the role of technology in career planning and development.
11. Write short notes on : a. Pyramidal Career Model b. Obsolescence Career Model c. Japanese Career Model
12. Explain new organisational structures with reference to – a. Broadbanding b. Spiral/Cross organisational career path.

Subject teacher



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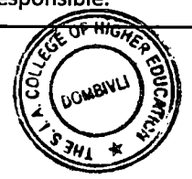
Department of Management Studies
Question Bank

Class TYBMS
Semes V

Course :Performance Management and Career Planning
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	Performance appraisal evaluates _____ aspects of job performance.	Qualitative	Quantitative	Both qualitative & quantitative.	Neither qualitative nor quantitative
2	_____ is considered as the oldest and simplest method of performance appraisal.	Essay method	Critical incident method	Graphic rating scales	Ranking method
3	The concept of MBO was popularized by _____.	Peter Drucker	F. W. Taylor	Henri Fayol	Henry Ford
4	The important objectives of performance planning are as follows:	Communication	Encourage employees to improve performance	Development of individuals	All of the above
5	The performance _____ provides the basis for managing performance throughout the year and for guiding improvement and development activities.	Agreement	Review	Feedback	Rating
6	Performance criteria should be determined at the _____ of the performance period.	Beginning	Middle	End	None of the above
7	_____defines the job profile for the employee and enable them to have better clarity of their role.	Ratings	KRAs (Key Result Areas)	Benchmarks	Feedback
8	_____ can be defined as the formal assessment and rating of individuals by their managers at, usually an annual review meeting.	Performance Appraisal	Planning	MBO	360 Degree appraisal

9	Performance management is a _____ oriented process.	Past	Present	Future	Historic
10	One of the challenges faced in successful implementation of performance management is that_____ may not have the necessary skills	Top management	Line Managers	Employees	Technical staff
11	_____feedback is uncomfortable for both manager & the employee.	Positive	Negative	Neutral	Honest
12	In _____ effect, while rating employees, heavier weightage to given to latest or new events – good or bad.	Primacy	Recency	Halo	Contrast
13	Under _____effect, information about individual obtained first gets highest weightage.	Primacy	Recency	Central Tendency	Leniency
14	_____ is the tendency for an impression created in one area to influence the opinion in another area while rating employees.	Halo effect	Contrast error	Bias effect	Central tendency effect.
15	Performance management is a _____ process of planning and monitoring performance and feedback.	Ongoing	Fixed	One time	Rare
16	Performance management is _____ in nature.	Transactional	Fixed	Developmental	Historic
17	_____ is an essential part of the performance management process.	Selection	Teamwork	Feedback	Recruitment
18	Performance management includes _____ employees to discuss their performance concerns.	Poaching	Reprimanding	Coaching	Terminating
19	_____ means regularly measuring and recording performance and providing continuous feedback to employees.	Monitoring	Planning	Developing	Promoting
20	In a good performance management system, individual goals should be _____ to organisational goals.	Fixed	Aligned	Opposed	Separate
21	When a manager rates an employee high on all performance criteria because of high performance on a single criterion, it is known as _____ .	Halo effect	Sampling error	Leniency effect	Bias error
22	Suppport and commitment by _____ is very essential for building a sound performance culture in an organization.	Investors	Top management	Technical staff	Trade union
23	_____ are the major objectives of performance management.	To improve organisational performance.	To improve individual performance.	To provide the basis for personal development.	All of the above
24	_____ is the first step in performance management cycle.	Planning	Monitoring	Appraisal	Feedback
25	_____ is about 'directing and supporting employees to work as effectively and effifiiciently as possible in line with the needs of the organization'	Human resource planning	Training	Mentoring	Performance Management
26	Performance management is a _____approach to increase performance of companies and improve efficiency.	Random	unplanned	Strategic	Fixed
27	_____ is general areas of output for which an employee is responsible.	Department	KRAs (Key Result Areas)	Targets	Profits



28	_____ were used in the first phase of evolution of performance management.	Checklists	Annual confidential records	Performance appraisal	MBO
29	_____ is the foundation for a good performance management system.	Goal setting.	Recruitment	Training	Counselling
30	_____ is an year end activity where employees are given ratings on the basis of their performance in the previous year.	Performance Planning	Performance Appraisal	Performance Monitoring	Setting goals
31	In _____ error, employees are rated relative to others than to an objective standard.	Halo effect	Sampling error	Contrast error	Leniency error
32	_____ clarifies the expectations and enables the parties in understanding the desired behaviours or expected results.	Communication	Implementation	Review	Rewards
33	_____ refers to what an employee does or does not do on the job and includes quality as well as quantity of output.	Performance	Work	Task	Function
34	_____ is a process in which employee and manager work together to determine what the employee should be doing in the next year and what successful performance means	Monitoring	Performance planning	Implementation	Appraisal
35	The concept of Benchmarking was first adopted by _____.	Microsoft	Sony	Xerox	Reliance
36	Performance of the employees can be affected by _____.	Behaviour	Work environment	Organisational support	All of the above
37	_____ is directly responsible for appraising an employee's performance in most companies.	CEO	Vice President - HR	Direct supervisor	Employee himself
38	In _____ stage of performance management cycle, the performance gaps are identified.	Planning	Monitoring	Implementation	Review
39	_____ is the last step in performance management cycle.	Planning	Implementation	Monitoring	Review
40	_____ method of performance appraisal is also known as 'free form appraisal'.	Checklists	Graphic rating scales	Ranking Method	Essay method
41	In _____, the manager and the subbordinate jointly establish objectives, define each other's areas of responsibility and use these measures as guides in assessing the performance of the subbordinate.	360 Degree appraisal	MBO	Behaviourally Anchored Rating Scales	Essay method
42	_____ are the regular, informal meetings or conversations between managers and individual employees about performance and related issues.	Annual meetings	Quarterly meetings	Check-in meetings	Interviews
43	In _____, managers and co-workers are encouraged to provide feedback - positive or negative as soon as the event occurs.	Delayed feedback	In the moment feedback.	360 Degree appraisal	Potential appraisal
44	While following 'SMART' goal setting, goals should be _____.	Rapid	Rigid	Relevant or realistic	Reverse
45	In _____ error, all employees are assigned high ratings by the appraiser.	Strictness	Central Tendency	Leniency effect	Bias error



46	_____ is the systematic, periodic, and an impartial rating of an employee's excellence in matters pertaining to his present job.	Benchmarking	Retraining	Potential appraisal	Performance appraisal
47	_____ method of performance appraisal requires the appraiser to choose from a set of descriptive statements about an employee and the statements are given in pairs.	Graphic Rating Scales	Forced Choice Method	Critical incident method	Essay method
48	_____ is a discipline dealing with what is good and bad, fair and unfair, acceptable and unacceptable and with moral duty and obligation.	Strategy	Management	Ethics	Economics
49	The practice where a manager tries to blame others for the poor performance instead of accepting his decision making is known as _____.	Credit hogging	Scapegoating	Overspending	Fact hiding
50	_____ includes illegal, unethical or questionalble practices of senior managers.	Managerial malpractice	Moral Mazes	Value Conflcits	Conflict of interest
51	_____ is a branch of knowledge that deals with moral principles about what is good, defensible and right.	Philosophy	psychology	Sociology	Ethics
52	_____ factor may destroy the very purpose of the performance management system.	Merit	Bias	Ranking	Reward
53	Taking credit for the efforts of a subbortinate is an example of _____.	Cyberloafing	Moral Mazes	Credit hogging	Conflict of interest
54	_____ is NOT a cause of underperformance.	Motivation issue	Personal factors	Lack of job clarity	Merger of the company
55	Underperformance among employees may be due to _____.	Inability to perform	Lack of skill	Poor attitude	All of the above
56	_____ is the process of providing training to the persons who underwent training earlier in the job.	Retraining	Performance improvement plan	Internship	Orientation
57	Potential is about the _____, while performance appraisal is related to _____ activities.	Present, Present	Future, Past	Past, Future	Present, Future
58	_____ helps an organisation to chalk out succession plans.	Performance Appraisal	Retraining	Potential appraisal	Graphic Rating Scales
59	In _____ pay, salary progression is linked to the assessment of individual performance, usually measured against pre - agreed objectives.	Performance Related Pay	Team Based pay	Contribution Related Pay	Competence Related Pay
60	In _____ based pay, pay progression is linked to assessment of the levels of competence that people have achieved.	Performanace	Competence	Team	Contribution

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61	Competence based pay is mostly used in _____ sectors.	Manufacturing	Government	Unorganised	Knowledge & Finance
62	_____ pay means paying for outcomes as well as competence.	Performanace	Competence	Team	Contribution
63	_____ is the process of observing ongoing employee actions using computers and non computer methods.	Compentency based performance mgt	Electronic performance monitoring	360 Degree appraisal	MBO
64	_____ is mixed model of compensation combining the best of both performance related and competence based pay.	Team based pay	Contribution related pay	Bonus pay	Incentives
65	Which of the following terms refers to the process of evaluating an employee's current and/or past performance relative to theperformance standards?	Recruitment	Employee Selection	Performance Appraisal	Employee orientation
66	Which of the following is NOT one of the recommended guidelines for setting effective employee goals?	assigning specific goals	assigning measurable goals	assigning challenging but doable goals	administering consequences for failure to meet goals
67	SMART goals are best described as _____ .				
	Option a: specific, measurable, attainable, relevant, and time bound				
	Option b: straight forward, meaningful, accessible, real, and tested				
	Option c: strategic, moderate, achievable, relevant, and timely				
	Option c: specific, Mild, achievable, Rapid, and tested				
68	What is the first step in the appraisal process?	giving feedback	Defining the job and setting targets.	administering the appraisal	Monitoring performance
69	Which performance appraisal tool requires supervisors to categorize employees from best to worst on various traits?	Digital dashboard	Critical incident method	Graphic rating scales	Ranking method
70	Which of the following, if true, best supports the argument that a graphic rating scale is the most appropriate performance appraisal tool for Ms. Sapna to use?				
	Option A: The firm wants Sapna to evaluate her subordinates on an ongoing basis and to keep a log of critical incidents.				



	Option B: Employees in Sapna's department who are categorized in the bottom 10% of the firm's employees will be immediately dismissed.				
	Option C : Sapna wants to ensure that the firm is protected from employee discrimination lawsuits, so she has conducted a job analysis of each position.				
	Option D: Sapna wants a quantitative rating of each employee based on competencies important to the firm, such as problem-solving skills.				
71	Which of the following terms refers to setting specific measurable goals with each employee , fixing each employee's area of responsibility and then periodically reviewing the progress made?	Management by Objectives	Behaviorally Anchored Rating Scales	Ranking Method	Forced distribution method
72	It is most important that supervisors who choose management by objectives as a performance appraisal tool use _____.	SMART goals	EPM System	Computerised notes	Graphic Rating Scales
73	When conducting an appraisal interview, supervisors should do all of the following EXCEPT _				
	Option A : Ask open ended questions.				
	Option B : Talks in terms of objective work data.				
	Option C: Give specific examples of poor performance				
	Option D: Compare the person's performance with that of other employees.				
74	When a supervisor must criticize a subordinate in an appraisal interview, it is most important for the supervisor to _____.				
	Option A: Shout loudy in front of other employees				
	Option B: Reduce Salary as penalty.				
	Option C: Provide specific examples of critical incidents during the appraisal period.				
	Option D: limit negative feedback to once every year.				
75	The continuous process of identifying, measuring, and developing the performance of individuals and teams and aligning their performance with the organization's goals is known as	Training	Compensation Management	Performance Analyis	Performance Management
76	Performance standards are established to _____.	Achieve desired outcomes	Meet legal compliance	Promote goodwill in MARKET	Achieve competitive advantage
77	The __ performance appraisal method ranks the highest employees and lowest employees in alternate order.	Checklists	MBO	Alternative Ranking method	Graphic Rating Scales

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78	_____ is considered as one of the strategic HRD function that enables the organisation to sustain its effectiveness.	Performance Target	Performance Goal	performance Management	Performance Agreement
79	The three phases of performance management are_____, review and feedback.	Controlling	Directing	Planning	Reporting
80	Top management support and _____ is very essential for building a sound performance culture in an organisation.	Vision	Commitment	Strategy	Direction
81	_____ clarifies the expectations and enables the employees in understanding the desired behaviour or expected results.	Talents	Appraisal	Communication	Rewards
82	Employee performance_____ are especially appropriate for identifying individual training and educational needs.	Appraisal	Policy	Commitment	Rewards
83	All of the following are reasons for appraising an employee's performance EXCEPT _____.				
	Option a: assisting with career planning				
	Option b: correcting any work-related deficiencies				
	Option c: Aligning company's objectives with individual objectives				
	Option D: Determining appropriate salary and bonuses				
84	What is the first step in the appraisal process?	giving feedback	Defining the job a	administering the a	Monitoring perfo
85	The outcomes and quality of appraisal process depends on the ongoing_____rela	Superior - subbord	Manager - CEO	Sharholder - mana	Board of directors
86	_____ is necessary for growth or change to occur.	Suggestion	Rewards	Feedback	Compensation
87	_____ is a continuous process of developing human resources to achieve maximum outcome.	Career planning	Succession Planning	Career Counselling	Career Guidance
88	career planning reduces the rate of labour turnover and _____.	Retention	Engagement	Satisfaction	Absenteeism
89	_____give advances and guidance to the the mentees.	Tutor	Guide	Mentor	Boss
90	_____ can also be used to support performance decisions.	Rewards	Documentation	Meetings	Framework
91	Proper performance management_____ the motivational level of the employees.	Increases	Decreases	Has no impact	Both A & B
92	_____ are the basis of an effective process in performance management.	Achivement	Vision	Goal	Mission
93	_____ is playing vital role in the recruiting sector and also impacting performance management.	Social Media	News Media	Digital Media	Advertising media
94	_____ are the foundation of effective performance.	Ranking	Performance Criteria	Benchmarking	Checklist
95	_____is viewed as strategic management of wages and salaries.	HRP	HRIS	Compensation Palnning	Succession planning
96	_____ factor may destroy the very purpose of the performance management system.	Friendship	Merit	Commitment	Responsibility

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97	_____ and succession planning are performance-based.	Progress development	Career development	Organisational Development	Employee relations
98	_____is a positive emotional state that employee derives through achievement of the work goals.	Performanace	Mentoring	Job satisfaction	Boredom
99	Which method is used by today's organization in performance management system?	Scientific	Traditional	Reporting	Collaborative
100	The four steps of performance management in proper order are _____.				
	-- Plan , Action, Monitor, review				
	--Action, Review, Plan, Monitor				
	-- Monitor, Plan, Discuss, Perform				
	-- Perform, Monitor, Plan, Discuss				

Subject Teacher



Convenor

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Paper :CUSTOMER RELATIONSHIP MANAGEMENT
SAMPLE QUESTIONS

Sr. No	Question	A	B	C	D	Correct option	Correct option
1	In_____ seller seeks to persuade the customer to buy additional product or service in order to increase sales.	Customer management	Up-selling	Cross-Selling	Direct selling	C	Cross-Selling
2	_____ helps the organisation to increase the profitability at the less operating cost	Customer relationship	Customer lifetime value	CRM	Relationship marketing	C	CRM
3	_____ chain is design in 1990s to show the exact relationship and interconnectivity between satisfaction - loyalty - retention and profits whereby it directly linked to CRM.	custom er represe ntative	custom er service	custom er satisfac tion survey	Compa ny's profit chain	D	Company's profit chain
4	_____ Bond deals with mask customisation and customer intimacy.	social Bond	financia l bonds	customi sation bonds	structur al bonds	C	customization bond
5	research shows that companies can increase profitability by _____ percent if they can just written 5% more of their profitable customers per year.	75	25	100	45	C	100
6	_____ type of customer knows just what they want and do not want to try any Other goods or	Content streame r	Savvy Maximi ser	Undaun ted driver	Secure traditio nalist	D	Secure traditionalist
7	someone who buys goods or services is known as _____	Produc er	custom er	Promot er	Supplie r	B	Customer
8	In _____ seller seeks to persuade the customer to purchase additional product or /and more expensive products in order to make a larger total sale.	Custom er manage ment	Up-selling	Cross-Selling	Direct selling	B	Up-selling
9	_____ attempts to pull together the best of both personalization and advanced technology.	Data profilin g	Data control	Data manage ment	Cyber agent	D	Cyber agent

10	_____ are the most critical asset in a call centre as it is they who really deliver the business performance.	Locatio n	Cutome r	Techno logy	Process	B	Cutomer
11	In today's competitive business scenario _____have numerous alternatives for a single product.	Produc er	custom er	Promot er	Supplie r	B	Customer
12	_____ is a tool that helps an organisation to strengthen relationships with its customers	Custom er relation ship	Custom er lifetime value	Custom er relation ship manage ment	Relatio nship marketi ng	C	customer relationshi p manageme nt
13	_____ can be defined as a business strategy that focuses on customer satisfaction and retention	Custom er relation ship	Custom er relation ship manage ment	Custom er lifetime value	Relatio nship marketi ng	B	customer relationshi p manageme nt
14	_____ allows organisation to contact with its customer in the medium of their choice-voice, email, web chat, fax, SMS.	E-CRM	Multim edia contact centre	PoS	EPOS	B	Multimedi a contact centre
15	_____ of call centre is critical in terms of the cost of the building and also the ability to recruit and retain employees to work in the centre.	Locatio n	Cutome r	Techno logy	Process	C	Technolog y
16	_____ plays a significant role to generate revenue, control cost and mitigate risks.	Data profilin g	Data control	Data manage ment	Data integrat ion	C	Data manageme nt
17	_____ indicates the difference between the service expected by customer and the service they actually receive	custom er represe ntative gap	custom er service gap	service quality gap	custom er EPOS	C	service quality gap
18	complaint handling mechanism is a _____ and reactive approach where the organisation responds to a complaint from the customers.	active	passive	normal	teactive	B	passive
19	_____ is an ongoing process of any organisation as it always learn from the previous experience of handling customer complaints and grievances	Acquai ntance	Shared custom er knowle dge	improvi ng	Shared custom er knowle dge	C	improving

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20	CRM strategy cycle comprises of customer acquisition, retention and _____.	loss back	win back	service quality gap	custom er EPOS	B	win back
21	_____ refers to the data that is created and updated within the operational system	Data integrat ion	Referen ce data	Transac tional data	Busines s view data	C	Transactio nal data
22	_____ resulting in a single source of truth and making it easier for end user access information.	Data profilin g	Data control	Data manage ment	Data integrat ion	D	Data integration
23	_____ is an unpleasable fulfilment response.	custom er represe ntative gap	custom er service gap	dissatis faction	custom er EPOS	C	dissatisfac tion
24	_____ is all about attracting the right consumer getting them to buy ,-buy often, buy in higher quantities and bring more customers to firm.	custom er value	custom er loyalty	custom er satisfac tion	custom er relation ship	B	customer loyalty
25	_____ is a business strategy that focuses on "single point of sale" transactions.	Interrup tion Marketi ng	Permiss ion marketi ng	Transac tional Marketi ng	Relatio nship marketi ng	C	Transactio nal Marketing
26	_____ is a set of methods, Strategies and applications that facilitate a company manage customer relationships.	Custom er relation ship	Custom er relation ship manage ment	Custom er lifetime value	Relatio nship marketi ng	B	customer relationshi p manageme nt
27	A _____ relationship exist when the customer is committed to the company because it provides customised value	Acquai ntance	friendly	partner	custom er	B	friendly
28	_____ refers to the first and foremost CRM objective of an organisation.	Shared custom er knowle dge	360 degree custom er view	process improv ement	busines s results	A	Shared customer knowledg e
29	_____ involves the increase of order volume either by the sales of more units of the same purchased item or the upgrading into a more expensive version of the purchased item.	Custom er manage ment	Up-selling	Cross-Selling	Direct selling	B	Up-selling
30	_____ reflects "the state of mind that customers have about a company and its products or services when their	Custom er manage ment	Custom er retentio n	Custom er acquisit ion	Custom er attrition	B	Customer retention

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	expectations have been met or exceeded						
31	In _____ stage, organisations realized the need of integrating front office CRM systems with back office CRM system.	Second	Third	Fourth	First	B	Third
32	_____ are those customers who have not it had any transactions with the firm and may not even be aware of the existence of the firm.	Partene rs	Friends	Acquai ntances	Strange rs	D	Strangers
33	A primary goal for firms at the friendship stage of the relationship is_____.	Relatio nship manage ment	Custom er retentio n	Service level Agreem ent	Custom er Satisfac tion	B	Customer retention
34	_____contains one record for each individual product for which there are unique characteristics that are known in advance	Collabo rative data	Referen ce data	Master Data	Transac tion data	C	Master Data
35	the gap model is also known as the dash of service quality	five gaps model	four gaps model	six gaps model	Two gaps model	A	five gaps model
36	_____ is the consumers fulfillment response to a customers experience or some part thereof.	Custom er manage ment	custom er retentio n	custom er satisfac tion	custom er value	C	customer satisfactio n
37	privacy laws protect the interest of the_____.	Produc er	custom er	Promot er	Supplie r	B	customers
38	_____ is an application that allows employees to interact with customers and access and update their data using mobile device.	mobile CRM	e-CRM	social CRM	Global CRM	A	mobile CRM
39	CRM is a _____ business strategy that aims to increase customer satisfaction and customer loyalty by offering a more responsive and customised service to reach customer.	Consu mer retentio n	Custom er focused	Custom er oriente d	Custom er related	B	customer focused
40	_____ is an intelligent strategy for selling goods or services to your customer that use direct marketing tactics to ensure the customers stick with the membership for months or years.	One to One marketi ng	partneri ng progra ms	co-brandin g	Continu ity Marketi ng	D	Continuity Marketing
41	_____ provides access to all customer information	Custom er	Knowle dge	Accoun t	Back end	A	Customer Managem ent



	including enquiry status and correspondence.	Manage ment	manage ment	manage ment	integrat ion		
42	The term e-CRM has been derived from _____.	E-comme rce	Comme rce	social comme rce	integrat ed comme rce	A	E-commerce
43	_____ are calculations or summaries of historical information that often compare Trends over time.	Busines s views	Referen ce views	Upstrea m click	Downst ream click	A	Business views
44	_____ type of customer is deriven by Value. He makes impulsive decisions.	Content streame r	Savvy Maximi ser	Undaun ted driver	Secure traditio nalist	B	Savvy Maximiser
45	_____ type of customer is suspicious of everyone, believing that all people are selfish.	Content streame r	Savvy Maximi ser	Undaun ted driver	Secure traditio nalist	A	Content streamer
46	It is a well established fact that the cost of acquiring a customer is _____ the cost of retaining an existing customer .	Tree times	Four times	Two times	Five times	D	Five times
47	_____ is an integrated online sale, marketing and service strategy that is used to identify, attract and retain an organisation's customer.	E-CRM	Custom er service	PoS	EPOS	A	E-CRM
48	_____ is all about managing relationship with customers by using information technology.	mobile CRM	E-CRM	social CRM	Global CRM	B	E-CRM
49	_____ refers to a wireless technology that has gained importance in recent times due to its extensive use in mobile payments.	near field commu nication	location based services	Augme nted Reality	artificia l intellig ence	A	near field communic ation
50	_____ refers to a technology that allow organisation to identify the location of customers at a particular point in time.	near field commu nication	location based services	Augme nted Reality	artificia l intellig ence	B	location



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TYBMS Sem V

Customer Relationship Management Question Bank

1. Evolution of Customer Relationships
2. Objectives of CRM
3. Benefits of CRM to Customers and Organisations,
4. Customer Profitability Segments
5. Components of CRM
6. Barriers to CRM
7. Relationship Development Strategies of CRM
8. Organizational Pervasive Approach,
9. Managing Customer Emotions,
10. Brand Building through Relationship Marketing,
11. Service Level Agreements,
12. Relationship Challenges
13. Cross-Selling and Up-Selling,
14. Customer Retention,
15. Behaviour Prediction,
16. Customer Profitability and Value Modeling,
17. Channel Optimization,
18. Personalization and Event-Based Marketing
19. CRM and Customer Service
20. Call Center and Customer Care
21. Call Routing and its types
22. Contact Center Sales-Support
23. Web Based Self Service,
24. Customer Satisfaction Measurement,
25. Call-Scripting,
26. Cyber Agents and Workforce Management
27. Types of Data
28. Identifying Data Quality Issues,
29. Online Analytical Processing (OLAP),
30. Clickstream Analysis, Personalisation and Collaborative Filtering,
31. Data Reporting
32. Customer Value,
33. Customer Care
34. Company Profit Chain

35. Customer Satisfaction,
36. Customer Loyalty,
37. Customer Retention and Profits
38. Objectives of CRM Strategy
39. The CRM Strategy Cycle
40. Complexities of CRM Strategy
41. Business to Business CRM
42. Sales and CRM,
43. Sales Force Automation,
44. Sales Process/ Activity Management,
45. Sales Territory Management,
46. Contact Management,
47. Lead Management,
48. Configuration Support,
49. Knowledge Management
50. Steps in CRM Implementation
51. CRM Evaluation: Basic Measures:
52. 3E Measures:
53. e-CRM: Concept,
54. Different Levels of E- CRM,
55. Privacy in E-CRM:
56. Software App for Customer Service:
57. Activity Management,
58. Agent Management,
59. Case Assignment,
60. Contract Management,
61. Customer Self Service,
62. Email Response Management,
63. Escalation,
64. Inbound Communication Management,
65. Invoicing,
66. Outbound Communication Management,
67. Queuing and Routing,
68. Scheduling
69. Social Networking and CRM
70. Mobile-CRM
71. CRM Trends, Challenges and Opportunities
72. Ethical Issues in CRM

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Department of Management Studies
Subject: Services Marketing
Semester: V

SR.NO	Question	Option 1	option 2	option 3	option 4	correct option
1	In services marketing _____ are important	Processes	competitors	People	Ambient conditions	3
2	"unused or underutilised services are economic waste" is a result of _____ characteristic of service	Tangibility	perishability	Inseparability	Heterogeneity	2
3	Unoccupied rooms, empty seats, vacant bed in hospitals at a given time is a lost opportunity due to _____ of services	Inseparability	Tangibility	Heterogeneity	perishability	4
4	_____means user has only access to the service, he can only use it.	fluctuating demand	lack of ownership	perishability	Inseparability	2
5	Car rentals , vending machines and telecommunications are	highly tangible	highly intangible	professional	non-professional	1
6	Psychotherapy, consultancy, legal services, baby sitting are	highly intangible	highly tangible	equipment based	Remote services	1
7	In this type of service we find the presence of customers only	Remote service	professional	Self service	highly intangible	3
8	The service marketing triangle suggests that there are _____type of marketing that must be successfully carried	2	3	4	5	2
9	_____ is also referred to as delivering the promise	Service encounter	zone of tolerance	service recovery	Moment of truth	4

10	_____ industry continues to be the largest private sector employer in India	Automobile	Education	health care	IT	4
11	_____ is not the element of Micro environment that affects performance	customer	competitor	Infrastructure	suppliers	3
12	The _____ environment consists of the large societal factors that affect the working of the firm	Micro	Macro	internal	intermediaries	2
13	Soli erosion, pollution and natural resources is an example of _____environment	economic	ecological	internal	legal	2
14	_____ means goods and services offerings are intermingled in an unprecedented manner & in different proportions	customer involvement	moment of truth	zone of tolerance	goods & service continuum	4
15	Companies marketing goods and products fall into _____ categories on the goods/services they offer	5	3	2	4	1
16	When the customer can determines the attributes of the offer before purchase it is said to have _____ qualities	Experience	credence	search	Reliable	3
17	When the customer can determines the attributes of the offer during consumption or after purchase it is said to have _____ qualities	Experience	credence	search	Reliable	1
18	When the customer finds it difficult to evaluate the attributes of the offer even after purchase or consumption it is said to have _____ qualities	Experience	credence	search	Reliable	2
19	_____ is not an element of social factor that influence consumer behaviour	Family influence	reference group	role & status	occupation	4
20	_____ is an element of Psychological factor that influence consumer behaviour	Beliefs & attitude	social class	role & status	occupation	1
21	The objective of _____ is to create a distinct place in the minds of the consumers and to get a competitive edge	segmentation	targeting	positioning	benchmarking	3
22	Which of this is not the element of positioning	company	competition	consumer	creditors	4
23	When Big Bazar positioned it service as 'Is say sasta kahi nahi' it is an example of	positioning by attribute	positioning by price	positioning by competition	positioning by user	2
24	When level of involvement is temporary in nature & is specific to a particular phenomena it is called as _____ involvement	Situational	Enduring	habitual	complex	1

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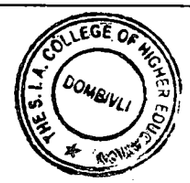
25	When level of involvement extends over a period of time & across situations it is called as _____ involvement	Situational	Enduring	habitual	complex	2
26	_____ service involves very little physical contact or remote contact between customer & service provider	high contact	low contact	medium level contact	personal	2
27	When services do not have any accompanying goods they are called	Tangible goods	Tangible services	Pure services	perishable services	3
28	Two services are not the same that means they are	Inseparable	heterogeneous	intangible	transferable	2
29	Services can be only	experienced	owned	Seen and touched	Felt	1
30	Which is not an element of service encounter	customer	service provider	delivery system	service gap	4
31	Equipment based services are	high contact services	low contact services	No contact services	tangible services	2
32	It is usually _____ to keep a current customer than to attract a new one	less expensive	more expensive	difficult	equally expensive	1
33	when the customer comes in contact with the service provider to form an impression it is called as	service evidence	service interaction	service perception	Moment of truth	4
34	Quality of service is measured on the basis of	customer interest	customer satisfaction	customer patronage	customer involvement	2
35	Which of these is not the angle of the service marketing triangle	Customer	Competitor	Company	employee	2
36	Which of this refers to as enabling the promise	External marketing	Internal Marketing	Direct marketing	interactive marketing	2
37	_____ is a very important aspect for every customer	Reliability	popularity	brand name	profitability	1
38	All _____ in the world is useless if promises are not kept	Direct marketing	external marketing	virtual marketing	social marketing	2
39	_____ are the first ambassadors of the organization , who propagate on the mission and vision of the organization.	Employees	Employers	Managers	Households	1
40	The marketing which happens on a retail store , in a restaurant , in a mall is known as _____.	Internal	External	Interactive	Passive	3
41	Which of this is not the characteristic of services	Intangibility	homogeneity	perishability	inseparability	2
42	Services are produced and consumed at the same time means they are	intangible	perishable	inseparable	homogenous	3



43	The main reason for increase in demand for services is	Affluence	low supply	low price	high quality	1
44	The contribution of service sector to the Indian economy is	54%	68%	71%	41%	1
45	The nature of demand for services is always	constant	fluctuating	homogenous	predictable	2
46	concept of service triangle and moment of truth is emphasized by	British Airlines	Lufthansa airlines	Scandinavian airlines	Vistara airlines	3
47	Marketing of services is a challenge because of	too many services	all services are same	Intangibility	consumer expectations	3
48	Service encounters are not	purposeful	limited in scope	planned	Moment of truth	3
49	Which of the following is not a tangible dominant	soap	mobile phone	investment banking	Automobiles	3
50	Which country has maximum percent of GDP attributed to services	China	Japan	USA	UK	3
51	Which of the following is difficult to evaluate?	beauty salon	garments	furniture	Food	1
52	Which of the following is a type of Service encounters?	phone encounter	remote encounter	face to face	All the above	4
53	Service sector is also called as the	primary sector	tertiary sector	secondary sector	social sector	2
54	Which of these does not relate to the meaning of services	acts and deeds	process and performance	render satisfaction	confers ownership	4
55	The feature that reflects the interconnection between service firm and customer is	intangibility	heterogeneity	inseparability	perishability	3
56	Good service culture is given to	internal customer	external customer	competitors	virtual customer	1
57	Service marketing first came into existence in	1985	1990	1980	1975	3
58	Services are deeds, processes and performances is the definition given by	Philip Kotler	Zeithmal and Bitner	Payne	Robert Judd	2
59	Variability also means lack of	spontaneity	Simultaneity	consistency	ownership	3
60	which of the following is not the characteristic of services	intangibility	indispensability	inseparability	simultaneity	2
61	_____ are the ones who interact directly with the customers	frontline staff	managers	Associates	service product designers	1
62	percentage of employment generated by service sector is	33	25	46	51	1



63	Which of these refers to setting the promise	Internal marketing	virtual marketing	holistic marketing	External marketing	4
64	Which among these is connected to delivering the promise	Interactive marketing	Direct marketing	External marketing	Internal marketing	1
65	Amongst these who is not a front line staff	bank clerk	hotel receptionist	teacher	Airline pilot	4
66	In _____ marketing marketers interact directly with end users.	Interactive	Internal	External	Service	3
67	In which type of marketing marketers try to interact with their employees in order to know about the strengths and weaknesses of their organization?	Interactive	Internal	External	Service	2
68	A triangle of company, customers, Employees , internal marketing , External marketing and interactive marketing is known as_____.	Marketing triangle	Service triangle	Communication triangle	Work triangle	2
69	Internal marketing does not involve _____.	Motivation	Rewards	Teamwork	Promotional Strategies	4
70	Which of the following is not a type of marketing?	Active marketing	Internal Marketing	External marketing	Interactive marketing	1
71	_____ is a systematic effort by the firm to correct a problem following a service failure	Service encounter	internal marketing	service recovery	Moment of truth	3
72	_____ should be seen as a profit center and not a cost center	complaint handling	external marketing	service encounter	benchmarking	1
73	_____ are also the co- producers of Services	government	employees	suppliers	customers	4
74	The world economy is increasingly characterised as a _____economy	manufacturing	Agricultural	services	Industrial	3
75	The demand for consultation, ICT and travel services is largely attributed to _____	globalisation	cultural changes	service tax	rampant migration	1
76	The environment factors are by and large_____ in nature	predictable	uncontrollable	stable	controllable	2
77	_____ is the process by which buyers select, organise and interpret information into meaningful impression	motivation	observation	perception	learning	3
78	The popular variable that decides the hierarchy of social class is	income	values & beliefs	status	lifestyle	1



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Course: Ecommerce & Digital Marketing
Class: TYBMS

1. ecommerce includes electronic trading of both _____ and electronic material	
a. goods	b. services
c. fusion	d. computers
2. _____refers to exchange involving transactions between and among the consumers	
a. b2b	b.b2c
c. c2b	d. c2c
3. M-commerce is the exchange of goods and services through the use of _____ technology	
a. television	b. telephone
c. radio	d. mobile phone
4. ECS is a _____ payment system in the banking sector	
a. bulk	b. wholesale
c. retail	d. huge
5. RTGS system is maintained and operated by _____ in India	
a. UBI	b. RBI
c.SBI	d.UTI
6. Occurrence of new intermediates is called ____.	
a. disintermediation	b. reintermediation
c. intermediation	d. non-intermediation
7. E-commerce in education had lead to ____.	
a. personalised learning	b. online content
c. collaborative learning	d. e-learning
8. B2B applications are in the areas of supplier management that involve ____ management.	
a. inventory	b. storage
c. distributor	d. customer
9. ____ a process whereby outsourcing of some functions necessary for doing the business can be eliminated.	
a. intermediation	b. hyper intermediation
c. Re-intermediation	d. non-intermediation
10. Procurement, ordering of stock , replenishment etc are ____ processes.	
a. customer related	b. internal management
c. supply chain	d. inventory management
11. ____ data warehouse contains all the meta data and business rules.	
a. physical	b. logical
c. decision support systems	d. information system
12. ____ also known as click-and-mortar business model	



a.	brick and mortar	b. pure mortar	
c.	click and click	d. brick and click	
13. Express warranty is a warranty in ____ form			
a.	oral	b. printed	
c.	promise	d. note	
14. Twitter is a ____ microblogging service that allows registered members to broadcast short posts			
a.	free	b. chargeable	
c.	sometimes chargeable	d. subscribed	
15. In which website Global Easy Buy is facilitated?			
a.	ebay.com	b. amazon.com	
c.	yepme.com	d. olx.com	
16. which products consumers are comfortable to buy online			
a.	books	b. furniture	
c.	movies	d. gold	
17. Which term represents a count of the number of people who visit one site, click on an ad, and are taken to the site of the advertiser?			
a.	affiliate program	b. click through	
c.	spam	d. hit rate	
18. What is the percentage of customers who visit a Web site and actually buy something called?			
a.	affiliate	b. conversion rate	
c.	spam	d. hit rate	
19. Buying and Selling the products over the Internet is called			
a.	ecommerce	b. EDI	
c.	Digital Marketing	d. Marketing	
20. The term E-business was coined by _____ in 1997			
a.	IBM	b. Oracle	
c.	HP	d. SAP	
21. A _____ system is an application system for planning, optimising and controlling of volumes, due dates and capacities			
a.	Supply Chain Management	b. Inventory managment	
c.	CRM	d. Data warehouse	
22. The first website was built at CERN by _____ and launched on August 6, 1991			
a.	Charles Dickens	b. Charles Babage	
c.	Robert Williams	d. Tim Berner Lee	
23. _____ is the ability to ensure that a party to a transaction cannot deny a communication sent by them			
a. authentication		b. Repuditation	
c. non-repuditation		d. Reauthentication	
24. _____ helps to target those visitors who have visited the company's website and viewed certain products but didnot buy them			
a.	PPC	b. SEO	
c.	SEM	d. Retargeting	
25. PPC stands for_____			
a.	Post purchase consumption	b. Pay per click	
c.	Pay per check	d. Pay purchase credit	



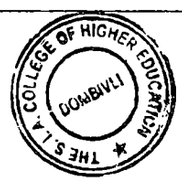
26. SERP stands for_____		
a.	Search Engine response page	b. Search Engine Results Page
c.	Search engine request page	d. Search Evaluation Results Process
27. Email marketing is a type of _____ used for commercial purposes by companies to send their messages to the target audience using email as the channel of communication		
a.	Personal selling	b. Online marketing
c.	Direct marketing	d. modern marketing
28. _____ are visual marketing content that contain a mix of information and imagery		
a.	podcasts	b.vodcasts
c.	Simulator	d. infographics
29. Ranking higher in organic search results is associated with_____		
a.	SEM	b. SEO
c.	SEC	d. SEA
30. _____ helps a company to build a strong long term relationship with its target audience by providing them with relevant and quality information consistently		
a.	content marketing	b. Retargeting
c.	SEM	d. SEO
31. _____ is a series of activities carried out to achieve a specific marketing objective		
a.	Online PR	b. Campaign Marketing
c.	Content Marketing	d. Display Advertising
32. _____ involves collection of data relevant for marketing using the internet		
a.	web analytics	b. online marketing
c.	Online PR	d. Data Analytics
33. _____ business model used both online and offline presence		
a.	brick and mortar	b. online store
c.	offline store	d. brick and click
34. M governance is not a replacement but _____ for e-governance		
a. complement		b. supplement
c. Contradict		d. Support

35. _____retailers purchase overruns or off seasons at a deep discount	
a. off price	b. catalogue
c. franchisee	d. mail order

36. A _____ is a large self service retail food store.	
a. kirana	b.departmental
c. supermarket	d.hypermarket
37. In order to collect and manage contact database, _____ is a tool of CRM software application.	
a. Point of sale	b.Master data management
c.Campaign management software	d.Customer analytics
38. _____ are coupons that can be printed on a customer's home computer and printer and taken to a brick and mortar store.	
a. Coupon code	b.Promotion code
c. Printable coupons	d.Discount code
39. The degree to which activities in an organisation are divided into separate jobs is known as _____.	



a.Departmentalization	b.Chain of command
c. Unity of command	d.Work specialization
40. _____ is a type of structure where by ownership to a limited level is being transferred by the owner and promoter of the brand to those who wish to make it in Lieu of certain returns.	
a. Franchising	b.Independent single ownership
c.Limited service retailing	d.Self selection retailing
41. ____ is systematic delegation of authority at all levels of management and in all of the organisation.	
a.Centralization	b.Decentralization
c.Authority	d.Command
42. _____ includes the activities associated with receiving storing and discriminating inputs to the product	
a. inbound logistics	b.outbound logistics
c.operations	d.call center
43. _____ can be termed as value addition activity which adds services along with products or goods and then offer it to personal or family use.	
a. Retailing	b.Manufacturer
c.Servicing	d.Management
44. _____includes the activities associated with receiving ,storing and physically distributing the product to buyers .	
a.In-bound logistics	b.Out bound logistics
c.Traditional	d.Modern
45. A _____ has many retailers competing with each other less than one roof. Free Standing	
a.Location	b.Downtown Area
c.Mall	d.Home Based
46. Customer _____ means that customers are committed to shopping at retailer's locations.	
a.Loyalty	b.Liking
c.Approach	d.Dislike
47. _____ is referred to as reduction from the original retail price of an offering to meet the lower price to another retailer.	
a. Psychological	b.Variable
c.Discount	d.Markdown
48. _____ is the second stage of Merchandise planning	
a.Developing Sales Forecasting	b.Determining Merchandise Requirement
c.Merchandise Control	d.Assortment Planning
49. _____it is developed by a national brand vendor often in conjunction with the retailer and is sold exclusively by the retailer.	
a.copycat brand	b.exclusive brand
c.premium private label brands	d.generic brand
50. _____pricing refers to the practice of using price that ends in an odd number.	
a. odd	b. single digit
c.Anchor	d.leader



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Department of Management Studies

Class: TYBMS Semester VI

Sub: Workforce Diversity

Question Bank (Descriptive Questions)

Module 1

1. Define workforce diversity. Explain the characteristics of workforce diversity.
2. Describe briefly the importance and need of diversity.
3. What are the advantages and benefits of having a diverse workforce.
4. Explain the limitations and challenges of having a diverse workforce.
5. Describe in brief the primary and secondary dimensions of workforce diversity.
6. Explain the positive effects of workplace diversity.
7. Write a note on negative effects of workplace diversity.

Module 2

1. Explain the essentials of recruiting a diverse workforce.
2. Describe briefly the steps or essentials to retaining a diverse workforce.
3. Discuss briefly the role of recruiter in hiring or maintaining a diversified workforce.
4. 'Workforce diversity is the key to Organisational Performance.' Explain.
5. Explain workforce diversity as a determinant of sustainable competitive advantage.
6. Write short notes on :
   a. Diversity and supervision.
   b. Diversity and compensation.
   c. Diversity and work life balance.
   d. Diversity and training.
   e. Diversity and performance management.

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Module 3

1. Describe the various organisational strategies for managing workforce diversity.
2. Write a note on diversity management in Infosys.
3. Explain the various workplace inclusion strategies w.r.t corporate leadership.
4. Define mentoring. Discuss the importance of mentoring in maintaining a diverse workforce.
5. Write a note on diversity management program. Explain the benefits and advantages of diversity management program.
6. Explain in brief the various techniques of managing diversity at workplace.
7. Write a note on 'Employee Resource Groups.' Give examples.
8. Discuss in brief corporate culture and diversity at workplace.
9. Write short notes on different approaches to Diversity Management System:
    a. Brand image approach.
    b. Affirmative action approach.
    c. Culture of acceptance approach.
    d. Maximising the performance of all employees approach.

Module 4

1. Describe briefly the best practices in achieving workforce diversity.
2. What is multiculturalism? Explain the advantages of multiculturalism in workplace.
3. Explain the differences between diversity and multiculturalism.
4. Write a note on global workforce diversity management. Explain its advantages.
5. Describe briefly the role of technology in handling workforce diversity.
6. Discuss in brief recent trends in workforce diversity.
7. Describe the relevance of workforce diversity management for creativity and innovation.
8. Explain the ethical and legal issues in managing diversity.

Subject teacher



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Department of Management Studies
Question Bank

Class TYBMS
Semes VI

Course : Workplace Diversity
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	_____ is the total number of people in a country or region who are physically able to do a job and are available for work.	Blue collar workers	Workforce	Trade unions	White collar employees
2	Diverse workforce in an organisation leads to greater _____.	Absenteeism	Hostility	Innovation	Tension
3	Employees in Everest Ltd are permitted to start and finish their workday of 8 hours at timings of their choice. This system is called _____ working hours.	Fixed	Flexible	Morning shift	Night Shift
4	A recruiter must consider hiring employees from a _____ pool of resources.	Fixed	Single	Diverse	Narrow
5	Race & ethnicity is an example of _____ dimension of workforce diversity.	Primary	Secondary	Tertiary	Not a dimension
6	Recruitment and selection process must be _____ and carried out in a systematic manner.	Complex	Informal	Scientific	Rigid
7	_____ refers to the action or process of teaching an employee additional skills.	Webinar	Upskilling	Practicals	Directing
8	Commitment from _____ is most important for success of workforce diversity programs.	Shareholders	Creditors	Top Management	Customers
9	Baby boomers, veterans and millenials reflect the _____ dimension in workforce diversity.	Religion	Nation	Education	Age
10	Workforce diversity and inclusion would impact the business growth and revenues in _____ manner.	Positive	Negative	Neutral	Adverse

11	Organisations now prefer a more _____ view of workforce diversity.	Retrictive	Static	Holistic	Rigid
12	_____ dimension constitutes of those elements that can be changed or atleast modified such as education, beliefs, values etc.	Primary	Secondary	Tertiary	Organisation
13	_____ involves the use of the imagination or original ideas to create something.	Creativity	Equality	Strategy	Perception
14	After the implementation of Maternity Benefits (Amendments) Act, 2017,women employees are entitled to fully paid maternity leave for _____ weeks.	12	18	22	26
15	_____ brings together a diverse set of cultures and ethnic backgrounds in the work environment.	Socialism	Factionalism	Regionalism	Multiculturalism
16	Employee _____ is the level of commitment and involvement an employee has towards his/her organisation and its values.	Turnover	Attrition	Engagement	Retention
17	_____ is an unfair and unreasonable opinion or feeling, especially when formed without enough thought or knowledge.	View	Opinion	Perspective	Prejudice
18	Technology such as _____ helps to avoid unconscious bias.	Artificial Intelligence	Database	Spreadsheets	ERP
19	_____ is defined as "a physical or mental impairment that substancially limits a major life activity."	Infection	Disability	Disease	Affliction
20	The focus of _____ approach is to increase the popularity of the organisation.	Affirmative Action	Culture of Acceptance	Brand Image	Unitary
21	In a diverse workplace, an employee must be _____ to others' race, cultural backgrounds, beliefs, etc.	Ignorant	Sensitive	Aggressive	Blind
22	_____ refers to a large group of people who share the same social, racial or cultural origins and heritage.	Ethnicity	Colony	Organisation	Cult
23	There may be times when employees' _____ beliefs clash with the organisation's diversity policies.	Financial	Economic	Civic	Religious
24	_____ refers to the the division of one's time and focus between working and family or leisure activities.	Job rotation	Work from home	Sabbaticals	Work - Life Balance
25	_____ is the act or process of helping and giving advice to a younger or less experienced person.	Directing	Mentoring	Termination	Reporting
26	Workforce diversity is the exploration of differences in the _____ environment.	Safe	Positive	Nurturing	All of the Above
27	Workforce diversity is _____ in nature.	Uni dimensional	Multi-dimensional	Nondimensional	Simple
28	Diverse employees have _____ of the global market place.	Greater understanding	Lesser understanding	No Understanding	None of the above
29	_____ is a complex of race, religion, language, social traditions and values etc.	Culture	Climate	Work Environment	Work ethics

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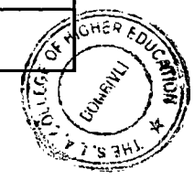
30	_____ in the workplace is important for encouraging workers from all backgrounds.	Silence	Diversity	Hygiene	Illumination
31	Employers who hire a _____ talent pool retain employees who feel valued and heard	Skilled	Gender based	Diverse	Ethical
32	Greater differences in a workplace produce _____ potential for conflict among employees	More	Less	Moderate	No
33	The scope of workforce diversity is _____.	Narrow	Limited	Broad	small
34	_____ is the first step for recruitment of diverse workforce	Communication goals to recruitment team	Setting goals and objectives	Developing Inclusive Job Descriptions	Collaborate the Diverse Talent
35	_____ hiring usually leads to a less diverse recruitment.	Contract	Network	Permanent	Temporary
36	In a workplace in which diverse workers are respected and truly valued, there will be _____law suits.	More	Less	Infinite	None of the above
37	Workforce diversity is an important determinant of _____ competitive advantage.	Time Based	Technology based	Cost Based	Sustainable
38	Selection process should be carried out in _____ manner.	fair	scientific	Systematic	All of the above
39	Diversity goals set by the _____ management should be clearly communicated to the recruitment team.	Top level	Middle level	Lower Level	None of the above
40	Diversity _____ spoils the company's image	Turnover	Management	Recruitment	Retention
41	_____ are the two dimensions of diversity.	Internal and external	Primary and Secondary	Objective and Subjective	Monetary and Non Monetary
42	The _____ dimension of diversity is less visible in nature.	Primary	Secondary	Internal	External
43	_____ culture is characterized by highly significant differences between individuals which affect the group interactions and individual experiences.	Differentiation	Unitary	Integration	All of the above
44	_____ culture plays an important role by valuing differences among all the employees regardless their race, ethnicity, gender and age.	Differentiation	Unitary	Integration	All of the above

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45	The focus of _____ approach is on getting name recognition and awards for the company's diversity programs	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
46	_____ approach to diversity requires a strong marketing and public relations to make sure the company's name is at the top of the mind.	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
47	The goal of _____approach is to create a company that truly provides equal opportunity for people with diverse backgrounds and characteristics	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
48	The goal of _____approach is to have a representative number of people in key positions throughout the company that match the diverse demographics of the community.	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
49	The key to _____ approach is helping everyone within the organization to become more diversity conscious of their personal beliefs, biases, and actions regarding people of diverse backgrounds	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
50	_____ approach focuses on creating a culture that strongly opposes discrimination of any type and any form	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
51	The _____ approach seeks suppliers and vendors who can produce the desired quality products on time and within budget constraints and within the given scope	Brand Image	Affirmative Action	Culture of Acceptance approach	Performance Maximization approach
52	Diversity strategies are ideally framed by _____ management,	Top	Middle	Lower	None of the above
53	Organizations should make it a priority to _____ their number of underrepresented populations throughout various levels of the organization	Increase	Decrease	Monitor	Discourage
54	In workforce diversity differences are _____ .	Hindered	Ignored	Considered Inferior	Acknowledged
55	_____ brings together a diverse set of cultures and ethnic backgrounds in the work environment	Diversity	Multi-culturalism	Collaboration	Reinvention
56	In recent years_____ has been used to combat unconscious bias in organizations	Artificial Intelligence	Natural Therapy	Strategic Planning	Diffused Management
57	Which is the following is not a part of the workforce generation.	Baby boomers	Gen X	Gen Y	Gen Z
58	_____ is the ability to think and act in ways that are new and novel.	Creativity	Acceptance	Cross cultural	Mentoring
59	_____can increasingly help remove visible and invisible barriers.	Integration	Technology	Communication	Centralization
60	_____ in the workplace is good as it can drive success and higher productivity.	Competition	Communication	Polarization	overall
61	An organization should recognize the _____ advantage of a diverse workforce.	monocultural	dicultural	multicultural	Incomes
62	Effective _____ is of utmost importance for success of an organization.	communication	polarization	monetization	centralization

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63	_____ are appointed to help assimilate new employees into the organizational culture.	Creators	Trainers	Mentors	Openmindednes s
64	There may be times when employees' _____ beliefs clash with the organization's diversity policies.	cultural	financial	religious	casual
65	Success in workforce diversity begins with an active and visible _____by senior leaders.	detachment	commitment	separation	agreement
66	Pay inequality leads a job _____	Dissatisfaction,	Satisfaction,	specification,	description
67	Diversity is _____, as opposed to reactive, and calls for change within the culture of the organization.	Regional	Proactive	Most productive	National
68	Workforce diversity is considered as a challenge as well as _____	Culture	Equality	multi	Opportunity
69	._____teams are more creative and more open to new ideas.	Diverse	Stay interviews	Network	Diversity training
70	_____ is more complex than simply noticing the diversity or differences that exist in society.	multiculturalism	monoculturalis m	biculturalism	comparative
71	Businesses and companies that fail to foster inclusive workplaces experience have _____ turnover rates.	lower	basic	higher	best
72	. _____ is discrimination and stereotyping based on age.	racism,	communism,	ageism,	Capitalism
73	The posting should clearly communicate that the organization does not _____	incriminate,	discriminate,	negotiate,	adjust
74	Employees in Excel Ltd. are permitted to start and finish their workday of 8 hours at timings of their choice. This system is called _____ working hours.	Fixed	Flexible	Rotating Shift	Odd
75	Organisations now prefer a more _____ view of workforce diversity.	Restrictive	Static	Complicated	Holistic
76	Including women and minorities in _____ decisions will help incorporate diversity in the interview process and attract top talent.	Directing	Controlling	Hiring	Organising
77	_____ is an unfair and unreasonable opinion or feeling, especially when formed without enough thought or knowledge.	Opinion	Perspective	Prejudice	Ideology
78	Businesses should consider making diversity a _____ objective of the organisation.	Artificial	Secondary	Temporary	Strategic
79	Organisations are _____ their interview process to reduce bias.	Removing	Standardising	Complicating	Discussing
80	1. Diverse teams earn more revenue than non -diverse teams. 2. Employees feel valued and heard in a diversity friendly organisation.	Only statement 1 is correct.	Only statement 2 is correct.	Both statements 1 and 2 are correct.	Both statements 1 and 2 are incorrect.
81	_____ is an example of secondary dimension of workforce diversity.	Age	Gender	Physical disability	Education
82	An organisation must invest in _____ to promote diversity in the workplace.	Reporting	Training	Controlling	Directing



83	A_____ culture is one where everyone feels valued and respected and is able to fully contribute to the organizational goals.	Exclusive	Inclusive	Orthodox	regressive
84	Navigating a corporate culture is no easy task without a _____, formal or informal.	Supervisor	Mentor	Boss	IT Expert
85	A _____ audit is a thorough review of an organization's employment practices related to the demographic makeup of its workers.	Financial	Statutory	Diversity	Voluntary
86	_____ works towards creating a gender sensitive and inclusive work environment for women employees in Infosys.	Infybility	IWIN	IGLU	Samaritans
87	The success of _____ approach depends on attaining a representative number of people in key positions.	Brand image	Affirmative Action	Culture of acceptance	Maximising performance
88	Diversity is _____, and calls for change within the culture of the organization.	Proactive	Reactive	Optional	Static
89	Organisations must develop _____ training programs creating conditions for development of common organisational culture and climate.	Costly	Cross cultural	Complex	Informal
90	_____ programs can be of great help in bringing on diverse and nontraditional workers within a company.	Compensation	Mentoring	Induction	Development
91	_____ culture is based on shared identities and common bond among those with diverse backgrounds.	Differentiation	Unitary	Corporate	Integration
92	_____ are voluntary, employee-led groups whose aim is to foster a diverse, inclusive workplace.	Peer groups	Minority shareholders	Employee Resource groups	High Performance Teams
93	Recruitment and selection process must be _____ and carried out in a systematic manner.	Scientific	Complex	Informal	Rigid
94	_____ interviews are aimed to identify and reinforce the positive reasons that keep an individual employee at the firm.	Exit	Panel	Stay	Selection
95	_____ are learned stereotypes that are automatic, unintentional and influence our decision making.	Opinions	Perspective	Unconscious Bias	Attitudes

Subject Teacher

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Department of Management Studies

Class: TY BMS (Finance)
Subject : Project Management **Semester : VI**
Name of Teacher: Ranjana Mhalgi

Theory Question Bank

Unit 1- **Introduction to Project Management & Project Initiation**

1) What is project and how is it classified
2) What is the need and importance of project management
3) Elaborate the matrix structure for project management
4) Critically evaluate the SBU structure in project management
5) Elaborate the criterion for project selection or how do you evaluate project
6) Basic numericals on capital budgeting
7) Elaborate the role of project manager
8) How are project managers selected
9) State the importance of system integration
10) Explain the project life cycle in detail
11) What is the importance of MPS

Unit 2 - **Analysing Project Feasibility**

1) Why is feasibility done and what is the difference between pre- feasibility and feasibility analysis
2) What are the areas of project feasibility
3) Critically examine the Environmental Impact Assessment and Social cost benefit analysis
4) What are the dimensions of market analysis
5) What is the role of demand forecasting and how is it done
6) Elaborate the scope of technical analysis
7) Elaborate the process of operation analysis
8) What are the functions and importance of material management
9) Explain in short method study, lean operations, work study

Unit 3 - **Budgeting, Cost & Risk Estimation in Project Management**

1) Classify the various long and short term sources of finance
2) Critically evaluate budgetary control
3) What are the steps in a budgetary control system
4) Simple sums on leverages and WACC
5) Explain work break down structure
6) Explain the risk management process in project management
7) Explain strategic investment decision and criteria for capital allocations

Unit 4 - **New Dimensions in Project Management**

1) Explain the Project management maturity model
2) What is capacity planning and what is the importance of the same
3) What are the areas of project control
4) Critically elaborate PMIS
5) Elaborate the basic structure of project audit and how is it different from financial audit
6) What are the reasons to terminate a project
7) What are the ways to terminate a project
8) What are the various tools for closing a project

MCQS Question Bank

A project is _____
A) Permanent
B) Temporary
C)Constant
D)none of the above

2) _____ Projects include anything that move the business strategies in a forward direction they include something as basic as establishing allocation for a certain business process related to
A) Business projects
B)Development projects
C) Technical project
D) Constructional projects

3) Ecommerce in project management helps in
A) Improved communication
B) Identification of problem areas
C) Quantification of projects
D) All of the above

4)Individuals are assigned to project and report to project manager in _____ organisations
A)Functional
B) Projectized
C) Matrix
D) Super matrix

5) In _____the team members report to 2 bosses .
A)Functional
B) Projectized
C) Matrix
D) Super matrix

6) _____measures the length of time required to recover the initial investment in the project
A)Payback period
B) NPV
C)IRR
D) ARR

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7) The difference between present value of future cash inflows usually discounted at cost of capital and any immediate cash outflow is _____

A) Payback period

B) NPV

C) IRR

D) ARR

8) _____ plan is expected to effectively and efficiently guide all aspects of project from start to finish.

A)Project management

B) Materials management

C)Production management

D)Finance Management

9) The rate of return at which NPV and initial investment cash flow will become zero is

A) Payback period

B) NPV

C) IRR

D) ARR

10)_____ is the power of the project in continuation where it determines the degree of competition, policies of pricing that adopt the slogan of continuity and success

A) financial feasibility

B)market feasibility

C)technical feasibility

D)economic feasibility

11) The purpose of _____ feasibility assessment is to determine the positive economic benefit that proposed system will provide

A) financial feasibility

B)market feasibility

C)technical feasibility

D)economic feasibility

12) Technical analysis includes

A) product mix

B) technical arrangement

C) location and size

D) all of the above

13) The technique that identify the activities necessary to complete a task including identifying the time necessary to complete each activity and the relationship between the activities

A) CPM

B) PERT

C)gantt chart

D) Transportation

14) _____ is a type bar chart that shows the start and finish date several elements of a project that includes resources, milestones, task and dependencies

A) CPM

B) PERT

C)Gantt chart D) Transportation

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15) _____ study is analysis how successfully a project can be completed counting factors that affect search as economic technological, legal, and scheduling factors

A) project feasibility study

B) marketing feasibility study

C) finance feasibility study

D) production feasibility study d

16) _____ is Method of demand forecasting

A) Delphi method

B) Trend projection

C) Expert opinion

D) all of the above

17)_____ is tool or technique of Management involving the analytical study of operation or a job

A)work study

B)method study

C)CPM

D)PERT

18) Dimensions of market analysis includes

A) market size

B) market Trend

C) market potential

D) all of the above

19) The objective of social cost benefit analysis is

A. to estimate cost and benefit to the society

B. to estimate cost and benefit to the project

C. to estimate cost and benefit to the revenue department

D. all of the above

20) The objective of of environment impact assessment is

A) Identification environmental active you

B) assessment Environmental effects

C) describing alternatives to environmental projects

D)all of the above

21) the equity shareholders are _____

A) Owners

B) Creditors

C)Borrowers

none of the above

22) which of the budget is prepared for a long period of time

A. production budget

B. Cash budget

C. purchase budget

D. capital expenditure budget

23) Leverages helps in

A) long term loan

B) designing capital structure

C) raising short term loan

D) none of the above

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24) Financial leverage is_____

A) EBIT/EBT

B) EBT/EBIT

C) Contribution / EBT

D) None of the above

25) Operating leverage is used to measure

A) financial risk

B) business risk

C) Market Race

D)economic risk

26) Risk management process involves

A) risk identification

B) qualitative risk analysis

C) quantitative risk analysis

D)all of the above

27) Risk arising due to market condition is

A) external risk

B) internal risk

C) Technical risk

D) none of the above

28)Net asset value is also called as

A) Asset backing value

B) intrinsic value

C) liquid liquidation value

D) All of the above

29)Fair value of share is equal to_____

A) intrinsic value only

B) Yield value only

C) average intrinsic and yield value

D)None of the above

30)Capacity planning

A) save time

B) increases waste

C)increases cost

D)none of the above

31)Project management maturity model has

A) 5 level

B) 4 level

C) three level

D) none of the above

32) Project Management information system

A) saves time

B) improved efficiency

C) improve functioning

D) all of the above

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33)Resources refers to
(A) Manpower
(B) Machinery
(C) Materials
(D) All of the above
34) Developing a technology is an example of
(A) Process
(B) Project
(C) Scope
(D) All of the above
35) Following are the phases of Project Management Life Cycle. Arrange them in correct order
Design, 2. Marketing, 3. Analysis and evaluation, 4. Inspection, testing and delivery
(A) 3-2-1-4
(B) 1-2-3-4
(C) 2-3-1-4
(D) 4-3-2-1
36) Five dimensions that must be managed on a project
(A) Constraint, Quality, Cost, Schedule, Staff
(B) Features, Quality, Cost, Schedule, Staff
(C) Features, priority, Cost, Schedule, Staff
D) Features, Quality, Cost, Schedule, customer
37) The advent of project management has been most profound in
A) Automobile manufacturing
B) Construction
C) Information technology
D The U.S. Department of Defense
38)Which of the following is not considered to be a characteristic of a project?
A) An established objective
B) A clear beginning and end
C) Complex tasks
D) Only for internal use
39) From among the following activities, which is the best example of a project?
A) Processing insurance claims
B) Producing automobiles
C) Writing a term paper
D) Completing a college degree
40) Which of the following choices is not one of the stages of a project life cycle?
A) Conceptualizing
B) Defining
C) Planning
D) Executing
41) In which of the following stages are project objectives established, teams formed, and major responsibilities assigned?
A) Defining
B) Planning
C) Executing
D) Delivering



42) In which of the following stages are you more likely to find status reports, many changes, and the creation of forecasts?
A) Defining
B) Planning
C) Executing
D) Delivering
43) Project management is ideally suited for a business environment requiring all of the following except
A) Accountability & Flexibility
B) Innovation
C) Speed
D) Repeatability
44) Which of the following is the number one characteristic that is looked for in management candidates?
A) Overall intelligence
B) Co-ordinates well with others
C) Experience
D) Past successes
45) Integration of project management with the organization takes place with the
A) Master budget
B) Strategy plan
C) Process of managing actual projects
D) Both b and c are correct
46) Which of these is not part of the "technical dimension" of project management?
A) WBS
B) Budgets
C) Problem solving
D) Schedules
47) A series of coordinated, related, multiple projects that continue over extended time intended to achieve a goal is known as a
A) Strategy
B) Program
C) Campaign
D) Crusade
48)The assessment of the external and internal environments is called _____ analysis.
A) SWOT
B) Competitive
C) Industry
D Market
49) Which of the following is not one of the requirements for successful implementation of strategies through projects?
A) Allocation of resources
B) Prioritizing of projects
C) Adequate planning and control systems
D) All of the above



50) Project selection criteria are typically classified as:
A) Financial and non-financial
B) Short-term and long-term
C) Strategic and tactical
D) Required and optional
51) An uncertain event or condition that, if it occurs, has a positive or negative effect on a project objectives is termed.
A) Random chance
B) A disaster
C) Risk
D) Hazard
52) All of the following are included in the risk identification process except
A) Customers
B) Subcontractors
C) Competitors
D) Vendors
53) The easiest and most commonly used technique for analyzing risks is _____analysis.
A) Probability
B) Scenario
C) Payback
D) Risk/reward
54) A risk profile is a list of questions that address traditional areas of uncertainty on a project that answers developed from:
A) When the event might occur in the project
B) Chances of the event occurring
C) Interaction with other parts of the project or with other projects
D) From previous, similar projects
55) The risk assessment form contains all of the following except
A) Likelihood of the risk event occurring
B) Potential impact of the risk event
C) Who will detect the occurrence of the risk event.
D) Difficulty of detecting the occurrence of the risk event
56) Which of the following is not one of the probability analysis tools?
A) Ratio/range analysis
B) Decision tree
C) PERT simulation
D) PERT
57) Technical risks are:
A) Often the kind that can cause the project to be shut down.
B) Problematic
C) Imposed duration dates
D) Both A and B are correct
58) Change management systems are designed to accomplish all of the followingexcept:
A Track all changes that are to be implemented
B) Review, evaluates, Identify expected effects and approve/disapprove proposed changes formally on schedule and budget
C) Reflect scope changes in baseline and performance measures



D) All of the above are correct

59) Assembling project team and assigning their responsibilities are done during which phase of a project management?

(A) Initiation

(B) Planning

(C) Execution

(D) Closure

60) The basic nature of a project is a/an _____ one.

(A) permanent

(B) temporary

(C) (A) or (B)

(D) Both (A) and (B)

61) A process that involves continuously improving and detailing a plan as more detail become available is termed as

(A) project analysis

(B) project enhancing

(C) progressive deliberation

(D) progressive elaboration

62) Which from the following represents the correct project cycle?

(A) Planning →Initiating →Executing →Closing

(B) Planning→ Executing →Initiating →Closing

(C) Initiating →Planning →Executing →Closing

(D) Initiating →Executing →Planning →Closing

63) The strategy used to correct resource over-allocations by balancing demand for resources and the available supply is known as

(A) resource assignment

(B) resource levelling

(C) resource splitting

(D) resource scheduling

64) A horizontal bar chart that shows project tasks against a calendar is called

(A) milestone

(B) goal

(C) Gantt chart

(D) PERT chart

65) The statistical tool that depicts a project's tasks and the relationships between those tasks is known as

(A) milestone

(B) goal

(C) Gantt chart

(D) PERT chart

66) Which of the following statement(s) is/are true about a Project?

I. It brings change

II. It has risk

III. The outcome is certain

(A) I only

(B) II only

(C) I and II only

(D) I, II, and III



67) Which of the following is NOT a part of project management?
(A) initiating
(B) monitoring
(C) closing
(D) All above are parts
68)The scope of the work is defined in which phase of the project management?
(A) Initiating
(B) Planning
(C) Executing
(D) Closing
69) How the project work will be carried out, monitored, and controlled? These questions are answered in which phase of the project management?
(A) Initiating
(B) Planning
(C) Executing
(D) Closing
70) The review of the successes and the mistakes is normally held during _____ phase.
(A) initiation
(B) planning
(C) execution
(D) closure
71) The business case and the justification for the project is determined during the _____ phase.
(A) initiation
(B) planning
(C) execution
(D) closure
72) The 4 P's critical for the success of a project are:
(A) plan, processes, people, policy
(B) plan, processes, people, power
(C) plan, processes, potential, policy
(D) plan, processes, potential, power
73)Project manager will also be involved Making choices That require balancing in
A)Goals of a project
B) goals of the organisation
C)The goals of the resources
D) both a and b
74)Which of the following elements is not normally common in projects?
A) No defined end point
B) Uniqueness
C) An objective
D) Uncertainty
75) What form of planning and control focuses on the low volume–high variety end of the continuum?
A)Supply planning and control
B)Quality planning and control
C) Lean planning and control
D)Project planning and control
76) Which of the following elements is not normally common in projects?
A)Uniqueness

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B)No defined end point

C) Uncertainty

D) An objective

77) Projects provide excellent growth environment for future executives in Developing

A) sales skills

B)Communication skills

C)Managerial skills

D)Execution skills

78) Successful project management does NOT include which of the following factors?

A)Interchangable staff

B)Competent team members

C)Responsiveness to clients

D)Control mechanisms

79)Which is the first stage in the project management model?

A) Project control

B) Project planning

C) Project definition

D)Understanding the project environment

80)A clear hierarchy of objectives in the project definition would NOT normally contain:

A) The purpose

B)Control mechanisms

C)An End result

D)Success criteria

Subject Teacher

Convener



Company A Purposes to take over Company B Ltd. Goodwill may be taken at ₹ 48,000 for A Ltd. and ₹ 19,000 for B Ltd. The Stock of A Ltd. and B Ltd. to be taken at ₹ 1,02,000 and ₹ 71,000 respectively.

Their financial Position as on 31-12 -17 were :

Particular	A Ltd.	B Ltd.	Assets	A Ltd.	B Ltd.
Equity Share Capital	2,50,000	1,00,000	Fixed Assets	2,00,000	50,000
General Reserves	1,00,000	10,000	Investment	50,000	
Profit and Loss A/c	50,000	15,000	Stock	1,00,000	65,000
Creditors	50,000	25,000	Cash and Bank	85,000	30,000
	-	-	Debtors	15,000	5,000
Total	4,50,000	1,50,000	Total	4,50,000	1,50,000

Calculate the Net Asset Value Per share and find out the exchange Ratio. *Oct., 2018*

From the following information of Eagle Ltd. calculate the value of equity share.

1,000 10% Preference shares of ₹ 100 each	₹ 1,00,000
20,000 Equity shares of ₹ 10 each fully paid	₹ 2,00,000
Earning Before Tax	₹ 1,10,000
Rate of Tax	40%
Transfer to General Reserve	10%
Normal Rate of Earning	15%

Tiger Ltd. wishes to takeover Leoperd Ltd. the financial details of the two companies are as under :

Particulars	Tiger Ltd.	Leoperd Ltd.
Equity Share Capital (₹ 10 / Share)	1,00,000	50,000
Security Premium Account	-	2,000
Profit and Loss Account	38,000	4,000
Preference Share Capital	20,000	-
10% Debentures	15,000	5,000
	1,73,000	61,000
Fixed Assets	1,22,000	35,000
Net Current Assets	51,000	26,000
	1,73,000	61,000

Calculate the Net Asset Value for share and find out the exchange ratio. *April, 2017*

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Financial details of two companies are as follows :

	Sun Ltd. ₹	Moon Ltd ₹
EMP	48,000	30,000
Debentures	30,000	10,000
10% Preference share Capital	40,000	Nil
Equity Capital (₹ 10)	2,00,000	1,00,000
Fixed Assets	3,50,000	1,15,000
Net Current Assets	95,000	48,000

Normal Rate of Return is 15%.

Calculate :

1. Liquidation value of a share.
2. Earning based value of a share.
3. Fair value of a share.

The Balance Sheet of Rainbow Ltd. as at 31.12.2013 is as follows :

Liabilities	₹	Assets	₹
Subscribed & Paid up Capital :		Goodwill at Cost (Net)	70,000
10,000, 10% Cumulative Preference Shares of ₹10 each	1,00,000	Freehold Land & Building (W.D.V.)	90,000
20,000 Equity Shares of ₹10 each	2,00,000	Plant (W.D.V.)	2,50,000
Profit & Loss A/c	1,00,000	Investment at cost (Market Value ₹ 50,000)	20,000
Bank Overdraft	2,00,000	Stock at Cost	1,00,000
Current Liabilities	30,000	Debtors	70,000
	6,30,000	Bank Balance	30,000
			6,30,000

a) Net profits (after writing off goodwill each year by ₹ 10,000) for the years 2011, 2012 and 2013 amounted to ₹ 28,000, ₹ 65,000 and ₹ 1,10,000 respectively.

b) The company paid dividend on preference shares each year and on equity shares at 10% in 2012 only which have been deducted for arriving at the figures stated under item (a) above. Preference shareholders have no participating rights.

c) Recent valuation of land and building and plant amounted to ₹ 1,00,000 and ₹ 5,00,000 respectively. Depreciation on buildings and plant will increase by ₹ 53,000 per annum in future years.

d) Worthless stock, included above, which are carried forward since 2000 as it is, amounted to ₹ 90,000. Estimated realisable value thereof is ₹ 10,000.

What value would you place on each equity share based on :

i) net assets (excluding goodwill) and

ii) capital value of maintainable profits, which is agreed to be the weighted average net profits (weightage being 1, 2 and 3) of past three years, capitalisation rate being 8 $\frac{1}{3}$ %?

Confine to data given only. Ignore tax.

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Illustration 18:

The following particulars are available in respect of Goodluck Limited:

(a) Capital 450, 60% preference shares of Rs. 100 each fully paid and 4,500 equity shares of Rs. 10 each fully paid.

(b) External liabilities: Rs. 7,500.

(c) Reserves and Surplus: Rs. 35,000.

(d) The average expected profit (after taxation) earned by the company Rs. 8,500.

(e) The normal profit earned on the market value of equity shares (full paid) of the same type of companies is 9%.

(f) 10% of the profit after tax is transferred to reserves.

Calculate the intrinsic value per equity share and value per equity share according to dividend yield basis.

Assume that out of total assets, assets worth of Rs. 350 are fictitious.

Illustration 3:

Find out the fair value of share of Yash Ltd. from the following information:

		Rs.
(a)	**Issued and paid-up capital:**	
	2,50,000 equity shares of Rs. 10/- each fully paid	25,00,000
	50,000 10% preference shares of Rs. 10/- each fully paid up	5,00,000
(b)	**Reserve and surplus:**	
	General reserve	10,00,000
	Profit and loss A/c. balance (Cr.)	7,50,000
(c)	**Current Liabilities and Provisions:**	
	Creditors	8,50,000
	Bank overdraft	4,50,000
(d)	**Fictitious assets:**	
	Preliminary expenses	2,50,000
	Discount on issue of shares	1,00,000
(e)	The profits of the company for the year Rs. 12,50,000 before tax	
(f)	It is expected that the profit will increase by 20% in future years	
(g)	The rate of income tax 50%	
(h)	Normal rate of return 14%	

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Organization development

TYBMS (HR)

- Discuss the objectives of OD.
- Explain the principles of OD.
- Explain the participation of top management in OD. (8)
- Discuss the role of OD Practitioner.
- What is Organizational Change? Explain in brief Organizational Life Cycle.
- Explain the Features of change agents.
- Explain in brief organisational renewal.
- Explain the Factors Affecting Success of Interventions.
- What is the importance of OD?
- How is OD important to managers?
- Write a note on OD-HRD Interface.
- Explain the participation of top management in OD.
- Discuss the role of OD Practitioner,
- What are the competencies of OD Practitioner?
- Explain the Emerging Trends in OD,
- Discuss OD in Global Setting.
- Organisational Development has contribution from many
- researchers. Discuss the evolution of organisational development in detail.
- How do Human Resources Development and Organisational
- Development (OD) complement each other?
- Who is an OD practitioner? Explain the competencies that an OD practitioner needs to possess.
- What is organisational diagnosis? Explain its need.

- Discuss the phases of organisational diagnosis.
- Explain in brief the levels of organisational diagnosis.
- Discuss the techniques of organisational diagnosis.
- What are the tools used in organisational diagnosis?
- What are the causes of organisational renewal?
- Explain in brief BPR.
- Write a detailed noted on OD and Leadership Development.
- What is Organizational Change? Explain in brief Organizational Life Cycle.
- Discuss in brief Planned Change.
- Explain Organizational Growth and its Implication for Change.
- Explain the Features of change agents.
- What are the types of change agents?
- Explain the Role of change agents.
- What are the Skills required for change agent?
- What do you understand by organisational diagnosis? Discuss the
- techniques of organisational Diagnosis.
- Do you think change can be planned? Explain planned change in
- detail.
- Write note on the following:

(a) Qualitative tools of organisational Diagnosis.

(b) Change Agent.

(c) BPR and OD.



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Organisation development

TYBMS (HR)

MCQ Questions

1. OD is a ____ term effect

   Short /**long**/ medium

2. Positive attitude and the behaviours of employees are the result of ____ of the need for action by employee
   Actualization/discrimination/**realization**
3. OD is a ____ wide application of behavioural science knowledge.
   System/nation/industry
4. OD encourage mutual and genuine _____between manager and employee.
   Co-operation, corroboration, **collaboration.**
5. OD focus on ___ system overhaul or change
   total /partial/impartial
6. There are ___ parties to OD process
   four/five/**three**
7. Another practice in OD program is to create ____ solutions.
   Win-win/lose-lose/nil-nil
8. ____ widely recognized as the founding father of OD.
   kurt Gobain/**Kurt Lewin**/Levinsky
9. Improvement goal should be ___ in nature
   Resolute /half hearted /**absolute**
10. One of the most important thing to manage in organization is ___
    culture/payment/environment
11. OD focuses on both societal as well as human aspect of business **True**
12. OD takes regressive view for the betterment of both process and organization **False**
13. Training should be all theory and lecture. **False**
14. All part of organisation to include structure , technology and people must work together. **True**
15. Performance improvement can be detrimental to employee development . **False**
16. The learners experience in training environment should be the kind of human problem they encounter at _____
    work

17.___ can occur at one or more level in organisation so the strategy will require one or more interventions. **Problem**

18.In the late ____ OD was implemented in organisation via consultant but was relatively unknown as a theory of practice. **1990's.**

19.___ in the context of his work with union carbide in 1957, has been identified as one of the first behavioural scientist to talk systematically about , and to implement OD program. **Douglas Mc Gregor**

20.Each Member of organisation should have the ____ necessary to set three or four personal or team goals. **Information**

21.OD practitioner tend to follow a ___ approach
Pluralistic/**humanistic**/idealistic

22.The OD practitioner need to be theoretically as well as __strong to carry out the work of OD with expertise.
Technically/emotionally/ practically

23.OD practitioner should possess good___ skills
Negotiation/ reprimanding/**communication**

24.An OD practitioner must be ____value driven and acts with integrity in every situation....brutal/**ethical**/rational

25. ____ consultant are not member of organisation.

Internal/middle level/ **external**

26.___change is forcing companies to become more competent at change management, periodic/ **constant**/sporadic

27.The level of competition is set as all time high due to change in technology and ____.
Globalisation/ privatization/liberalization

28.___ employee performance is accomplished by number of OD intervention, minimising/ **maximising** / negating

29.____ system change process take longer time and is considerably more expensive.
Partial/intermittent/**whole**

30.Expert feel promptness and ____will be principal designing consideration for organisation stability/turbidity/**agility**

31.The hardest of the trend to predict is that OD is rapidly becoming more accepted as necessary. **False**

32.OD over the years has witnessed no sort of changes **False**

33.OD generally hire external consultant to provide a particular area of expertise that is unavailable internally. **True**

34.OD practitioner may be from HR dept or separate OD group exist in Organisation. **True**

35.The OD practitioner need not be good in the day to day change management activities. **False**

36.The OD Practitioner is ____ for bringing themselves completely to the task in hand. **Accountable**

37.An OD practitioner should ___ respect from everyone in the organization due to his excellent conceptual clarity and technical knowhow. **Command**



38. An OD practitioner must have the ability to handle difficult situation with ____.**positivity**
39. OD practitioner of future are going to need to measure their intervention in ___ metrics. **Bottom-line**
40. Most researches believe that organization need to act like_____ always adapting to their environment to complete in future. **Chameleons.**
41. The most important skill that the manager of modern organisation need is ____ learning
Intermittent/**continuous**/once in life time
42. Management have to take proper and ____ decision for OD
vague/strange/**timely**
43. A decision cannot be completely agreeable to everyone without _____ **participation**/ compulsion/mandate
44. ___ are the organization single most vital asset.
plant/ building/ **Human resource**
45. Managers need to develop an environment of ____ and continual change by matching it with a culture of continuous learning.
sporadic/annual/**sustained.**
46. ____ is playing a major role in organizational solution to core strategic problem, focusing in identifying the core skills. R&D/ **HRD**/PWD
47. Employees ___ response is vital towards change because of the level of their involvement .**positive**/ negative/ lack of
48. In the absence of ____ , change is likely to be disorganised and diffuse.
Money/**vision**/proportion
49. A major diagnosis is to provide members with _____ about current organizational functioning.
feedback/resistance/information
50. When the members expect____they are likely to develop greater commitment to the change process. Money/praise/**success**



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CLASS: TYBMS

SUBJECT: ORGANISATION DEVELOPMENT

SEM : VI

1. OD is a ____term effect
   a. Short /**long**/ medium
2. Positive attitude and the behaviours of employees are the result of ____of the need for action by employee
   a. Actualization/discrimination/**realization**
3. OD is a ____wide application of behavioural science knowledge.
   a. **System**/nation/industry
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    a. **Technically**/emotionally/ practically
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22. Internal/middle level/ **external**
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24. The level of competition is set as all-time high due to change in technology and ____. **Globalisation**/ privatization/liberalization
25. ___ employee performance is accomplished by number of OD intervention, minimising/ **maximising** / negating
26. ____ system change process takes longer time and is considerably more expensive. Partial/intermittent/**whole**
27. Experts feel promptness and ____ will be principal designing consideration for organisation stability/turbidity/**agility**
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33. The most important skill that the manager of modern organisation need is ____ learning
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41. A major diagnosis is to provide members with ____ about current organizational functioning. **feedback**/resistance/information
42. When the members expect ____ they are likely to develop greater commitment to the change process. Money/praise/**success**
43. ____ is organisational solutions and problems, focusing on identifying the core skills. HRM /R&D/ **HRD**/HRP
44. Diagnosis provides members with ____ about organizational functioning. Resistance/ **Feedback** /Information /Communication
45. The OD Practitioner act as a ____ to the organization's leaders and change agent. **Mentor**/ Business partner/ Informer/ strategist.

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Media Planning and Buying

1. Media literacy means the ability to
a. Read and write
b. Create professional media
c. Understand and use media
d. Prepare for a career in media
2. Good media criticism should always
a. Reveal negative aspects of media
b. Offer analysis based on reason
c. Warn us that ads sell us things we don't need
d. Condemn our emotional reactions to media
3. In media studies "converging" refers to the coming together of
a. Two or more people, in public
b. Different professional ideas about media
c. Computer, telephone, and mass media technologies
d. Mass media and mass communication
4. Economies of scale save a company money because they enable the company to
a. Make a large variety of products
b. Make many copies of a product
c. Scale down the size of their products
d. Charge higher prices than their competitors
5. In terms of media/government relationships in the world today, the media in most countries are
a. Government owned and operated
b. Privately owned and government controlled
c. Privately owned and free from government control
d. Mixed in terms of government and private ownership and control
6. What is ABC?
a. American business circle
b. American business corporation
c. Audit Bureau of circulation
d. None

Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online

7. A person (or group) who has control over what information is disseminated to the audience is known as:
a. Newscaster
b. Reporter
c. Regulator
d. Gatekeeper
8. The news of important public events appearing in the front sections of a newspaper, is called:
a. Soft-news
b. Hard-news
c. Feature News
d. Investigative news
9. The famous communication Model SMCRE was devised by:
a. Schramm

b. Roger
c. Lasswell
d. Osgood
10. The communication based on purchased time or space is called:
a. Propaganda
b. Publicity
c. Advertising
d. None of these
11. UPI is the abbreviation of:
a. United Press of India
b. United Press of Indonesia
c. United Press International
d. None of these
12. Communication without words:
a. Mass communication
b. Visual Communication
c. Non-Verbal communication
d. None of these
13. OB stands for:
a. Outside Broadcast
b. Outdoor Broadcast
c. Official Beat
d. None of these
Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online
14. The Internet is:
a. An integral part of the Information Superhighway
b. An indirect product of the Cold War
c. A global network of interconnected computers
d. All of the above
15. ---------- in advertising. is a series of decisions involvin g the delivery of message to the targeted audience.
a. Market Analysis
b. Media Objective
c. Media Planning
d. Media Strategy
ANSWER: C
16. Every media plan begins with the----------
a. media objective
b. market analysis
c. mediamix
d. media strategy
ANSWER: B
17. The ---------- of target audience help s media planner to understand the media consumption habbits, and accordingly choose the most appropriate media mix.
A) analysis
B) identification
C) selection
D) classification
ANSWER: D
18. ---------- describes what you want the media plan to accomplish.
A) Media Objective
B) Media analysis
C) Mediamix
D) Media strategy
ANSWER: A

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19. ---------- refers to the number of people that will be exposed to a media vehicle at least once during a given period of time.
A) Frequency
B) Reach
C) CPM
D) CPP
ANSWER: B
Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online
20. ----------refers to the average number of times an individual within target audience is exposed to a media vehicle during a given period of time.
A. Frequency
B. Reach
C. Continuity
D. CPM
ANSWER :A
21. An effective media strategy requires a degree of ---------- _
A. continuity
B. mediamix
C. flexibility
D. discontinuous
ANSWER: C
22. ------covers two broad decisions selectionof media class, and selection of media vehicle with in media class.
A. Media mix
B. Media strategy
C. Media objective
D. Media selection
ANSWER: D
23. The implementation of media plan requires ------- _
A. Media slot
B. Mediamix
C. Media buying
D. Media selection
ANSWER C
24. Media Buying refers to buying ------ in the selected media.
A. slot
B. space
C. vehicle
D. time and space
ANSWER: D
25. .....is a way of describing audience based on factors such as age, gender, education level, town class, income etc.
A. Demographic
B. Psycho graphic
C. Socio-economic
D. infographics
answer a
Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online
26. ------- is away of describing audience based on the their life style, attitudes, aspirations, habits etc.
A. Demographics
B. Psycho graphics
C. Socio-economic

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ANSWER A

34. Companies are exploring the -------- for communicating their advertising message because of its several attractive features and advantages.

A. television

B. newspaper

C. radio

D. new media

ANSWER D

35. The advertising industry is passing through a transition phase with the emergence of the---------- media.

A. television

B. online

C. interactive

D. information

ANSWER B

36. New media is very cost-effective when compared to the traditional media and is highly----------

A. reliable

B. requited

C. resourceful

D. result-oriented

ANSWER D

37. The ---------- is the biggest possible medium and has the quickest and the deepest reach throughout the globe.

A. web

B. TV

C. radio

D. outdoor

ANSWER A

40. Digit al technology is changing the way------ relate to products and markets.

A. manufactures

B. consumer

C. dealers

D. industry

ANSWER B

41. Cyber consumers are not ---------- _

A. active

B. passive

C. homogeneous

D. heterogeneous

ANSWER C

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42. Media ---------- is a primary goal of advertising media planning and buying.

A. flexibility

B. expansion

C. frequency

D. efficiency

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ANSWER D

43. Frequency of describes the number of times that your advertisement appears in the media.

A. continuity
B. exposure
C. repetition
D. insertion

ANSWER D

44. . Advertising media do not operate in a vacuum: they must be part of the overall and advertising plans.

A. marketing
B. media
C. corporate
D. campaign

ANSWER A

45. Advertisers use many factors other than the----------in their media analyses and plans.

A. activities
B. audience
C. attributes
D. influential

ANSWER B

46. ------ technology is changing the way consumers relate to products and markets.

A. Information
B.New
C. Digital
D. Cyber

ANSWER: C

47. Cyber consumers are not _

A. Heterogeneous
B. segmented
C. mass
D. homogeneous

ANSWER: D

48. e-Tailingwill have to co-exist with --------- retailing.

A. e-Commerce
B. traditional
C. mobile
D. integrated

ANSWER: B

49. ------- the appropriate market segment has become ever more imp ort ant when carrying out e-branding campaigns.

A. Segmenting
B. Positioning
C. Targeting
D. Implementing

ANSWER: C

50. Creating and securing a brand name in the physical world requires

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D. Infographics
ANSWER B
27. Media--------- is a primary goal of advertising media planning and media buying.
A. frequency
B. efficiency
C. flexibility
D. reach
ANSWER: B
28. Scheduling in ---------- can help avoid the irritation factor and can keep an advertising campaign fresher for a longer time.
A. continuity
B. random
C. waves
D. avails
ANSWE-R: C
29. A magazine ---------- starts with its circulation and grows as original readers pass an issue along to other readers.
A. sub scribe
B. reader
C. audience
D. publisher
ANSWER: C
30. The average magazine draws half of its revenue from ------- and half from circulation.
A. marketing
B. audience
C. subscribers
D. advertising
ANSWER: D
Question Bank On Media Planning and Management with Answers
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31. ----- -------is ahighly negotiable medium when it comes to pricing.
A. News paper
B. Radio
C. Television
D. Internet
ANSWER: B
32. A large amount of ---------- advertising is for retailers, local businesses used for promotions.
A. newspaper
B. magazines
C. radio
D. television
ANSSWER: C
33. The ---------- should be the formal summation of the advertising task that the media planner will take on to a solution.
A. media brief
B. media expansion
C. media buying
D. media selling



extensive marketing.----------
A. Research
B. strategy
C. effort
D. media
ANWWER: A



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TYBMS Sem VI

Media Planning and Management Question Bank

1. Meaning of Media & Features of Media,
2. Meaning of Media Planning ,
3. Scope of Media planning ,
4. Media Planning Elements,
5. Role of Media in Business,
6. Media Planning Process,
7. Impact of Marketing Objectives on Media Planning,
8. Factors Influencing Media Planning Decisions,
9. Role and Importance of Media in Consumer Buying Decision,
10. Role of Media Planner,
11. Challenges of Media Planning,
12. Organization Structure of Media Company,
13. Regulatory Framework and Legal Aspects in Media Planning
14. Meaning, Role and Importance
15. Sources of Media Research
16. Need for Media Mix,
17. Identifying Audience for Mass Media ,
18. Factors Affecting Media Mix Decision,
19. Types of Media Mix Decisions
20. Factors Affecting Selection of Print Media Decisions ,
21. Types of Print Media, Advantages and Limitations
22. Factors Affecting Selection of Television Media Decisions, Advantages and Limitations
23. Factors Affecting Selection of Radio Media Decision, Advantages and Limitations
24. Types of OOH, Advantages and Limitations
25. Factors Affecting OOH Planning Decision,
26. Online, Mobile, Gaming, In flight, In Store, Interactive Media
27. Need for Media Strategy, Situation Analysis for Media Strategy and its Component
28. Steps in Formulating Media Strategies:
29. Factors to be considered while Framing a Budget
30. Importance of Media Budget.
31. Methods of Setting Media

32. Role of Media Buyer,
33. Objectives of Media Buying,
34. Media Buying Process
35. Concept & Elements of Buying Brief,
36. Art of Media Buying
37. Negotiation in Media Buying,
38. Criteria in Media Buying
39. Factors Affecting Scheduling:
40. Scheduling Patterns
41. Scheduling Strategies for Creating Impact
42. Reach, Cumulative/Frequency Reach,
43. Discrete & Cumulative distribution,
44. Average Opportunity to See (AOTS),
45. Effective frequency/Reach
46. Dairy v/s Peoplemeter,
47. TRP,/TVR, Program Reach & Time Spent,
48. Stickiness Index, Ad Viewership
49. Arbitron Radio Rating
50. Circulation,
51. Average Issue Readership (AIR), Total or Claimed Reader, Sole or Solus reader.
52. Traffic Audit Bureau (TAB)
53. Gross Rating Points (GRP), Gross Impressions (GI),
54. Share of Voice (SOV).
55. Cost Per Rating Point(CPRP),
56. Reach Delivered by the Buy,
57. Visibility Spots,
58. Bonus Percentage,
59. Upgrades and Spot Fixing,
60. Sponsorships
61. Discount on Rate Card, Negotiated Rate,
62. Cost Per Thousand (CPT),
63. Market Share Incentives,
64. Readership v/s Circulation Track,

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Department of Management Studies

Class: TYBMS Semester VI

Sub: Indian Ethos in Management

Question Bank (Descriptive Questions)

Module 1

1. Define ethos. Explain the features of Indian ethos.
2. Discuss briefly the need of Indian ethos.
3. Write a note on relevance of Indian ethos.
4. Explain in brief the requisites of Indian ethos.
5. What are the various principles practiced by Indian companies? Give examples.
6. Discuss the role of Indian ethos in managerial practices.
7. Define ethos. Explain the difference between ethos and ethics.
8. Distinguish between Indian and Western management.
9. What are the various elements of Indian ethos?
10. Explain in brief the management lessons from the Mahabharatha giving appropriate examples.
11. What management lessons can be derived from Kautilya's Arthashahtra?
12. Write a note on management lessons from the Bible.
13. Discuss in brief management lessons from the Holy Quran.
14. 'India has a rich heritage in business, management, production and consumption'. Discuss.

Module 2

1. Define work ethos. What are the various levels and dimensions of work ethos?
2. What are the various factors responsible poor work ethos?
3. Explain the importance and scope of work ethos.
4. What are the various steps in work ethos?
5. Define values. Explain the features of values.
6. What are the values practices by Indian managers?
7. Explain the relevance of Value based management in global change.
8. Write a note on impact of values on stakeholders.
9. Discuss in brief the trans-cultural human values in management.
10. Explain the role of secular and spiritual values in management.
11. Discuss the relevance of spiritual values in management.
12. Explain the importance of value system in work culture.

Module 3

1. Define stress management. Explain the types of stress at work.
2. Describe the causes of stress at work.
3. Explain the consequences of stress for an individual.
4. Describe the various stress management techniques.
5. What do you mean by meditation? Discuss the advantages or features of meditation.
6. What are the various techniques or types of meditation?
7. Discuss the role and importance of mental health in management.
8. Explain the difference between brain storming and brain stilling.
9. Discuss briefly the meaning and significance of Yoga.
10. Write a note on Ashtanga Yoga of Sage Patanjali.
11. How does stress affect performance? How can it be controlled through Yoga and meditation?
12. "Yoga and meditation can bring down stress and increase performance levels." Discuss.
13. Define leadership. Explain the characteristics of transformational leadership.
14. Write a note on transactional leadership.
15. Distinguish between transformational and transactional leadership.
16. Write a note on visionary leadership.
17. Write a note on charismatic leadership.
18. Explain transformational leadership with an example.
19. Write short note on: Indian concept of leadership or Raj Rishi Model of leadership.
20. Describe in brief the various techniques of motivation drawn from Indian ethos?
21. Analyse the concept of motivation from the Indian context and compare it with western concept of motivation.

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Module 4

1. Define Learning. Explain the different mechanisms of learning.
2. What are the features, advantages and limitations of the Gurukul system of learning?
3. What are the features, benefits and limitations of modern system of learning?
4. Distinguish between Gurukul and Modern system of learning.
5. Write a note on Nishkama Karma as a technique of motivation.
6. Describe briefly the different laws of Karma.
7. Write a note on Corporate Karma. Discuss the guidelines for good corporate Karma.
8. Describe briefly the determinants of personality development.
9. Discuss the importance of Karma to managers.
10. Write a note on self management or personal growth and lessons from ancient education system.
11. Distinguish between role personality and true personality.
12. Explain the determinants of personality.

Subject teacher



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Department of Management Studies
Question Bank

Class TYBMS
Semes VI

Course : Indian Ethos in Management
Faculty: Tarun S. Kuckian

Sr. No	Statement	A	B	C	D
1	_____ concept enumerated in the Bhagwad Gita states that an individual has a right to perform one's duty but has no claim or control over the result.	Yoga Karmashu Kaushalam	Dharana	Nishkama Karma	Ananda
2	Indian ethos gives utmost importance to the concept of _____.	Soul	Power	Wealth	Body
3	_____ refers to the regulation of the breath through certain techniques and exercises.	Yama	Pranayama	Niyamas	Asanas
4	_____ is a positive form of stress that motivates you to continue working.	Eustress	Distress	Hypostress	Anxiety
5	The four goals of human life i.e Dharma, Artha, Kama and Moksha are collectively known as _____.	Smritis	Vedas	Darshanas	Purusharthas
6	_____ is the activity of influencing people to strive willingly for group objectives.	Personality	Strategy	Leadership	Perception
7	According to the Guna theory in Indian ethos, _____ element is associated with passion, ambition and attachment.	Saatva	Rajas	Tamas	Ananda
8	According to the Guna theory in Indian ethos, _____ element is associated with sleep, inertness and indolence.	Saatva	Rajas	Tamas	Ananda
9	According to the Guna theory in Indian ethos, _____ element is associated with calmness, equanimity and peace of mind.	Saatva	Rajas	Tamas	Ananda
10	According to Indian ethos, rivers, mountains and other aspects of nature should be _____.	Controlled	Exploited	Worshipped	Depleted

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11	One of the benefits of meditation is enhancing _____ .	Conflicts	Aggression	Creativity	Anxiety
12	Mr. Anand has a tendency to multitask and feels stressed and guilty while relaxing. His personality type is _____.	Type A	Type B	Type C	Type Z
13	India's first prime minister, Pandit Jawaharlal Nehru referred to _____ as temples of modern India.	Schools	Factories	Agriculture	Trading Houses
14	_____ approach to management is based on the principle that we all are one and we all are interconnected with each other.	Western	Materialist	Atomistic	Holistic
15	_____ values lay emphasis on brotherhood of man and material welfare of human beings.	Spirituality	Secularism	Athiesm	Religion
16	_____ meditation derived from Buddhist teachings, focuses on developing love and kindness towards oneself and others.	Samadhi	Sudharshan Kriya	Metta Meditation	Mantra Meditation
17	The word _____ is derived from the Sanskrit word 'Yuj' meaning "to join or unite."	Yamas	Karma	Niyamas	Yoga
18	_____ refers to the policy of getting things done through fear of punishment.	Saam	Daam	Dand	Bhed
19	Abraham Maslow proposed the _____ theory of motivation.	Carrot & stick approach	Two Factor theory	Theory Z	Need Hierarchy theory
20	Mr. Ratan Tata is able to inspire his followers and bring change in the mindset of the employees in his organisation. He is a _____ leader.	Transactional	Transformational	Bureaucratic	Autocratic
21	_____ is widely regarded as the earliest compiler of the yoga philosophy known as Yoga - Sutras.	Sage Narada	Sage Patanjali	Swami Vivekananda	Sage Valmiki
22	Indian approach towards motivation is _____ in nature.	Internal	External	Organisational	Inter-personal
23	Western approach towards motivation is _____ in nature.	Internal	External	Organisational	Inter-personal
24	_____ is a technique by which a group attempts to find a solution for a specific problem by generating large number of ideas.	Brainstorming	Brainstilling	Meditation	Meeting
25	_____ concept states that the 'Entire world is one family.'	Atma Manthan	Sat Chita Ananda	Advaita	Vasudhaiva Kutumbhakam
26	_____ personality has certain traits that we try to incorporate in our lives.	True.	Role.	Virtual.	Real.
27	All decisions in a Joint Hindu Family firm is taken by _____.	Co-parceners	Karta	Youngest member	Investors
28	Gurukul system of education gave greater importance to _____ .	Innovation	Scientific Temper	Moral Values	Certification
29	_____ focusses on what is right or wrong, or what is good or bad.	Ethics	Ethos	Sociology	Religion
30	_____ is the characteristics spirit and beliefs of people which distinguish one culture from the other.	Ethics	Ethos	Sociology	Business

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31	_____ is the act of coming to direct knowledge or certainty without reasoning or inferring.	Control	Ego	Ambition	Intuition
32	In the Mahabharatha, _____ had a one-man leadership hierarchy.	Kauravas	Pandavas	Yadavas	Mauryas
33	_____ management system can be established with the help of Indian ethos.	Value oriented	Scholastic	Individual	Meritocratic
34	Management must help all _____ to realize their expectations and desires.	Ethics	Rules	Resources	Stakeholders
35	_____ meditation is a process of transforming lower consciousness into higher consciousness.	Self Motivation	Trataka	Concentration	Dynamic
36	_____ is a king who would come to the support of Swamy, if Swamy's kingdom is attacked by another king.	Sanyasa	Mitra	Swamy	Shatru
37	In the epic Mahabharatha, the Kauravas had a _____ structure.	Patriarchal	Matriarchal	Democratic	People oriented
38	The _____, the most important of the Vedas, describes the origin of the universe.	Rig Veda	Yajur Veda	Sama Veda	Atharva Veda
39	The key to the Management through Indian Ethos is the _____ view of life.	Scholastic	Holistic	Paternalistic	Social
40	Indian Ethos focuses on _____ term goals.	Short	Mid	Long	No
41	Vasudhaiva Kutumbakam means the whole world is one _____	Place	Suburb	City	Family
42	The Vedas declare that profits shall be earned only through _____ means.	Unfair	Neutral	Fair	manipulative
43	_____, the literary work on Economic Administration was written by Kautilya in the 4th century before Christ.	Nagarshashtra	Ganitshastra	Arthashastra	Laghu siddanth
44	Self development is a _____ process.	One time	Two time	Continuous	short
45	_____ refers to customs and traditions which may be ethical or unethical	Ethos	Ethics	Rules	Regulations
46	Indian Ethos emphasizes on doing work as a _____	Duty	Stress	Activity	Burden
47	Just in Time is concept pioneered by _____	Toyota	Reliance	Ford	Maruti
48	Values are judgmental in nature. It means	Values are not enduring	Values have to individualistic	Values help in deciding what is good or bad	Values are created by one person
49	Values are subjective in nature. It means	It is universal	It may differ from person to person	It is insignificant	[illegible] should follow one value system
50	_____ means to perform one's duties without any desire of fruit (result)	Nishkama Karma	Sakaam Karma	Sat- Karma	Dush-Karma
51	Indian culture is predominantly a spiritual and _____ looking culture.	Outward	Heavenward	Inward	Extrovert
52	_____ comprises of values which encourages hard work and diligence amongst employees.	Work ethos	Pathos	Religion	Strategy

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53	In ____ decisions are taken keeping in mind betterment of organisation and entire society	Religion	Secularism	Caste	Racism
54	____ promotes no discrimination on the basis of caste, ethnicity, religion etc	Secularism	Racism	Fascism	Pesimism
55	Businesses cannot function in _____ where they are concerned only about themselves and not about society.	Isolation	Insolation	Private	Public
56	_____ stress may lead to severe health related problems such as Depression and Anxiety, Heart disease, digestive problems, sleep problems.	Acute	Chronic	Eustress	Distress
57	_____ stress is the positive form of stress that motivates to continue working.	Eustress	Chronic	episodic acute	Distress
58	_____ occurs when an individual is pushed beyond what he can do.	Hypo stress	Hyper stress	Positive stress	Eustress
59	_____ , occurs when an individual is bored or unchallenged.	Hypo-stress	Hyper stress	acute stress	Distress
60	A factory workers performs repetitive tasks might experience _____.	Hypo-stress	Hyper stress	acute stress	Distress
61	_____ work overload means performing a job that is complicated or beyond the employees' capacity which may lead to stress.	Quantitative	Rotating shift	Qualitative	Night shift
62	_____ work overload implies performing many activities at the same time which may lead to stress.	Quantitative	Rotating shift	Qualitative	expectations
63	Studies have revealed that meditation helps to slower the _____ .	life	study	aging process	digestion
64	_____ meditation involves simple repeating words with the intention of focussing the mind.	Yoga	Vipassana	Mantra	Chakra
65	Psychological consequences of stress is _____.	high absenteeism	emotional instability	high labour turnover	headache
66	Physical consequences of stress is _____.	diabetes	low morale	lack of motivation	high labour turnover
67	One of the health benefits of Meditation is, it enhances_____ .	stress and tension	poor digestion	the immune system	heart diseases
68	Metta meditation is originated from _____ teachings.	Krishna	Buddha	Mahavir	moksha
69	_____ is a method of Meditation that involves focusing at a single point such as candle flame, black dot etc.	Trataka	Metta	yoga	kundalini
70	_____ is a group activity of generating new idea.	Brain storming	Brain stilling	Brain healing	Brain washing
71	_____ is all about silencing the mind and listening to the inner guide and the Universe.	Brain stilling	Brain healing	Brain washing	Brain storming
72	True Personality refers to _____.	Some one we aspire to be	what we really are	Pure heated people free from jealousy	By nature these people are lethargic, Crooked, heartless

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73	_____ type of ancient school in India was residential in nature with the Shishyas or students and the Guru or Teacher living in proximity within the same house.	Raghukul	Gurukul	Gharkul	Chitkul
74	_____ is any relatively permanent change in the behaviour of an individual by experience.	Teaching	Communicating	Associating	Learning
75	Any action physical or mental that is bound to produce the result is called as _____.	Karma	Meditation	Yoga	Asanas
76	Role Personality refers to _____.	Someone we aspire to be	what we really are	Pure hearted people free from jealousy	By nature these people are lethargic, Crooked, heartless
77	_____ means that personal interest should be sacrificed for the social cause.	Atma Vishwas (Sele - Confidence)	Para Sanman (Reverence)	Audarya (Generosity)	Tyag (Sacrifice)
78	People should not hurry for the results. One should have _____.	Nischayatmak (Decisiveness)	Tyag (Sacrifice)	Audarya (Generosity)	Dhairya (Patience)
79	Term _____ refers to the principle of simple living and high thinking.	Tyag (Sacrifice)	Audarya (Generosity)	Sadgi (Simplicity)	Sahas (Daring)
80	In the Guru Shishya Parampara, the disciples lived _____.	in the Guru's Ashram	In their own house	At some other place	Hostel
81	Gurukul Learning was _____.	open to all	restricted for selected few	open for royal family children	not open for children from royal families
82	In today's education system, there is _____.	fixed syllabus and exam	no fixed syllabus and no exam	fixed syllabus but no exam	only exam no fixed syllabus
83	_____ is a Sanskrit word meaning the whole universe is one family.	Nishkam Karma	Aham Bramha Asmi	Vasudhaiva Kutumbakam	Atma Nirbhar
84	Arthashastra written by Kautilya or Chanakya is considered as the first ever book on the subject of _____.	Religion	Astronomy	Economics	Science
85	_____ approach to management is based on the principle that we all are one and we all are interconnected with each other.	Western	Materialist	Scientific	Holistic
86	The term' _____ ' literally means someone who dispels the darkness of ignorance.	Pandit	Gurukul	Yoga	Suraj
87	_____ values are those that are followed in all the cultures across the whole world.	Transactional	Trans-cultural	Indian	Western
88	_____ approach to management believes that religion and work are two sides of the same coin.	Spirituality	Secularism	Scientific	Material

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89	_____ is the doctrine that morality should be based solely with regard to the well being of mankind in the present life.	Religion	Spiritulaity	Secularism	Communism
90	_____ refers to the principles that help one decide what is right and wrong, and how to act in various situations.	Law	Values	Vision	Culture
91	_____ refers to the regulation of the breath through certain techniques and exercises.	Yama	Niyama	Asana	Pranayama
92	The Sanskrit phrase _____ means 'Divinity of all souls'	Parasparo Devo Bhava	Aham Bramhasmi	Athithi Devo Bhava	Ananda
93	_____ encourages the concept of 'Zakat' or Charity.	Mahabharatha	Bible	Quran	Arthashastra
94	_____ is a state of mental or emotional stability wherein people accept pleasure and pain, joys and sorrows as part of life.	Concentration	Depression	Equanimity	Detachment
95	As per Indian ethos, it is important to know _____, before one starts to manage others.	Organisation	Resources	Competitors	Oneself
96	Identify the factor/factors that are responsible for poor work ethos.	A. Lack of discipline among workers	B. Poor working conditions	C. Non payment of dividend	D. Both A and B
97	In Mahabharatha, _____ had a management structure where all participated in the decision making process and responsibilities were shared.	Pandavas	Kauravas	Both Kauravas and Pandavas	Dravidans
98	_____ is usually known as insight meditation that means "to see things as they really are".	Trataka meditation	Mantra meditation	Yoga Asanas	Vipassana meditation
99	_____ is a technique of learning which helps individuals to understand his/her core values, strengths and weaknesses.	Maun Vrat	Hearing to scriptures	Fasting	Atma Manthan
100	_____ is the policy of getting work done through peaceful negotiation.	Saam	Daam	Dand	Bhed
101	Indian ethos in management gives importance to _____ enrichment.	Mind	Job	Revenue	Production
102	The expression _____ occuring in the Vedas is the belief that 'I have immense potential'.	Vasudhaiva Kutumbhakam	Aham Brahmasmi	Sat-Chita-Ananda	Yoga Karmashu Kaushalam

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Class: TYBMS

Course: Retail Management

Semester: VI

1. Retail is the end or final stage of any _____ .

a.Economic activity b. Trading c. Manufacturing d. Wholesaler Answer1

2.._____ basically, involves the process of selling consumer goods or services to customers through multiple channels of distribution to earn profit.

a.Trading b. Retail c. Production d. Marketing Answer2

3. The word "retail" comes from the old _____ word "retaillier", which means to cut off or to break bulk.

a.Latin b. Greek c. French d. US Answer3

4._____ is a process of promoting greater sales and customer satisfaction by gaining a better understanding of the consumers of goods and services produced by a company.

a. Stock Management b. Design Management c. Location Management d. Retail Management Answer4

5.Consumers find what they need in a place conveniently _____ near their home or work.

a.located b. Design c. Place d. National Answer1

6.To reduce _____ and other operational expenses, manufacturers and wholesalers ship goods in large quantities to retailers

a.Economic activity b. Transportation costs c. Investor cost d. Stock cost Answer2

7. A major _____ activity performed by retailers is holding inventory so that the products will be available when consumers want them.

a. Time consuming b. Place utility c. Value-providing d. Design Answer3

8. When a part of a department in a retail store is leased or rented to an outside party, it is termed as a _____.

a.Chain Retailer b. leased department c.independent retailer d. Consumer Co-operatives Answer2

9. _____ provide essential commodities at cheaper costs

a. Franchise b. Convenience Stores c. Consumer Co-operatives d.leased department Answer4

10. A _____ refers to a store that stocks a particular type of merchandise or a single product of durable goods like furniture, household goods, consumer electronics etc.

a. specialty store b. independent retailer c. Chain Retailer d. Consumer Co-operatives Answer1

11. _____ are the ones who specialize in house ware, consumer electronics, jewelry etc.

a.Consumer Co-operatives b. Department store c. Catalogue retailers d.specialty store Answer3

12. Merchandising and buying is the key function for any retailer as this department is responsible for the_____ of merchandise to be sold in the stores by sourcing it from vendors or manufacturers.

a.Procurement b. ERP c. SCM d.Promotion Answer1

13. A retailer has to bear different type of _____ in relation to goods.

a. Elements b. Characteristics c. Processing d. Risks Answer4

14. Retail professionals in the_____ area have to monitor the overall store operations and profits.

a. Sales b. Store operations c. HRM d. Accounting and finance Answer2

15. Retailing is the final stage in _____ channels for consumer products.

a. Trade b. Finance c. Marketing d. Operations Answer3

16._____ is a tangible retailing channel where the customers buy products after their practical exposure in stores.

a. Store base retailing b. Catalogue showroom c. Direct selling d. Retail Banking Answer1

17. _____ sells the merchandise at a lower cost than that at retail stores.

a. Departmental stores b. Off price Retailers c. Hypermarket d. Convenience Stores

Answer2

18. Customer _____ means that customers are committed to shopping at retailer's locations.

a. Loyalty b. Liking c. Approach d. Dislike Answer1

19. Customer Relationship Management is a comprehensive approach for creating maintaining and expanding customer _____.

a. Behaviour b.Relationship c.Service d. Demand Answer2

20. customer retention activities cannot be _____

a.frequent shopper programs b.special customer services c. personalization d. yearly Answer4

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21. customer satisfaction is the _____ goal of a CRM campaign

a. first b. secondary c. only d.primary Answer4

22. Destination Location _____

a. Seasonal demand b. Store within a store c. Basic necessities d. Shopping malls Answer4

23. Door to door selling is also called as _____.

a. Active b. Indirect c. Direct d. Store Answer3

24. Factors not influencing retail shoppers are_____

a. time to travel b. range of merchandise c.convenience of shopping d. Share market Answer4

25. Fashion Merchandise are _____

a. A high demand for a relatively short period of time. B.Retail stores unique name c. Seasonal demand d. Shopping malls Answer1

26. Free standing stores refers to_____

a. shopping mall b. retail store c. isolated stores d. malls Answer3

27. Freeform layout

a. Shopping malls b. Merchandise is arranged in an asymmetrical manner c. Innercity d. Operations Answer2

28. From the following which is not an objective of CRM in retail

a. improve customer satisfaction b. enhance customer loyalty c. reduce customer base d. enhance support, sale services Answer3

29. Induction is a part of_____

a. compensation b. performance appraisal c. selection process d. training Answer4

30. Coupons are considered as a form of_____

a. first degree price discrimination b. third degree price discrimination c. second degree price discrimination d. fourth degree price discrimination Answer3

31. Demand oriented pricing

a. Basic mark up is added b. Depend on quantity demanded c. Initial low price charged d. Initial high price charged Answer2

32. In _____ step retailers need to understand their customers and which brand they prefer.
a.Devise Strategies b. Define Category c.Develop Specific Tactics d.Definition Answer2

33. In Young and Rubicam Brand Asset Valuator Model _____ measures the breadth of a brands appeal.



a.Differentiation b.Esteem c.Knowledge d. Relevance Answer4

34. It is the pricing technique of setting relatively low initial entry price to increase the market share.
a.market skimming pricing b.market penetration pricing c.odd pricing d.single pricing Answer2

35. Loss leaders are sold_____

a.below cost b.above cost c. cost plus pricing d.at profit Answer1

36. Merchandise _____ means finding or seeking out products from different places, manufacturers or suppliers.

a. Outsourcing b.Merchandising c. Collecting d. Sourcing Answer4

37. Merchandise planning is the component of _____

a. Category Management b.Inventory Management c. Retail Management d. Store Management Answer1

38. Merchandise that has high demand for a relatively short period of time is referred to as _____ a. Staple merchandise b. Fad merchandise c. Fashion merchandise d. basic merchandise Answer3

39. Premium Private Label Competes on quality, not price No frill products at discount Sold exclusively by the retailer Basic mark up is added Answer1

40. Private labeling is not applicable to ____ categories.

a.Vegetables b. Dairy items c. Cosmetics d.Beverages Answer1

41. Retailers often charge different prices to different demographic market segments this practice referred as_____'

a. first degree price discrimination b. third degree price discrimination c.second degree price discrimination d. fourth degree price discrimination Answer2

42. Self selected variable pricing

a.Initial high price charged b.Sold exclusively by the retailer c. First degree price discrimination d.Initial low price charged Answer3

43. Within the specific area customer looks for the _____.

a.Sub-Class b.Class c.Department d.Price Answer2

44. Zone pricing does not include charging different prices in_____

a.different stores b.different region c.different market d. different shelfs Answer4

45. A store organised using Grid layout is very _____.

a.linear b.multi fold c.complex d.simple Answer4

46. _____ layout is popularly found in departmental stores.

a.Grid b.Race track c.Freeform d.Box Answer2



47. _____ layout does not cater to customers who are short on time.

a. Grid b.Box c.Freeform d.Race track Answer4

48. _____ type of layout may not allow for maximum utilisation of the retail space available.

a.Grid b.Race track c.Freeform d.Box Answer3

49. An example of Graphics is _____.

a.photo panel b.signboard c.digital signage d.posters Answer1

50. Point of purchase areas are used to display _____ items.

a. daily b.staple c.impulse d.stationary Answer3

51. _____ deals with the look and feel of materials .

a.Pattern b.Display c.Colors d.Texture Answer4

52. _____ refers to the division of mall space into various zones for the placement of various retailers.

a.Planogram b.Zoning c.Mall management d.Store management Answer2

53. The _____ has established five core fair information practices regarding online Marketing tactics.

a.Trade License Commission b.Online Privacy Act c.Federal trade Commission d.Cyber Crime Answer3



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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBMS SEMESTER-VI
Subject- HR IN GLOBAL PERSPECTIVE

a) Explain International HRM- Meaning and Features, Objectives.
b) Discuss Evolution of IHRM and Reasons for Emergency of IHRM.
c) Explain Significance of IHRM in International Business
d) Discuss Difference between International HRM and Domestic HRM .
e) Explain Approaches to IHRM- Ethnocentric, Polycentric, Geocentric and Regiocentric
f) Discuss Qualities of Global Managers
g) Explain Role of IHRM in Cross Culture Management.
h) Discuss Importance of Cultural Sensitivity to International Managers .
i) Discuss Difference between IHRM and Comparative HRM
j) Explain Sources of International Labour Market.
k) Discuss Components of International Compensation Program.
l) Explain Issues in Cross Cultural Training
m) Discuss Factors Influencing Performance.
n) Explain Criterion used for Performance Appraisal of International Employees.
o) Explain Benchmarking Global Practices .
p) Discuss Key Issues in International Industrial Relations,
q) Explain Factors in Selection of Expatriates with Advantages of Using Expatriates and Limitations of using Expatriates.
r) Discuss Requirements/Characteristics of Effective Expatriate Managers .
s) Explain Factors affecting Repatriation Process.
t) Discuss Emerging Trends in IHRM
u) Explain Meaning, Importance of Off Shoring
v) Discuss Challenges in Managing International Projects across the World
w) Explain Role of Technology on IHRM
x) Discuss Meaning and Features of Virtual Organization
y) Difference between Virtual Organization and Traditional Organization.
z) Knowledge Management and IHRM

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Name of the Faculty-Dr. Hasitkumar Nagariya
Class-TYBMS-HRM
Subject- HUMAN RESOURCE MANAGEMENT IN GLOBAL PERSPECTIVE

1) HRM practiced by multinational organization's is termed as the following.
   a. Globalization
   b. Personnel management practices
   c. Domestic HRM
   d. International HRM

2) The system involves technological, economic, political and cultural exchanges by advances in communication, transportation and infrastructure.
   a. Liberalization
   b. Standardization
   c. Globalization
   d. Privatization

3) IHRM is concerned with these issues that cross national boundaries.
   a. HRM
   b. Operations
   c. Finance
   d. General management

4) This is the basic function of IHRM.
   a. Employee welfare
   b. Recruitment & Selection
   c. Labour relations
   d. Career planning & Development

5) It consists of task analysis, skill analysis and abilities analysis.
   a. Job analysis
   b. Planned progression
   c. Job engineering
   d. Job enlargement

6) A major difference between domestic and international HRM.
   a. Number of employees covered by the HR policies

b. The emergence of effective cross-border management styles
c. Ease with which employees adjust to new cultures
d. Increased complexities such as currency fluctuations, foreign HR policies and practices and divergent labour laws

7) These corporations believe that home country nationals are more intelligent, reliable and trustworthy than foreign nationals.
a. Ethnocentric
b. Geocentric
c. Regiocentric
d. Polycentric

8) In this approach, the MNC treats each subsidiary as a distinct entity with some decision making autonomy.
a. Ethnocentric
b. Geocentric
c. Regiocentric
d. Polycentric

9) A major motive for using this approach is that it allows interaction between executives transferred to regional headquarters from subsidiaries and parent country nationals posted to the regional headquarters.
a. Ethnocentric
b. Geocentric
c. Regiocentric
d. Polycentric

10) This approach subscribes to the view of employing the best people in key positions throughout the organization without the consideration of any nationality.
a. Ethnocentric
b. Geocentric
c. Regiocentric
d. Polycentric

11) The process of continuously strengthening resources and enhancing employee performance.
a. Organizational dynamics
b. Organizational structure
c. Lifetime employment
d. Communication

12) The discipline that expands the scope of domestic management to encompass international and multicultural spheres.
a. Convergence of cultures
b. Cross cultural management

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c. Work culture
d. Culture shock

13) This occurs when multiple cultures become more like one another through exposure to traditions, ideals and languages.
a. **Cultural convergence**
b. Cultural sensitivity
c. Reverse culture shock
d. Cross cultural management

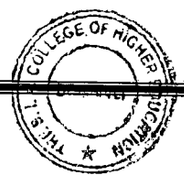
14) This concept involves understanding and knowing about different cultures, accepting the differences and similarities in order to build meaningful relationships.
a. IHRM
b. Comparative HRM
c. **Cultural sensitivity**
d. Teamwork

15) A way to welcome the newcomers and make them feel comfortable with the company.
a. Training
b. Orientation
c. Selection
d. Empowerment

16) The frustration and confusion faced by an expatriate that result from being bombarded by uninterpretable cues.
a. Comparative HRM
b. Reverse culture shock
c. Culture shock
d. Cross cultural training

17) A term used to describe the feelings of surprise, disorientation, confusion etc. experienced when people return to their home country and find they do not fit in as they used to.
a. Reverse culture shock
b. Culture shock
c. Cultural sensitivity
d. Cultural convergence

18) The aggregate of the various HR systems used to manage people in the MNC, both at home and overseas.
a. Personnel management
b. Planning
c. IHRM
d. HRM



19) This function is closely related to training, providing employees with opportunities for growth and education on an individual basis.
a. Career planning and development
b. Compensation and benefits
c. Performance appraisal
d. Employee welfare

20) In this approach, training originates at the headquarters and corporate trainers travel to subsidiaries, often adapting to local situations.
a. Virtual
b. Decentralized
c. Modular
d. Centralized

21) The business environment has become multifaceted, products are knowledge based and the workforce is culturally diverse due to the following reason.
a. Technology
b. Competition
c. Communication
d. Conflict management

22) This approach ensures that the culture and values are uniform in all the units of the MNC throughout the globe.
a. Polycentric
b. Ethnocentric
c. Geocentric
d. Regiocentric

23) Parent country nationals will only hold positions in the corporate headquarters is the basic premise of the approach.
a. Polycentric
b. Ethnocentric
c. Geocentric
d. Regiocentric

24) The approach is an unbiased philosophy that pools the right candidate from across the world.
a. Polycentric
b. Ethnocentric
c. Geocentric
d. Regiocentric

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25) This approach places managers from various countries within geographic regions of a business.
   a. Polycentric
   b. Ethnocentric
   c. Geocentric
   d. Regiocentric

26) Procurement, allocation and utilization are the three broad activities of the following function.
   a. HRM
   b. IHRM
   c. Personnel management
   d. T & D

27) This function from the international perspective is more difficult and complex.
   a. Job analysis
   b. Human resource planning
   c. Career planning and development
   d. Training

28) The process of giving employees a certain degree of autonomy and responsibility for decision making regarding specific organisational tasks.
   a. Duty
   b. Compensation
   c. Empowerment
   d. Promotion

29) There is greater involvement of the HR manager in the personal life of employees.
   a. IHRM
   b. Domestic HRM
   c. Traditional HRM
   d. Personnel management

30) It describes organizational behaviour within countries and cultures and improves the interaction of co-workers, managers, executives, clients, partners etc.
   a. Cultural sensitivity
   b. Convergence of cultures
   c. Work culture
   d. Cross cultural management

31) Their main objective is to promote relationships between different cultures as well as disseminate its ideas and activities.
   a. Conflict management
   b. Cross cultural management
   c. **Cultural convergence**

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d. Work culture

32) The first contribution to cross cultural management research were made in the following year.
a. 2000s
b. **1960s**
c. 1990s
d. 1980s

33) Employee productivity and organizational objectives can be achieved if the below is eliminated from the organization.
a. **Conflict**
b. Competition
c. Communication
d. Empowered atmosphere

34) In China and Japan, the following factor is the most important determinant in promoting workers.
a. Skills
b. Qualifications
c. Experience
d. **Age**

35) A systematic method of investigation that seeks to explain the patterns and variations encountered in cross national HRM.
a. **Comparative HRM**
b. International HRM
c. Cross cultural management
d. Cultural sensitivity

36) Types of employees of an international firm are as follows.
a. 4
b. 2
c. **3**
d. 5

37) A trait that is imperative for the success in international business.
a. Competition
b. **Curiosity**
c. Mediocrity
d. Stability

38) This may arise in many cases after the foreign assignment is over.

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a. Promotion
b. Transfer
c. **Tax liability**
d. Culture shock

39) It is more of a source of conflict than of synergy.
a. Management practices
b. Language
c. Organizational structure
d. **Culture**

40) Frank, direct feedback is not a part of this culture.
a. **Asian**
b. African
c. Australian
d. American

41) An experience a person may have when one moves to a cultural environment which is different from one's own.
a. **Culture shock**
b. Work culture
c. Leadership style
d. Organization structure

42) He is a local national in the foreign country who assists the expatriate in dealing with cultural issues.
a. Director
b. Understudy
c. **Mentor**
d. Manager

43) It refers to the patterns of movement over time in the interactions between the people in the organisation.
a. Organisational design
b. Cross cultural communication
c. Teamwork
d. **Organisational dynamics**

44) This involves hands-on, exemplary oversight that drives innovation, knowledge and performance.
a. Self-awareness
b. Flexibility
c. **Leadership**
d. Emotional intelligence

45) The global manager must have this ability to set the path that others will follow.

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a. **Vision**
b. Adaptability
c. Negotiator
d. Well spoken

46) They differ in their values, cultures and attitudes.
a. Towns
b. Schools
c. Companies
d. **Nations**

47) Understanding of these issues benefits the organisation in managing the problems and complexities involved in international business.
a. Geographical
b. **Cross cultural**
c. National
d. Demographical

48) This plays an important role in bringing out the best in the employees and making them loyal to the organisation.
a. Employee welfare
b. Labour relations
c. **Work culture**
d. Flexibility

49) It explores the extent to which HRM differs between different countries or between different regions of a country.
a. **Comparative HRM**
b. IHRM
c. Cultural sensitivity
d. Cross cultural management

50) The feature of cross-cultural HRM which refers to the coexistence of variety of national cultures in multinational enterprises.
a. Transforming
b. **Adaptability**
c. Diversity
d. Convergence

51) It is vital to focus on the following in the workplace to create a sense of unity and ease tension.
a. Remuneration
b. Performance appraisal
c. Planning
d. **Cultural sensitivity**

52) The unique strength of an organization that may generate competitive advantage in the market.

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a. **Core Competency**
b. Resistance to change
c. Cost
d. Awareness

53) The principles that are based on local cultures, traditions, practices and needs of organizational growth.
a. System
b. Organization
c. **Management**
d. Recruitment

54) The function involves choosing from a pool of candidates whose qualifications closely match the job requirements.
a. Induction
b. **Selection**
c. Shortlisting
d. Human resource planning

55) In this approach, the cultural backgrounds of the trainers and trainees are usually similar.
a. Centralized
b. Virtual
c. Modular
d. **Decentralized**

56) The following activity requires management to structurally define departments and divisions.
a. **Planning**
b. Control
c. Implementation
d. Leadership

57) Workers in some Asian countries enjoy the following style of relationship with their employers and work for the same for all their lives.
a. Participative
b. Bureaucratic
c. **Paternalistic**
d. Autocratic

58) These employees are one of the organization's most effective resources as they help to face competition effectively.
a. Unskilled
b. **Skilled**
c. Multinational
d. Semiskilled

59) It means returning to one's home culture after growing accustomed to a new one.

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a. Culture shock
b. **Own culture shock**
c. Convergence of cultures
d. Cultural sensitivity

62) The process helps new employees to become familiar with the company its operations and present workforce.
a. **Orientation**
b. Selection
c. Recruitment
d. Training

63) The concept of collective bargaining in the following country means to negotiate between a Labour union and local management.
a. Finland
b. Sweden
c. Germany
d. **USA**

64) _____has changed the business world many times over.

1)Government

2)Market

3)Technology

4)Policies

65)Today all the operative functions of HRM can be managed with the help of _____.

1)Employees

2)NGOs

3)Professionals

4)**Technology**

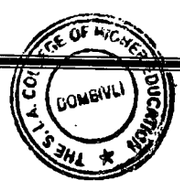
67)With the help of Information technology,Managers in one country can interact with employees located in another country through _____.

1)Travel

2)**Video Conferencing**

3)Telegram

4)Media



68)Many business can not even function without the use of _____.

1)Forums

2)Etherenet

3)**Internet**

4)Computer

69)In virtual organizations, jobs are variable and of _____term.

1)Long

2)**Short**

3)Medium

4)Mixed

70)Compared to traditional organization ,virtual organization support _____organization structure.

1)Vertical

2)Horizontal

3)Flatter

4)Straight

71)Jobs in virtual Organizations are _____based.

1)System

2)Money

3)**Knowledge**

4)Policy

72)_____Alliances are cooperative agreements between two or more firms from different national backgrounds.

1)Company

2)Sector

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3)**cross-border**

4)Market

73)Equity involves a _____purchase of shares of an Enterprise in a country other than its own.

1)An Employee

2)An Organization

3)**Foreign Direct Investor**

4)NGO

74)In Non-Equity cross-border alliance ,each party cooperates as a separate _____.

1)Company

2)Organization

3)**Legal Entity**

4)Firm

75)An Acquistion occurs when one company_____another company.

1)Operates

2)Take intrest

3)**Buys**

4)Sales

76)One major reason to engage in mergers or acqusitions is often to facilitate _____into new markets.

1)**Rapid Entry**

2)Position

3)Growth

4)Goodwill



77)Merger is the result of an agreement between _____to join their operations together.

1)One

2)**Two**

3)Three

4)Four

76)Knowledge management develops systems and processes to acquire and share _____assets.

1)Machinery

2)Furniture

3)Goodwill

4)Intellectual

77)Jobs in virtual organisations being knowledge based are assumed to require _____skills.

1)High

2)less

3)No

4)Temporary

78)Business ethics refers is a form of applied ethics or professional ehthics that examines ethical _____.

1)Issues

2)values

3)**Principals**

4)Standards



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Question Bank
TYBMS Semester VI
Indirect Tax Laws

1) GST stands for
(a) goods and supply tax (b) government sales tax
(c) goods and service tax (d) goods and simple tax

2) GST is levied in India on the basis of _____principle.
(a) Origin (b) destination (c) either a or b (d) both a or b

3) The main objective of GST implementation is ____
(a) To consolidate multiple indirect tax levies into single tax
(b) Overcoming limitation of existing indirect tax structures
(c) Creating efficiency in tax administration
(d) All of the above

4) Which of the following is not a bill passed by parliament for the implementation of GST in India ?
(a) the central GST act 2017 (b) the state GST act 2017
(c) the integrated GST act 2017 (d) none of the above

5) _____petroleum products have been temporarily been kept out of GST.
(a) 1 (b) 2 (c) 3 (d) 5

6) In India, GST structure is ___in nature.
(a) Single (b) dual (c) triple (d) a and b both

7) P Ltd has a contract with X Ltd. to provide book keeping services to Q Ltd. is a subsidiary of P Ltd. The liability to discharge consideration for such book keeping service is of P Ltd. As per the CGST Act 2017 who will be the recipient of the above service ?
(a) P Ltd. (b) q Ltd. (c) X Ltd. (d) both (a) and (b)

8) The definition of goods under section 2(52) of the CGST Act does not include
(a) Grass (b) money and securities
(c) actionable claims (d) growing crops

9) ____ is not included in the term "Goods" under GST Law:
(a) movable property (b) actionable claim
(c) securities (d) growing crops

10) Which of the following is not covered under the term goods under GST ?
(a) money (b) actionable claim
(c) securities (d) both (a) & (c)

11) As per the CGST Act, 2017 business includes

(i) Adventure not for a pecuniary benefit

(ii) Any activity or transaction undertaken by the central government, a state government or any local authority in which they are engaged as public authorities

(a) (ii) only (b) both (i) and (ii)

(c) neither (i) nor (ii) (d) (i) only

12) Which of the following can be treated as goods under the CGST act 2017 ?

(i) Movable property

(ii) Money ad securities

(iii) Actionable claim

13) What are different types of supplies covered under the scope of supply?

(a) Supplies made with consideration

(b) Supplies made without consideration

(c) Both of the above

(d) None of the above

14) The activities to be treated as supply of goods or supply of services as referred to in ____of CGST Act, 2017.

(a) schedule I of CGST act (b) schedule II of CGST act

(c) schedule III of CGST act (d) section 7

15) Which of the following taxes will be levied on imports?

(a) CGST (b) SGST (c) IGST (d) none of the above

16) Which of the following is not a supply as per section 7 of the CGST Act?

(a) Management consultancy services not in course of furtherance of business

(b) Import of services for consideration and in course or furtherance of business

(c) Both a and b

(d) None of the above

17) ____specifies the activities to be treated as supply even if made without consideration.

(a) schedule I of CGST act (b) schedule II of CGST act

(c) schedule III of CGST act (d) all of the above

18) Which of the following activity is outside the scope of supply and not taxable under GST?

(a) Services by an employee to the employer in the course of or in relation to his employment

(b) Services of funeral

(c) Actionable claims other than lottery, betting and gambling

(d) All of the above

19) Agreeing to the obligation to refrain from an act, or to tolerate an act or a situation, or to do an act is ____

(a) Supply of goods

(b) Supply of services

(c) Neither as a supply of goods nor a supply of services

(d) Either as a supply of goods or a supply of services

20) Transfer of the right to use any goods for any purpose(whether or not for a specified period) for cash, deferred payment or other valuable consideration shall be treated as____

(a) Supply of goods



(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

21) Works contract as defined in section 2 (119) shall be treated as____
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

22) Supply by way of or as part of any service or in any other manner whatsoever, of goods, being food or any other article for human consumption or any drink (other than alcoholic liquor for human consumption), where such supply or service is for cash, deferred payment or other valuable consideration is____
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

23) Supply of goods by any unincorporated association or body of persons to a member thereof for cash, deferred payment or other valuable consideration shall be treated as ____
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

24) Services by an employee to the employer in the course of or in relation to his employment is ___
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

25) A ____ supply comprising of two or more supplies shall be treated as the supply of that particular supply that attracts highest rate of tax.
(a) Composite (b) mixed (c) both a and b (d) none of the above

26) ____means a supply made by a taxable person to a recipient consisting of two or more taxable supplies of goods or services or both, or any combinati5on thereof, which are naturally bundled and supplied in conjunction with each other in the ordinary course of business, one of which is a principal supply.
(a) composite supply (b) principal supply
(c) mixed supply (d) inward supply

27) ____ means two or more individual supplies of goods or services or any combination thereof made in conjunction with each other by a taxable person for a single price where such supply does not constitute a composite supply.
(a) mixed supply (b) principal supply
(c) inward supply (d) exempt supply

28) _____ supply shall attract IGST?
(a) Intra state (b) inter state (c) both

29) Is there any ceiling limit prescribed on the rate under IGST



(a) 14% (b) 40% (c) 26% (d) 30%

30) What if an e-commerce operator having no physical presence in the taxable territory, does not have a representative in the taxable territory?

(a) He will have to discharge his tax liability in foreign currency
(b) He will not be liable to tax
(c) He has to appoint a person in the taxable territory for the purpose of paying tax on his behalf
(d) None of the above

31) Unless and until notified, GST shall not be levied on the inter-state supply of which of the following:

(a) industrial alcohol (b) works contract
(c) petroleum (d) none of the above

32) What are the supplies on which reverse charge mechanism would apply at present?

(a) Notified categories of goods or services or both under section 9(3)
(b) Inward supply of goods or services or both from an unregistered dealer under section 9(4)
(c) Both of the above4
(d) None of the above

33) Which of the following services are covered under Reverse Charge Mechanism of CGST Act, 2017?

(i) legal consultancy (ii) goods transport agency
(iii) manpower supply (iv) rent a cab
(a) (i) and (iii) (b) (i) and (iv) (c) (i) and (ii) (d) all the above

34) Which of the following is not exempted?

(a) Health care service to human beings by authorized medical practitioners / para medics
(b) Health care services to animals / birds
(c) Slaughtering of animals
(d) Rearing horses

35) Services by educational institution is exempted if the services are to:

(a) any common man (b) its own students, faculty / staff
(c) both a & b (d) none of the above

36) Tax invoice must be issued by ____ on supplies made by him.

(a) Every supplier
(b) Every taxable person
(c) Every registered person not paying tax under composition scheme
(d) All the above

37) An invoice must be issued.

(a) At the time of removal of goods
(b) On transfer of risks and rewards of the goods to the recipient
(c) On receipt of payment for the supply
(d) None of the above



38) What is the time of supply of vouchers when the supply with respect to the voucher is identifiable?

(a) Date of issue of voucher
(b) Date of redemption of voucher
(c) Earlier of a and b.
(d) A and b whichever is later

39) What is the time of supply of vouchers when the supply with respect to the voucher is not identifiable?

(a) Date of issue of voucher
(b) Date of redemption of voucher
(c) Earlier of a and b.
(d) A and b whichever is later

40) What is the time of supply of service in case of reverse charge mechanism?

a. Date of payment as entered in the books of account of the recipient
b. Date immediately following 60 days from the date of issue of invoice
c. Date of invoice
d. Earlier of a and b.

41) From the following information determine the TOS of goods where goods are taxed on reverse charge basis.

Date of issue of invoice by the supplier – 30th Nov. 2019
Date of receipt of goods – 30thNov. 2019
Date of payment by the recipient – 10th Dec. 2019
Entry of receipt of services in the recipients BOA – 12th Dec. 2019

a. 30th Nov. 2019 (b) 10th Dec. 2019 (c) 12th Dec. 2019 (d) 30th Dec. 2019

42) Place of supply in case installation of elevator is

(a) Where the movement of elevator commences from the suppliers place
(b) Where the delivery of elevator is taken
(c) Where the installation of elevator is made
(d) Where address of the recipient is mentioned in the invoice

43) Place of supply of food taken on board at Delhi for an aircraft departing from Delhi to Bangalore via Hyderabad is

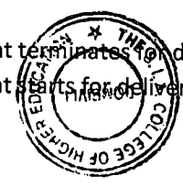
(a) Address of the aircraft carrier mentioned on the invoice of the supplier
(b) Delhi
(c) Jaipur
(d) Hyderabad

44) What is location of supply in case of important of goods?

(a) Customs port where the goods are cleared
(b) Location of the importer
(c) Place where the goods are delivered after clearance from customs port
(d) Owner of the goods

45) Place of supply of goods, other than supply of goods imported into, or exported from India, when supply involves movement of goods is the

(a) Location of the goods at the time at which the movement terminates for delivery
(b) Location of the goods at the time at which the movement starts for delivery



(c) Location of the principal place of business of the recipient
(d) Location of the principal place of business of the supplier

46) Place of supply of goods other than supply of goods imported into, or exported from India, when supply does not involve movement of goods is the
(a) Location of the supplier
(b) Location of the goods at the time of the delivery to the recipient
(c) Location of the goods at the time of purchase order
(d) Location of the recipient

47) The value of supply of goods and services shall be the
(a) Transaction value (b) MRP
(c) Market value (d) None of the above

48) The value of supply of goods and services shall be the
(a) Transaction value (b) Retail sale price
(c) wholesale price (d) None of the above

49) When can the transaction value be rejected for computation of value of supply
(a) When the buyer and seller are related and price is not the sole consideration
(b) When the buyer and seller are related or price is not the sole consideration
(c) It can never be rejected
(d) When the goods are sold at very low margins.

50) If the goods are supplied to related persons then how should the taxable person ascertain the value of supplies?
(a) Seek the help of the GST officer
(b) Use the arms length price as required under the income tax law
(c) Refer the rules which prescribed for this purpose
(d) None of the above

51) Persons shall be deemed to be related persons if any person directly or indirectly owns, controls or holds _____ or more of the outstanding voting stock or shares of both of them.
(a) 25% (b) 26% (c) 51% (d) 0%

52) Persons shall be deemed to be related persons?
(a) Such persons are officers or directors of one another's businesses
(b) Such persons are legally recognized partners in business
(c) Such persons are employer and employees
(d) All of the above

(A) <u>Inclusions (S. 15 (2)</u>

53) The value of supply should include
(a) Any non GST taxes, duties, cesses, fees charged by supplier separately
(b) Interest, late fee or penalty for delayed payment of any consideration for any supply of goods or services
(c) Subsides directly linked to the price except subsidies provided by the Central and State Government
(d) All of the above

54) Which of the following shall not be included in value of supply?
(a) GST (b) Interest (c) Late fee (d) commission

55) The value of taxable supply should not include
(a) Taxes levied under SGST act 2017



(b) Taxes levied under CGST act 2017
(c) Taxes levied under GST compensation cess act 2017
(d) All of the above

56) Interest or fee or penalty for delayed payment of any consideration for any supply
(a) Shall be excluded from the value of taxable supply
(b) Shall be included from the value of taxable supply
(c) Shall require no adjustment
(d) Can be included or excluded from the value of the taxable supply

57) Subsidies provided by the central / state Govt.
(a) Shall be excluded from the value of taxable supply
(b) Shall be included from the value of taxable supply
(c) Shall require no adjustment
(d) Can be included or excluded from the value of the taxable supply

58) The value of supply should include
(a) Incidental expenses, including commission and packing, charged by the supplier to the recipient of a supply
(b) Interest, late fee or penalty for delayed payment of any consideration for any supply.
(c) Subsidies directly linked to the price except subsidies provided by the central and state government
(d) All of the above

59) From the following information determine the value of taxable supply as per provisions of section 15 of the CGST Act 2017?
Contracted value of supply of goods (including GST @ 18%) 11,80,000
The contracted value of supply includes the following:
(1) Cost of primary packing
25,000
(2) Cost of protective packing at recipients request for safe transportation
15,000
(a) 10,00,000 (b) 11,80,000 (c) 11,55,000 (d) 11,40,000

60) From the following information determine the value of taxable supply as per provisions of section 15 of the CGST Act 2017?
Price (including GST @ 18%) 11,00,000
Other information:
(1) Commission paid to agent by recipient on instruction of supplier and not included in price 5,000
(2) Freight and insurance charges paid by recipient On behalf of supplier not included in price 75,000
(a) 11,00,000 (b) 11,80,000 (c) 10,00,000 (d) 11,75,000

61) If a person opting for composition scheme is liable to be registered on 1st October 2019 and has applied for registration on 17th November 2019 and registration granted on 20th November 2019 then the effective date of registration will be
(a) 20th November 2019 (b) 1st October 2019
(c) 17th November 2019 (d) 1st April 2020



62) In case of transport of goods by rail within India, which of the following item is an exempted supply?
(a) Transport of postal malls and postal bags
(b) Transport of defence and military equipments
(c) Transportation of household effects
(d) Transport of alcoholic beverages

63) Mr. C of Chennai supplied goods to M/s. Smart Jet airlines of Chennai flying between Delhi – Mumbai. The goods are loaded in the aircraft in Delhi. The place of supply of goods will be
(a) Chennai (b) Delhi (c) Mumbai (d) none of the above

64) Gifts not exceeding _____ in value in a financial year by an employer to an employee shall not be treated as supply of goods or services or both
(a) Rs. 20,000 (b) Rs. 25,000 (c) Rs. 50,000 (d) Rs. 1,00,000

65) Hospital charging room rent per day per room Rs. 1,200 on rooms provided to in patients. It is
(a) exempted supply (b) taxable supply
(c) not at all supply (d) none of the above

66) In cases of change in rate of tax and amount is credited to the bank account after 4 working days from the date of change in rate of tax the date of receipt of payment will be
(a) Date of book entry or date of bank entry whichever is earlier
(b) Date of bank entry
(c) Date of book entry
(d) Date of book entry or date of bank entry whichever is later

67) Who is the person allowed to cancel a GST registration?
(a) The registered person himself
(b) The GST officer
(c) The legal heir of the registered person
(d) All of the above

68) Where the application of registration is found to be deficient for any reason and the proper officer requires any further information then he shall intimate to the applicant in form
(a) GST REG – 01 (b) GST REG – 02
(c) GST REG – 03 (d) GST REG – 04

69) Aminpur Post office provided basic mail services of Rs. 2,50,000 and speed post services of Rs. 3,00,000 the value of taxable services will be
(a) Rs. 2,50,000 (b) Rs. 3,00,000 (c) Rs. 5,50,000 (d) none of the above

70) An individual acts as a referee in a football match organized by sports Authority of India. which one of the following is correct?
(a) The individual is liable to pay GST
(b) Sports authority of India is liable to pay GST
(c) Exempted from GST
(d) Outside this scope of supply

71) Goods under CGST act excludes
(a) Securities
(b) Unsecured debts
(c) Right to participate in the draw to be held in a lottery

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(d) Growing crops

Practical Questions

1) Compute the taxable value of supply of service of ABC Ltd. for the month of June 2019 from the following information.

Particulars	₹
1. Entry fees received for cultural program organized in open theatre to 1,250 person	5,00,000
2. Receipt on account of stand-alone ride in a mall	2,00,000
3. Receipts of video parlous exhibiting movies	2,00,000
4. Auxiliary services provided in capacity of an event manager for organizing an event	15,00,000
5. Receipts from running Rocky Circus: Entry fees 800 per person	8,00,000
6. Receipts on account of admission to award function where the consideration for admission to musical performance	5,00,000
7. Receipts on account of admission to musical performance where the consideration for admission is 1,000 per person	10,00,000
8. Receipts on account of admission on recognized sporting event where the consideration for admission is 1,000 per person	10,00,000
9. Receipts on account of admission to non-recognized sporting event where the consideration for admission is 1,000 per person	10,00,000
10. Receipts of amusement park	15,00,000

2)

Particulars	₹
Rent received	
For factory building	6,00,000
For machinery in factory	1,20,000
For residential house	3,00,000
For furniture in residential house	80,000
For open plot of land rented to circus	2,40,000
For agricultural plot	90,000
For hotel rooms (Declared tariff per day ₹ 1,200)	4,20,000
For hostel for working women	5,40,000
For renting premises for ATM machines of bank	1,40,000
For open plot on land for animal husbandry	90,000
Remuneration received as a member of parliament (MP)	3,60,000
Pension received from Ex-Employer	72,000

As per provisions of GST laws, classify above items as taxable or non-taxable and calculate the value of taxable supply, assuming that GST is not included in above amounts (ignore threshold exemption and abatement).

3) Calculate the value of taxable supply

1) Sale of rice on commission basis ₹ 2,65,000.
2) Transport facility provided by a school to its students ₹ 60,000.
3) Packing of tomato ketch up ₹ 54,000.
4) Serving food in air conditioned restaurant (taxable value) ₹ 40,000.
5) Merchant Banking services ₹ 8,00,000.
6) Royalty from temporary transfer of patents ₹ 3,00,000.
7) Upgrading of information Technology software ₹ 8,00,000.



4) Calculate the value of Taxable Supply:

1. Supply of farm labour ₹ 1,00,000
2. Transport of postal mail or mail bag by a vessel ₹ 60,000.
3. Warehousing of potato chips ₹ 1,05,000.
4. Renting of hotel rooms with food (tariff ₹ 2,000 per day) ₹ 2,10,000.
5. Asset Management Services ₹ 30,000.
6. Royalty for providing use of technical knowhow ₹ 2,50,000.
7. Development and Design of information Technology software ₹ 8,00,000.

5) Determine the GST with resapect to each of the following independent services provided:

Particulars	₹
Fees charged for yoga camp conducted by a charitable trust	5,00,000
Amount charged by Bank Mitras for the services provided to a bank with respect to Basic Saving Accounts covered by Pradhan Mantri Jan Dhan Yojana (PMJDY)	1,00,000
Amount charged by cord blood banks by way of preservation of stem cells	50,000
Service provided by commentators to a recognized sports body	5,20,000

Note: ignore the threshold exemption. GST has been changed separately, wherever applicable.

6) Form the information for June 2019 supplied by Mr. Amir compute his value of taxable supply for the month of June 2019. (ignore threshold limit and all amounts given are excluding GST).

Particulars	₹
1. Supply of Farm Labour	40,000
2. Loading and unloading of Grapes	60,000
3. Cleaning and Packing Grapes	20,000
4. Sale of Grapes	4,00,000
5. Consultation Service for Manufacturing wine from Grapes	3,50,000
6. Rent from agricultural land situated at Jammu and Kashmir	40,000
7. Renting Agricultural machinery	80,000
8. Rent from Agricultural land used for research	60,000
9. Rent from Agricultural Land given to Agricultural college for research	70,000
10. Rent from Agricultural Land given to Mela (Fun-Fair)	4,00,000
11. Rent of Agricultural Land from Cinema production house	6,00,000

7) Arun Ltd. is a manufacturing concern in Pune. In the preceding Financial Year 2018-19 total value of supplies including inward supplies taxed under reverse charge basis are ₹ 1,54,000. (excusive if taxes). Determine whether Arun Ltd. is eligible to opt for composition scheme. The break up of supplies are as follows:

Particulars	₹
Intra-state supplies made under forward charge	50,00,000
Intra-state supplies made which are which are chargeable to GST at Nil rate	88,00,000
Intra-state supplies which are wholly exempt under section 11 of CGST Act, 2017	12,00,000
Value of inward supplies on which tax payable under RCM	4,00,000

8) Virat Ltd. a manufacturing concern located in Nagpur has opted for composition scheme for the current F.Y. 2019-20. Determine tax payable by Virat Ltd. Details of supplies including inward supplies taxable under reverse charge basis as follows:



Particulars	₹
Intra-state supplies of Goods chargeable @ 12% GST	23,00,000
Intra-state supplies of Goods chargeable @ 18% GST	10,00,000
Intra-sate supplies made which are chargeable to GST an Nil rate	18,00,000
Intra-state supplies which are wholly exempt under section 11 o CGST act, 2017	16,40,000
Value of inward supplies on which tax payable under RCM (GST rate 5%)	20,00,000

9) Determine the time of supply in each of the following independent cases in accordance with provisions of CGST Act, 2017:

Date of Actual Provision of Services	Date of Invoice	Payment Entry in Supplier's Book	Credit in Bank Account	Remarks
20-10-2019	21-10-2019	26-10-2019	30-10-2019	
20-10-2019	30-10-2019	24-10-2019	22-10-2019	
16-11-2019	26-12-2019	28-01-2020	29-01-2010	
1/12/2019	30-10-2019	30-10-2019	30-10-2019	₹ 5,00,000 is received in advance on 30-10-2019
	30-10-2019	6/10/2019	8/12/2019	Balance amount ₹ 6,80,000 is received on 060-12-2019

10) Determine the time of supply in the following cases assuming that GST is payable under reverse charge:

Date of payment by recipient of services	Date of issue of invoice by Supplier of service
10-10-2019	29-08-2019
10-10-2019	01-08-2019
Part payment made on 30-08-2019 and balance amount paid on 01-11-2019	29-08-2019
Payment in entered in the books of account on 28-08-2019 and debited in recipient's bank account on 30-08-2019	01-08-2019
Payment in entered in the books of account on 30-08-209 and debited in recipient's bank account on 26-08-2019	29-08-2019

11) Determine the time of supply of goods in the following independent situations, as per the GST law, giving brief reason for your conclusion:

Sr. no.	Date of removal of goods	Date of receipt of goods by buyer	Date of issue of tax invoice	Date of credit of payment in suppliers books of account	Date of credit of payment in suppliers bank account
1	04-01-2020	05-01-2020	04-01-2020	05-01-2020	06-010-2020
2	04-01-2020	03-01-2020	05-01-2020	03-01-2020	02-01-2020
3	04-01-2020	05-01-2020	04-01-2020	07-01-2020	08-01-2020

12) Determine time of supply in following independent cases as per the provisions of CGST act, 2017.



Sr. No.	Date on which Goods are available	Date of invoice	Date of recipient of payment
1	12-12-2019	15-12-2019	06-11-2019
2	17-12-2019	20-12-2019	02-11-2019
3	25-12-2019	04-01-2020	23-01-2020
4	26-10-2019	16-10-2020	15-10-2020
5	18-12-2019	12-12-2020	10-12-2020
6	15-01-2020	16-01-2020	05-01-2020
7	17-02-2020	13-02-2020	12-02-2020

13) Determine Place of Supply of Goods in the following cases and also state the Nature of Supply and the type of tax leviable (CGST, SGST and IGST)

Supplier and his location	Location of the buyer (third person)	Recipient and his location	Place of delivery of the goods
Mr. Satish, Indore	Mr. Prakash, Indore	Mr. Sony, Surat	Surat
Mr. Satish, Indore	Mr. Sony, Surat	Mr. Prakash, Indore	Indore
Mr. Satish, Indore	Mr. Rakesh, Mumbai	Mr. Sony, Surat	Surat
Mr. Satish, Indore	Mr. Sony, Surat	Mr. Dev, Surat	Surat

14) Raman Ltd. registered supplier in Mumbai (Maharashtra) supplying goods and services, has supplied goods to Sahil Traders and Jaggi Motors Ltd. located in Ahmednagar (Gujarat) and Pune (Maharashtra) respectively. Raman Ltd. has furnished the following details for the current month:

Particulars	Sahil Traders (₹)	Jaggi Motors Ltd. (₹)
1. Price of the goods (excluding GST)	20,000	15,000
2. Packing charges	600	
3. Commission	400	
4. Weighment charges		1,000
5. Discount for prompt payment (record in the invoice)		500

Items given in points (1) to (5) have not been considered while arriving at price of the goods given in point (1) above.

15) Compute the GST liability [CGST and SGST and ISGT, as the case may be] of Raman Ltd. for the given month. Assume the rates of taxes to be as under:

Particulars	Rate of Tax
Central tax (CGST)	9%
State tax (SGST)	9%
Integrated tax (IGST)	18%

Make suitable assumptions, wherever necessary.

Note: The supply made to Sahil Traders is an inter-state supply.

16) Candy Blue Ltd. Mumbai, a registered supplier, is manufacturing chocolates and biscuits. It provides the following details of taxable inter-state supply made by it for the month of October 2019.

Particulars	₹
List price of goods supplied inter-state	12,40,000
Items already adjusted in the price given in (i) above:	
1. Subsidy from Central Government for supply of biscuit to Government School	1,20,000

2. Subsidy from Trade Association for supply of quality biscuits	30,000
Items not adjusted in the price given in (i) above:	
3. Tax levied by Municipal Authority	24,000
4. Packing charges	12,000
5. Late fee paid by the recipient of supply for delayed payment of invoice	5,000

Calculate the value of taxable supply made by M/s Candy Blue Ltd. for the month of October 2019.

17) Quantum Plans Private Limited. Delhi supplies plastic granulation machine to Capscom Ltd. Delhi.

It furnishes the following details in respect of such supply:

Particulars	₹
List price of the machine (exclusive of taxes and discounts)	1,00,000
Corrugated boxes used for packing the machine (not included in price above)	1,000
Subsidy received from Delhi Government on sale of such machine (consider in price above)	5,0000

Discount @ 2% is offered on list price of the machine
(recorded in the invoice for the machine)
Determine the value of taxable supply made by Quantum Plast Private Limited.

18) Mr. X a registered supplier in Kochi (Kerala State) has provided the following detail in respect of his supplies made within intra-state for the month of March 2020:

Particulars	₹
1. List price of goods supplied intra-state (Exclusive of item given below from 2 to 5)	3,30,000
2. Swachh Bharat cess levied on sale of goods	12,500
3. Packing expenses charges separately in the invoice	10,800
4. Discount of 1% on the list price of the goods was provided (recorded in the invoice of goods)	
5. Subsidy received from State Government for encouraging women entrepreneurs	5,000

Compute the value of taxable supply and the gross GST liability of Mr. X for the month of March 2020 assuming rate of CGST to be 9% and SGST be 9%. All the amounts given amounts given above are exclusive GST.

19) A manufacturer of machinery supplied a special machine to Modern Furnishers. Following details are provided in relation to amounts charged:

Particulars	₹
1. Price of Machinery excluding taxes (before cash discount)	5,00,000
Additional charges not included above:	
2. Freight	13,0000
3. Packing charges	10,000
4. Charges for designing the machine	17,000

Other information furnished is:

a) Cash Discount @2% on price of machinery has been allowed to the customer at the time of supply and also recorded in invoice.

20) Kanchan Started business in April, 2019. Find out from which month she will be liable for registration and to pay GST as per the provides of GST Act. Given reasons.

Month/ Year	Purchase	Sales



2019	Taxable	Tax-Free	Taxable	Tax-Free
April to June	3,50,000	1,35,000	2,50,000	14,00,000
July	2,500	24,000	2,00,000	2,60,000
August	3,500	52,000	1,00,000	6,50,000
September	3,000	25,000	4,00,000	2,80,000
October	4,500	72,000	2,50,000	7,50,000
November	6,000	2,25,000	4,500	3,26,000
December	9,000	75,000	7,000	84,000

21) Mr. Rohit supplies Goods and Services from Kolhapur. He provides the following details retaining t the business for the month of January 2019. Determine his eligibility for registration under relevant Goods and Service Tax Laws.

Sr. No.	Particulars	Amount (₹)
1	Service charge within the state	3,00,000
2	Intra-state Goods Taxable @ 18% (Exclusive of GST)	3,00,000
3	Export made to Singapore	5,00,000
4	Intra-state Goods Taxable @ 5% (Exclusive of GST)	6,00,000
5	Intra-State Services Taxable @12% (Exclusive GST)	4,00,000
6	Intra-state Goods wholly exempt under GST	2,00,000

22) Mr. Pawan resident of Assam provides you following information regarding supplies made by him. Determine his eligibility for registration under relevant Goods and Services Tax Law.

Sr. No.	Particulars	Amount (₹)
1	Agricultural produce cultivated by family member	1,00,000
2	Intra-state Goods taxable @ 18% (Exclusive of GST)	95,000
3	Intra-state Goods Wholly exempted under GST	80,000
4	Export made to USA	1,35,000
5	Intra-State Goods table @5% (Exclusive of GST)	8,80,000
6	Intra-state Service Taxable @12% (Exclusive of GST)	2,40,000

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Near Balaji Mandir, Dombivli (East), 421203.

Business Communication I

UNIT 1

1) Ex-communication is a _____.
a) **punishment**
b) reward
c) process
d) ritual

2) Communis means _____.
a) a communist
b) **to make common**
c) miscommunication
d) to keep discrete

3) Good communication implies _____,
a) agreement
b) **understanding**
c) friendliness
d) telepathy

4) feedback is readily given in an atmosphere of _____.
a) clarity
b) non pollution
c) **trust**
d) distrust

5) Shannon Weaver model is _____ communication model.
a) interactive
b) **linear**
c) transactional
d) two way

6) In _____ model, the speaker plays the primary role.
a) **linear**
b) interactive
c) transactional
d) circular

7) In _____ model, the receiver gives feedback.
a) Shannon -Weaver
b) **Interactive**
c) Transactional
d) Dynamic

8) _____ is the response given by the receiver to the sender's message.

a) Encoding
b) Decoding
c) **Feedback**
d) Medium



UNIT 2

9) _____ is an abbreviation of weblogs.
a) Feed b) **Blog**
c) Web d) Web2.0

10) Blogs have a _____ of its own.
a) sound b) **voice**
c) eye d) sight

11) _____ are a major part of blogs.
a) **Links** b) Telex
c) Teleconference d) Teleprinter

12) _____ stands for Modular Object Oriented Dynamic Learning Environment.
a) Model b) **Moodle**
c) Modle d) Mudle

13) Moodle is a tool for _____.
a) Twitter b) **E-learning**
c) Whatsapp d) Facebook

UNIT 3

14) _____ are the channels of communications which have been established according to the structure of the organization.
a) **Formal channels** b) Informal channels
c) Grapevines d) Consultants

15) Lines of communication is the same as ____ ___ ____.
a) roads of communication b) **channels of communication**
c) area of communication d) cross section of communication

16) The ____ ____ ____ of communication the greater the chances of the message being distorted.
a) shorter the line b) **longer the line**
c) smaller the line d) briefer the line

17) Vertical communication is _____ communication.
a) one way b) **two way**
c) multi dimensional d) linear

18) Notice boards, circulars and bulletins are vehicles of ____ ___ communications.
a) upward b) **downward**
c) horizontal d) grapevine

19) _____ communication can be most efficiently used in those organizations in the lines of authority are clearly defined.
a) Upward b) **Downward**
c) Diagonal d) Horizontal

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20) _____ is time consuming.
a) **Downward** b) Upward
c) Diagonal d) Horizontal

21) Consensus implies _____.
a) **agreement of opinion** b) agreement of sale
c) being conscious d) being authoritative

22) Efficient enterprises use _____ channels od communication.
a) one b) two
c) **multiple** d) no

23) Complaints and Suggestion boxes are examples of _____ communication.
a) **upward** b) downward
c) horizontal d) grapevine

24) _____ speaks louder than words.
a) **pictures** b) loud speakers
c) computers d) television

25) In _____ there is use of words.
a) proxemics b) non verbal communication
c) kinesics d) **verbal communication**

26) Meetings, speeches, interviews are example of _____.
a) **oral communication** b) non verbal communication
c) proxemics d) written communication

27) _____ is a form of non verbal communication.
a) letter b) speech
c) interview d) **gesture**

28) Like oral communication, written communication is s type of _____ communication.
a) **verbal communication** b) non verbal communication
c) kinesics d) proxemics

29) Gestures and facial expressions reinforce _____.
a) **oral communication** b) written communication
c) non verbal communication d) proxemics

30) _____ is a form of non verbal communication.
a) Letter b) Circular
c) Report d) **Facial expression**

31) Notices and circulars are examples of _____ communications.
a) Upward b) **Downward**
c) Grapevine d) Horizontal

Unit 4

32) Business ethics seeks to understand the _____ issues that arise from business practices.
a) **moral** b) commerce
c) immoral d) finance

33) _____ is a code of conduct. It tells what to do for the welfare of the society.
a) **Business ethics** b) Business law
c) Business management d) Business advertising

34) _____ is displaying honest behaviour at all times.
a) Patent b) Copyright
c) **Integrity** d) Creative right

35) Discrimination on the basis of caste or gender is closely linked to _____.
a) intellectual rights b) **human rights violation**
c) freedom of expression d) creative license

36) _____ is the deliberate attempt to persuade someone (usually in the position of power and authority) by offering money or gifts or material gain.
a) Piracy b) **Bribery**
c) Patent d) Copyright

37) _____ means stealing.
a) **Piracy** b) Copyright
c) Intellectual Property Right d) Patent

38) _____ covers the responsibilities corporations (or other for-profit organizations) have to the societies within which they are based and operate.
a) **Corporate Social Responsibility**
b) Corporate Ethical Responsibility
c) Corporate Management Responsibility
d) Corporate Community Responsibility

UNIT 5

39) Noise is a _____ barrier.
a) semantic b) cross cultural
c) **physical** d) psychological

40) People of different time zones often have problem in communication. This is an example of _____ barrier.
a) **physical** b) psychological
c) semantic d) organizational

41) People speaking same language can never have _____ barrier.
a) psychological b) physical
c) **semantic** d) cross cultural

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42) _____ barrier occur because people see things differently.
a) a) physical
b) **psychological**
c) language
d) organizational

43) _____ is based on the trust that the listener has of the speaker.
a) Fear
b) Allness and closed mind
c) **Halo / Horn Effect**
d) Abstracting

44) The adult human mind usually resist _____.
a) **change**
b) fear
c) statusquo
d) inattentiveness

45) In high context culture, reliance on ____ is low.
a) **words**
b) non verbal signs
c) oral agreement
d) politeness

46) _____ communication becomes very difficult when people are from different cultures.
a) **Oral**
b) Written
c) Tele
d) Computer

47) Allness and _____ are related to each other.
a) Halo effect
b) Horn effect
c) **Closed mind**
d) Polarization

48) In order to avoid Cross cultural barriers, one must use more _____.
a) jargons
b) slangs
c) **precise words**
d) buzz words

UNIT 6

49) Hearing is a / an _____ act.
a) **involuntary**
b) voluntary
c) conscious
d) wilful

50) _____ requires conscious involvement of the listener.
a) **Listening**
b) Hearing
c) Speaking
d) Talking

51) You cannot _____ properly when you are emotionally upset.
a) hear
b) **listen**
c) speak
d) see

52) _____ listening, one has no awareness about the content of the message.
a) **Superficial**
b) Appreciative
c) Focused
d) Empathetic

53) In _____ listening, the listener is not motivated to listen to the speaker.
a) Effective
b) **Ineffective**
c) Focused
d) Empathetic

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54) Use of very difficult jargons brings about _____ barrier to listening.
a) culture
b) psychological
c) **linguistic**
d) physical

55) In order to avoid _____ barrier, the listener should be sensitive to take into account the values of the speaker while interpreting an oral message.
a) **cultural**
b) psychological
c) linguistic
d) physical

UNIT 7

56) The head address consist of the _____ name, address, phone no. etc.
a) **receiver**
b) sender
c) speaker
d) listener

57) _____ has a legal significance.
a) Head address
b) Inside address
c) Salutation
d) **dateline**

58) _____ can be used for filing and referencing.
a) Head address
b) Inside address
c) Salutation
d) **dateline**

59) 6th July, 2011 is _____ style of writing the date.
a) American Style
b) **British Style**
c) Indian Style
d) European Style

60) July 6th 2011 is _____ style of writing the date.
a) British Style
b) **American Style**
c) Indian Style
d) European Style

61) The inside address consists of the _____ name, address, phone no etc.
a) **receiver**
b) sender
c) speaker
d) listener

62) _____ is the complimentary greeting with which the writer begins the letter.
a) Inside address
b) Head address
c) **Salutation**
d) Complimentary close

63) Salutation is placed on the _____ side of the letter.
a) top
b) bottom
c) right
d) **left**

64) _____ paragraph introduces the topic of the letter.
a) bottom
b) closing
c) middle
d) **opening**

65) _____ paragraph consists of the main message of the letter.
a) closing
b) **middle**
c) opening
d) top

66) _____ paragraph consists of the suggested course of action to be taken by the reader.
a) **closing**
b) middle
c) opening
d) salutation

67) The salutation and _____ correspond with each other.
a) Head address
b) inside address
c) paragraph
d) **complimentary close**

68) The signature block consists of the sign of the _____.
a) speaker
b) listener
c) receiver
d) **sender**

69) _____ comes first in the British style of writing the dateline.
a) month
b) **date**
c) year
d) time

70) _____ comes first in the American style of writing the dateline.
a) **a) month**
b) date
c) year
d) time

LETTER WRITING

71) The head address consists of name, address, phone no, mail id etc. of the _____.
a) receiver
b) **sender**
c) speaker
d) listener

72) _____ has legal significance.
a) head address
b) salutation
c) inside address
d) **dateline**

73) 10th December, 2020 is _____ style of writing the date.
a) American
b) **British**
c) Indian
d) European

74) The inside address consists of the _____ name, address, phone no. etc.
a) **receiver**
b) sender
c) speaker
d) listener

75) _____ is the complimentary greeting with which the writer begins the letter.
a) Inside address
b) Head address
c) **Salutation**
d) Complimentary close

76) Salutation is placed on the _____ side of the letter.
a) top
b) bottom
c) **left**
d) right

77) _____ paragraph consists of the main message of the letter.
a) Closing
b) **Middle**
c) Opening
d) Top

78) Signature block consists of the sign of the _____.
a) receiver
b) **sender**
c) speaker
d) listener

79) _____ comes first in the American style of writing the date.
a) **Month**
b) Date
c) Year
d) Time

80) _____ from, means the line of every paragraph begins close to the left hand margin.
a) Indented
b) **Full block**
c) Semi block
d) Modified block

81) _____ is a programme that disrupts the normal functioning of your computer system.
a) **Virus**
b) Fungus
c) Anti-virus
d) None of the above

82) _____ transmits messages via computers connected on network.
a) Hardware
b) **e-mail**
c) Internet
d) None of the above

83) _____ is a software that enables you to browse through and view website.
a) e-mail
b) **Web browser**
c) Hacking
d) Spamming

84) The physical and tangible parts of a computer are called _____.
a) **hardware**
b) software
c) memory
d) central processing unit

85) A _____ is a confidential letter sent by someone who knows you.
a) letter of appointment
b) **letter of reference**
c) letter of resignation
c) letter of appreciation

86) _____ are written to announce to human resources, superiors and co-workers about one's intention to leave the current position.
a) letter of appointment
b) letter of reference
c) **letter of resignation**
c) letter of appreciation

87) A _____ is the first official communication from the employer to the new employee.
a) **letter of appointment**
b) letter of reference
c) letter of resignation
c) letter of appreciation

88) A _____ is to announce to the employee of his good work done for the organizations.
a) letter of appointment
b) letter of reference
c) letter of resignation
c) **letter of appreciation**

89) The number given to an advertiser by the newspaper is called _____.
a) post box no.
b) **box no.**
c) cell no.
d) letter no.

90) An application in response to an advertisment is called as _____ letter.
a) **solicited** b) unsolicited
c) single d) none of the above

91) Applications written by the applicant on how own initiative.
a) solicited b) **unsolicited**
c) single d) none of the above

92) The letter of application is compared to a _____ letter, as the writer tries to sell his services and talent.
a) purchase b) sales
c) returns d) none of the above

93) The _____ is a kind of personal essay that makes out a strong case for the applicant and is meant to add something more to what it already mentioned in the application.
a) Statement of Purpose b) feasibility report
c) testimonials d) none of the above

94) e-mails can b e sent by the click of a _____.
a) computer b) **mouse**
c) laptop d) pendrive

95) _____ is a tool required for successful usage.
a) **Silence** b) Distraction
c) Attentiveness d) Feedback

96) Ego block is created due to _____ barriers.
a) physical b) language
c) **psychological** d) cross cultural

97) _____ your incoming mails.
a) **Virus protection softwareb)** Software
c) Memory unit d) Hardware

98) One of the greatest advantages of _____ communication is that it leads to accountability.
a) oral b) **written**
c) non verbal d) none of the above

99) Blog is a shortened form of the words _____.
a) blogspot b) interblog
c) **weblog** d) socioblog

100) Social media creates _____ communities using a computer.
a) vicious b) **virtual**
c) real d) 3 dimensional

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Business Communication II

UNIT 1

1. The letter calling the interviewees must be sent several _____ in advance.
   a) months
   b) times
   c) **days**
   d) papers

2. The candidate should _____ prepare himself to deal with different types of interviewers.
   a) **mentally**
   b) physically
   c) always
   d) never

3. _____ is a face-to-face verbal exchange which endeavors to discover as much information as possible in the least amount of time about some relevant matter.
   a) **interview**
   b) meeting
   c) seminar
   d) conference

4. The person who gives the interview is called as _____.
   a) interviewer
   b) **interviewee**
   c) boss
   d) subordinate

5. The person who conducts the interview is called as _____.
   a) **interviewer**
   b) meeting
   c) seminar
   d) conference

6. The _____ is one of the best method of selecting personnel for it offers the employer the opportunity to meet and talk with the applicant.
   a) **selection interview**
   b) exit interview
   c) understress interview
   d) appraisal interview

7. Rearrange the four phrases in which an interview is normally conducted
   I) Supplying information
   ii) Parting
   iii) Welcome
   iv) Acquiring information

   a) **(c,d,a,b)**
   b) (d,c,b,a)
   c) (a,b,c,d)
   d) (b,c,d,a)

8. In _____ the superior officer reviews the subordinate's performance, future work plans and personal prospects.
   a) exit interview
   b) **appraisal interview**
   c) selection interview
   d) understress interview

9. _____ helps to improve the efficiency and motivation of the employee.
   a) Exit interview
   b) **Appraisal interview**
   c) Selection interview
   d) Understress interview

10. In a/an _____ interview the applicant is put under intentional stress so that his reactions can be observed.
   a) Exit interview
   b) Appraisal interview
   c) Selection interview
   d) **Understress interview**

11. _____ is usually conducted for the post of which is managerial in nature and which involves decisions to be taken under very difficult circumstances.
   a) Exit interview
   b) **Understress interview**
   c) Selection interview
   d) Appraisal interview

12. _____ tries to establish whether the candidate is calm, tactful and capable of taking proper decisions in an emergency.
   a) Exit interview
   b) **Understress interview**
   c) Selection interview
   d) Appraisal interview

13. A _____ is conducted to hear the grudge or hard feelings of the employees of the organizations.
   a) **Exit interview**
   b) **Grievance interview**
   c) Appraisal interview
   d) Selection interview

14. _____ helps to identify the problems in the organizations.
   a) Exit interview
   b) **Grievance interview**
   c) Appraisal interview
   d) Selection interview

15. _____ is conducted when an employee leaves an organization.
   a) **Exit interview**
   b) Selection interview
   c) Appraisal interview
   d) Understress interview

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16. _____ is often held for problem solving and decision making.
a) **Group discussion**
b) Symposium
c) Conference
d) Committee meeting

UNIT 2

17. _____ refers to a gathering of 2 or more persons in order to discuss matters of common concern, in order to arrive at a decision or to promulgate a policy.
a) group
b) **meeting**
c) conference
d) committee

18. Participants should not bring up items which are not on the _____.
a) **agenda**
b) minutes
c) memo
d) letter

19. A _____ brings together people with knowledge and experience for discussions which could be beneficial in developing new ideas and solutions to certain problems.
a) groups
b) **meetings**
c) group discussion
d) panel interview

20. The first step in organizing a meeting is to _____.
a) decide the venue
b) **determine the purpose**
c) inform the members
d) draft a notice

21. _____ plays the role of a leader in the meeting.
a) Boss
b) **Chairperson**
c) Secretary
d) Legal expert

22. _____ refers to a written intimation of the date, time, place and the business to be transacted at the meeting.
a) **Notice**
b) Report
c) Circular
d) Pamphlets

23. The _____ is sent by the secretary of the association or company.
a) **notice**
b) report
c) circular
d) pamphlet

24. _____ refers to a lost of items to be discussed at a meeting.
a) **Agenda**
b) Resolution
c) Decision
d) Notice

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25. _____ refers to a firm decision or opinion formally expressed by a group of people. Unanimously or by a simple majority.
a) Agenda
b) Circular
c) Notice
d) **Resolution**

26. A question on which vote is to be taken is called a _____.
a) resolution
b) **motion**
c) decision
d) agenda

UNIT 3

27. _____ is more or less a formal body with a definite structure.
a) Group
b) Meeting
c) Conference
d) **Committee**

28. _____ refers to a meeting for discussion or an exchange of views.
a) Group
b) Meeting
c) **Conference**
d) Committee

29. _____ committee is a formal committee.
a) Ad hoc
b) **Advisory**
c) Informal
d) Temprary

30. In _____ committee, the members are normally the member of the organization itself.
a) Advisory
b) **Executive**
c) Ad hoc
d) Standing

31. A _____ committee is empowered to take management decisions.
a) **Standing**
b) Advisory
c) Executive
d) Ad hoc

UNIT 4

32. _____ is a 2 way communication process in which information is given to the public and the opinion and ideas of the public are obtained.
a) **Public relations**
b) Group communication
c) Meeting
c) Conference

33. The main objective of _____ is to reach the mind of the outside public and establish mutual understanding.
a) **public relations**
b) group communication
c) conference
d) meeting

34. A _____ is called where journalists are invited and ask questions which are replied to by a spokesperson on behalf of the organization.

a) **press conference**
b) meeting
c) seminar
d) symposium

35. Today _____ are becoming more social capital investors because they are taking a key role in growing the organizations internal and external relationships.

a) computers
b) **employees**
c) shares
d) debentures

36. _____ is a powerful means of communication within an organization.

a) Press release
b) Television
c) Radio
d) **House Organ / Journal**

37. _____ are an inevitable source of upward communication are known to have helped management to improve efficiency.

a) **Employees opinion surveys**
b) Press conference
c) Fairs
d) Exhibition

38. _____ provides a personal touch which is very valuable for building goodwill.

a) **Open house**
b) Press conference
c) Fairs
d) Exhibition

39. _____ not only keeps the executives of the organization in touch with outside public opinion but also provides the requisite scientific data and material for making policy decisions.

a) Press conference
b) Publications
c) House Organ
d) **Press clipping service**

40. Finding out facts about the organization you work for and preparing _____ is the basic tool of the successful public relations man.

a) **fact sheets**
b) questionnaire
c) survey
d) bulletins

41. _____ is used to announce messages without disturbing the workers from their place of work.

a) **Public address system**
b) Radio
c) TV
d) House organ

42. _____ is a very important function of PR.

a) Conflict Management
b) **Crisis Management**
c) Stress Management
d) Time Management

43. _____ is used to solve the personal problems of the employees which might be affecting their work and efficiency.

a) Advice
b) **Counselling**
c) Persuasion
d) Suggestion

44. _____ can reduce tensions and frustrations and set practical and attainable goals before workers.

a) Advice
b) **Counselling**
c) Suggestion
d) Persuasion

UNIT 5

45. It becomes necessary to write a letter of complaint if the _____ is defective.

a) payment
b) **packing**
c) carriage
d) letter

46. The purpose of writing a letter of complaint is not to start a _____

a) deal
b) **quarrel**
c) consignment
d) contract

47. There is nothing to be gained by using _____ language.

a) formal
b) **insulting**
c) technical
d) polite

48. If a strong appeal is made, the _____ is likely to grant even more than what the writer has demanded.

a) **buyer**
b) adjuster
c) judge
d) purchaser

49. The writer should express his _____ for making a complaint.

a) joy
b) **regret**
c) condolence
d) happiness

50. Justice delayed is justice _____

a) **denied**
b) delivered
c) refused
d) granted

51. The customer is always _____

a) **right**
b) wrong
c) a cheater
d) biased

52. Fair claim, fair _____

a) **demand**
b) complaint
c) adjustment
d) blame

53. In complaint letter, avoid a detailed explanation of _____
a) error
b) use
c) transport
d) price

54. _____ language that will cast a doubt on the honesty or integrity of the writer.
a) Use
b) **Avoid**
c) Confuse
d) Employ

55. When the complaint is genuine, it deserves a full & frank _____
a) excuse
b) **apology**
c) story
d) explanation

56. The claim can be met by supplying _____
a) new goods
b) old goods
c) information
d) **Substitute**

57. _____ are kind of open letters designed to be handed out to people either by hand or by post.
a) **Leaflets**
b) memos
c) reports
d) proposals

58. A _____ is also called as a circular, handbill or leaflet.
a) **Flyer**
b) Memo
c) Report
d) Proposal

59. On receiving a complaint, the _____ sends a copy to the opposite party.
a) judge
b) **forum**
c) magistrate
d) police

60. Complaints to the forum must be in _____
a) **writing**
b) private
c) secrecy
d) person

61. The consumer court is expected to resolve the matter within _____ days.
a) 120
b) 60
c) **90**
d) 30

Unit 6

62. _____ reports strive to be more accurate & correct.
a) Oral
b) **Written**
c) Presentation
d) Informal

63. Usually an Auditor's report is a _____report.
a) non-statutory
b) **statutory**
c) first information
d) investigative

64. _____ report deals with promotion of employees.
a) Project
b) **Performance**
c) Inspection
d) FIR

65. _____ spells out the aspects to be covered by the report.
a) **Terms of reference** b) Procedure
c) Conclusion d) Recommendation

66. _____ are based on the findings of the report.
a) Terms of reference b) Procedure
c) Conclusion d) **Recommendation**

67. _____ proposals are also known as business proposals.
a) Research b) **Sales**
c) Technical d) Unsolicited

68. _____ is the most important part of a proposal.
a) **Executive summary** b) Letter of conveyance
c) Letter of attachment d) Letter of carrier

LETTER WRITING

69. In the business world things do go _____.
a) **wrong** b) right
c) straight d) casual

73 It becomes necessary to write a letter of complaint if the _____ is defective.
a) payment b) **packing**
c) carriage d) letter

74) The purpose of writing a letter of complaint is not to start a _____.
a) deal b) consignment
c) **quarrel** d) contact

75) There is nothing to be gained by using _____ language
a) formal b) **insulting**
c) technical d) polite

76) The writer should express _____ for making the complaint.
a) joy b) **regret**
c) condolence d) happiness

77) Justice delayed is justice _____.
a) **denied** b) refused
c) delivered d) granted

78) The customer is always _____.
a) wrong b) right
c) cheater d) biased

79) _____ language that will cast a doubt on the honesty and integrity of the complaint.
a) Use b) Confuse
c) **Avoid** d) Employ

80) In complain letter avoid a detailed explanation of the _____.
a) **error** b) transport
c) use d) price

81) Where the complaint is genuine, the complaint deserves nothing less than a full and frank _____.
a) excuse b) **apology**
c) story d) history

82) The complaint can be met by supplying _____.
a) new goods b) old goods
c) information c) **substitute**

83) _____ are kind of paper advertisment intended for wide distribution.

a) **Flyer**
b) Memo
c) Report
d) Proposal

84) _____ can be used to advertise an event such as music concert, festival or political raly.

a) **Flyer**
b) Memo
c) Report
d) Proposal

85) _____ report strives to be more accurate and written.

a) Oral
b) Written
c) Presentation
d) Informal

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QUESTION BANK

Subject: Business Economics I

Module 1:

1. Explain the meaning, scope and importance of business economics.
2. Explain the concepts: incremental concept, marginal concept, and opportunity cost concept.
3. Discuss the concept of variables, functions, equations, and graphs using an example. (demand function, equation, and graph)
4. Explain the relation between TR, MR and AR.
5. Explain how equilibrium price is determined in the market.
6. Shift in equilibrium price
7. Basics of mkt dd mkt ss n equi price
8. Calculate TR, MR, and AR

Price	Quantity	Total Revenue (PxQ)	Average Revenue (TR/Q)	Marginal Revenue (dTR/dQ)
5		400		
10		750		
15		1020		
20		1240		
25		1375		
30		1410		
35		1400		
40		1280		

9. Calculate TC, AC, and MC



Quantity	FC	VC	TC	AC	MC
0	70	-			
1	70	50			
2	70	65			
3	70	75			
4	70	90			
5	70	120			
6	70	170			
7	70	200			

Module 2:

1. Explain the meaning, assumptions, explanation, and exceptions of the law of demand.
2. Write a note on the determinants of demand.
3. Explain the nature of demand curve under different market structures.
4. Explain price elasticity of demand.
5. Explain income elasticity of demand.
6. Explain cross elasticity of demand.
7. Explain promotional elasticity of demand.
8. Write a note on the methods of measuring price elasticity of demand.
9. What is the meaning and importance of demand forecasting?
10. Write a note on the steps of demand forecasting.
11. Explain survey methods of demand forecasting.
12. Explain statistical methods of demand forecasting.
13. Given following demand function Qd = 200 – 0.32P, what is your forecast for Qd when P = 10, 20, and 30?
14. Given following demand function Qd = 60– 0.7P, if future price is P = Rs. 20, what is the forecast for quantity demanded?
15. Given following demand function Qd = 200 – 0.45P, what is your forecast for Qd when P = 10, 50, 60?

Module 3:



1. Explain the law of variable proportions.
2. Explain the law of returns to scale.
3. Write a note on the meaning and properties of isoquants.
4. Explain the concept of iso-cost line.
5. Discuss the concept of ridge lines.
6. How does a firm attain least cost combination of inputs?
7. Elaborate on the economies of scale.
8. Elaborate on the diseconomies of scale.
9. Explain the meaning and types of production function.

Module 4:

1. Explain any four cost concepts.
2. Discuss the break-even analysis using an example.
3. The LAC is also called an envelope curve. Justify the statement.
4. Explain the concept of learning curve.
5. Explain the relationship of average cost curves in the short-run.
6. Explain the concept of TC, TFC, and TVC using schedule and diagram.

Business Economics III

Module 1:

1. What is the meaning, scope, and importance of macroeconomics?
2. Why is the study of circular flow of income important?
3. Write a note on Say's law of markets.
4. Explain circular flow of income in a two-sector, three-sector, and four-sector economy.
5. Write a note on the meaning and importance of national income accounting.
6. Write a note on the concepts of national income.
7. What are the different the methods of measuring national income?
8. Explain the meaning, features, and phases of trade cycles.
9. Write short note on: a) Green National Income Accounting b) Relation between NI and Economic Welfare

Module 2:

1. Explain the concept of effective demand given by Keynes. / explain the concept of aggregate demand function and aggregate supply function.
2. Write a note on the Keynesian consumption function.
3. What is the meaning of investment? Explain the types of investment and investment function.
4. Explain the concept of marginal efficiency of capital.
5. Write a note on the concept of multiplier.
6. Explain Keynes' psychological law of consumption and factors affecting marginal propensity to consume.
7. Write a short note on the paradox of thrift.
8. Explain the concept of APC, MPC, APS, MPS.
9. Write a note on the technical attributes of consumption and saving function

Module 3:

1. Explain the IS curve and shift in IS curve.
2. Explain the LM curve and shift in LM curve.
3. Explain IS-LM equilibrium determination.
4. Explain the impact of monetary and fiscal policies on IS-LM model.

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5. Write a note on Phillips curve.
6. Explain the long-run Phillips curve.
7. What do you mean by Stagflation? What are the causes of stagflation?
8. Write a note on the propositions of supply-side economics.

Module 4:

1. Write a note on the meaning and measures of money supply in India.
2. Write a note on the components, determinants and factors affecting money supply in India.
3. Write short note on : Velocity of circulation of money (with factors)
4. Explain Fisher's approach to demand for money.
5. Explain Cambridge approach to demand for money.
6. Explain Keynesian approach to demand for money.
7. Explain Friedman approach to demand for money.
8. Explain the concept of liquidity trap.
9. What is the meaning of inflation? What are the types of inflation?
10. Differentiate between demand-pull and cost-push inflation.
11. Write a note on the effects of inflation.
12. Discuss the nature of inflation in a developing economy.

Business Economics V

Module 1:

1. Write a note on the New Economic Policy of 1991.
2. Explain the role of social infrastructure in education.
3. Health and family welfare are important focus areas for the government – discuss.
4. Discuss the importance of sustainable development goals in the recent scenario.
5. What are your opinions regarding Make in India.
6. Explain the Skill India initiative launched by the government.
7. Write a short note on Invest India initiative.
8. Write a short note on Skill India initiative.
9. What do mean by FDI? Explain the advantages and disadvantages of FDI.
10. Write a note on FIPB and its performance in India.
11. Explain the role of MNCs in developing countries.

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Module 2:

1. Write a note on national agricultural policy 2000.
2. Write a note on agricultural price policy.
3. Explain the concept of agricultural finance and types of agricultural credit in India.
4. Write a note on non-institutional sources of agricultural credit.
5. Write a note on institutional sources of agricultural credit.
6. Explain the concept of and defects in agricultural marketing in India.
7. Write a note on agricultural marketing infrastructure.

8. Explain the role of technology in MIS in agriculture.
9. Write a note on marketing training in India
10. What are the components of a supporting enabling environment?
11. Discuss recent developments in agricultural marketing.
12. Write a note on contract farming.

Module 3:

1. Write a note on the Competition Act, 2013.
2. Explain the disinvestment policy in India.
3. Write a note on the MSME sector and its contribution to the Indian economy.
4. Explain the meaning and causes of industrial pollution?
5. What are the effects of industrial pollution?
6. Explain measures taken to control pollution in India.
7. Explain the meaning and characteristics of service sector.
8. Write a detailed note on the role of healthcare as a service sector in India.
9. Write a detailed note on the role of tourism as a service sector in India.

Module 4:

1. Explain the progress of commercial banks after liberalization.
2. Bring out the measures of operational technology introduced in the banking system in the recent years.
3. Explain the issues and challenges in the banking sector in India.
4. What are the recent trends in insurance industry in India?
5. Write a note on IRDA.
6. Explain the structure of Indian Money Market.
7. What are the reforms in the Indian money market?
8. Write a short note on limitations of Indian money market.
9. Explain the structure of capital market in India.
10. Write a note on SEBI.
11. What are the reforms in capital market in India?

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QUESTION BANK

BCOM Business Economics

Subject: Business Economics II

Module 1:

1. Explain the meaning and features of perfect competition.
2. Explain meaning and features of monopoly.
3. Explain sources of monopoly power
4. Explain short-run equilibrium of a firm under perfect competition.
5. Explain short-run equilibrium of a firm under monopoly.
6. Explain long-run equilibrium of a firm under perfect competition.
7. A monopoly firm earns only supernormal profits in the long-run- Explain
8. What do you mean by market structure? What are the types of market structure?
9. Discuss competitive firm's supply curve.

Module 2:

1. What is the meaning of monopolistic competition? What are the features of monopolistic competition?
2. Explain equilibrium of a firm and group under monopolistic competition in the short-run.
3. Explain equilibrium of a firm and group under monopolistic competition in the long-run.
4. What do mean by selling cost? Explain selling cost and firm equilibrium under monopolistic competition.
5. Explain how monopolistic competition is less efficient and produces excess capacity compared to perfect competition.
6. Discuss the role of advertising in imperfect competition.
7. Write a note on the meaning and features of oligopoly.
8. Write a note on kinked demand curve model
9. Write a note on joint profit maximization under cartels.
10. Write a note on market sharing cartels.
11. Write a note on price leadership models.

Module 3:

1. What is pricing? What are the objectives of pricing.
2. Write a note on cost-plus or full-cost pricing.
3. Write a note on marginal cost pricing.
4. What is price discrimination? Explain the types of price discrimination?
5. Write a note on the degrees of price discrimination.
6. When is price discrimination possible?
7. When is it profitable to practice price discrimination? Explain using diagram.
8. Write a note on dumping.
9. Write a note on multiple product pricing.
10. Explain the concept of transfer pricing.
11. How is pricing determined by businesses in real life? Explain.

Module 4:

1. Explain the meaning, objectives and importance of capital budgeting.
2. Explain the steps involved in capital budgeting process.
3. Explain the pay-back period method of capital budgeting.
4. Explain the NPV method of capital budgeting.
5. Explain the IRR method of capital budgeting.

Business Economics IV

Module 1:

1. Explain the meaning, scope and functions of public finance.
2. What do you mean by public finance? Explain the scope and functions of public finance.
3. Explain the principle of Maximum Social Advantage given by Dalton.
4. When does market fail? What are the causes of market failure?
5. What are public goods? Discuss the role of government in resolving the problem of market failures.

Module 2:



1. Discuss the sources of public revenue.
2. What are the objectives of taxation?
3. What are the canons of taxation?
4. Discuss the merits and demerits of direct tax.
5. Discuss the merits and demerits of indirect tax.
6. Explain the different types of tax rates in India.
7. Explain the meaning of impact, shifting, and incidence of taxation in India.
8. Explain how elasticity of demand and supply affect incidence of taxation.
9. Explain the economic effects of taxation.

Module 3:

1. Explain Wagner's law of increase in public expenditure.
2. Discuss how Wiseman and Peacock and justified the step-like increase in public expenditure.
3. What do you mean by public expenditure? Explain the importance of public expenditure.
4. Discuss how public expenditure becomes important under functional finance.
5. Explain the causes of growth in public expenditure.
6. Discuss various social welfare schemes started by the government.
7. What is public debt? What are the types of public debt?
8. Explain the framework of public debt management as given by IMF and World Bank.
9. Discuss the concepts of internal and external public debt burden.

Module 4:

1. What do you mean by fiscal policy? Discuss the objectives and components of fiscal policy.
2. Differentiate between sound finance and functional finance.
3. Describe the types of fiscal policy.
4. What is a budget? What are the objectives behind framing a budget?
5. Discuss the different types of budgets.
6. Describe the components of union government budget of India.
7. What do you mean by deficit? Explain the various concepts of deficit.
8. Write a note on FRBM Act 2003.
9. Discuss the recommendations of 14th Finance Commission.
10. Explain the meaning and features of fiscal federalism.

Business Economics VI

Module 1:



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2. What are the objectives of taxation?
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Business Economics I

Q	Choose the correct answer and rewrite the statement
1	In the demand function D = n-mP, _____ is the dependent variable. a) **Demand** b) Price c) both a and b d) n and m
2	Income elasticity of demand is negative for _____ goods. a) Luxury b) Normal c) Necessary d) **Inferior**
3	External economies occur when _____. a) Economy grows b) Size of firm grows c) **Size of industry expands** d) All of the above
4	_____ economics is the economics of managerial decisions. a) Micro b) Macro c) **Business** d) Indian
5	_____ refers to per unit cost of production. a) Marginal Cost b) **Average Cost** c) Total Cost d) Marginal Revenue
6	Electricity charges and sales tax are example of _____ cost. a) Fixed b) **Variable** c) Private d) Social
7	The scope of business economics includes _____ a) demand analysis b) production analysis c) Cost analysis d) **all of the above**

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8	If there is zero substitutability between capital and labor, the isoquant is _____. a) **L shaped** b) Straight Line c) Concave to the Origin d) Convex to the Origin
9	The breakeven point is influenced by _____. a) Price b) Average Variable Cost c) Total Fixed Cost d) **All of the Above**
10	Expert opinion is a _____ method. a) **Survey** c) Both a and b b) Statistical d) Neither a nor b
11	_____ cost is also called alternative cost. a) **Opportunity** b) Marginal c) Incremental d) Fixed
12	In the demand function D = n-mP, _____ is the independent variable. a) Demand b) **Price** c) both a and b d) n and m
13	In the short run, _____. a) Only one factor is fixed b) All factors are variable c) **Output varies with variable factors** d) There is lot of time for change
14	Long-run average cost curve is also called_____. a) Planning curve b) Envelope curve c) Tangent curve d) **All of the above**
15	In a typical demand function, quantity demanded _____. a) varies directly with price b) **varies inversely with price** c) is independent of price d) varies proportionately with price
16	_____ elasticity refers to% in quantity demanded due to % change in price. a) **Price** b) Income c) Cross d) Promotional

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17	_____ elasticity refers to percentage in quantity demanded due to percentage changes in income. a) Price b) **Income** c) Cross d) Promotional
18	_____ elasticity refers to percentage in quantity demanded due to percentage changes in advertisement. a) Price b) Income c) Cross d) **Promotional**
19	When average cost is maximum, _____. a) Marginal Cost is also maximum b) Marginal cost is minimum c) Total Cost is minimum d) **Marginal cost is equal to average cost**
20	_____ goods have zero income elasticity. a) Normal **b) Neutral** c) Necessary d) Inferior
21	In the supply function, S = x-yP, _____ is the independent variable. a) Supply **b) Price** c) X d) Y
22	In the short run, _____. a) All factors are variable b) All factors are fixed **c) Some are fixed and some are variable** d) None of the above
23	The study of inferior goods in demand is called _____ a) Veblen goods b) Luxurious goods c) **Giffen goods** d) Income goods
24	_____ cost is also called retrospective cost. a) **Sunk cost** b) Private cost c) Replacement cost d) Incremental cost



25	_____ curve reduces cost overtime due to experience and knowledge. a) LAC b) AC c) MC **d) Learning**
26	_____ analysis refers to additional cost of producing one additional unit of output. a) **Marginal** b) Incremental c) Opportunity cost d) Fixed cost
27	Ridge lines are a locus of all points of iso-quants where marginal product of factors is _____. a) Positive b) Negative **c) Zero** d) Increasing
28	Linear break even analysis exists in _____ market structure. a) Monopoly b) Oligopoly c) **Perfect competition** d) Monopolistic competition
29	Demand forecasting for the economy as a whole comes under _____ forecasting. a) Micro level b) **Macro level** c) Industry level d) Firm level
30	When there is a decrease in demand, the demand curve_____. a) Shifts upwards b) **Shifts downwards** c) Shifts rightwards d) Does not change
31	The third stage of law of variable proportions is also called _____. a) Stage of increasing returns b) Stage of diminishing return c) **Stage of negative return** d) Stage of positive return
32	The second stage of law of variable proportions is also called _____. a) Stage of increasing returns b) **Stage of diminishing return** c) Stage of negative return d) Stage of positive return

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33	The first stage of law of variable proportions is also called _____. **a) Stage of increasing returns** b) Stage of diminishing return c) Stage of negative return d) Stage of positive return
34	When average cost is minimum, marginal cost _____. a) Is minimum **b) Cuts average cost** c) Is zero d) Is negative
35	Decreasing returns to scale implies _____ a) More output can be produced with same inputs b) More output can be produced with less inputs **c) Less output can be produced with same inputs** d) Same output can be produced with same inputs
36	Fixed cost refers to _____. a) Contractual payments b) Labor cost c) Out-of-pocket expenses d) Business payments
37	_____ refers to something that can change or take different values. a) Function b) Equation **c) Variable** d) Graph
38	The supply curve slopes _____. a) Downwards to the right b) Downwards to the left c) Upwards to the left **d) Upwards to the right**
39	Equilibrium price is determined by intersection of _____. a) Individual demand and supply b) Market demand c) Market supply **d) Market demand and market supply**
40	Break-even point is reached when_____. **a) TR= TC** b) TR>TC c) MC=AC d) MC>AC

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41	The demand for commodity that has many substitutes is ____ a) Zero b) Negative c) Positive d) **Elastic**
42	_____ method of elasticity measures price elasticity at a point on the demand curve. a) Arc b) Total outlay c) Percentage **d) Geometric**
43	Fixed costs are also called _____. a) Prime costs b) Direct costs c) **Overhead costs** d) Marginal costs
44	The ability of firm to purchase raw material at low cost is created due to _____ economies of scale. a) **Marketing** b) Managerial c) Technical d) Labor
45	Rent and interest are examples of _____ types of cost. a) **Fixed** b) Variable c) Social d) Replacement
46	_____ economics is the economics of managerial decisions. a) Micro b) **Business** c) Macro d) Indian
47	When there is continuous substitutability between labor and capital, the iso-quant_____. a) **Is smooth convex to origin** b) Is L-shaped c) Has a kink d) Is linear
48	When price of tea rises, demand for coffee will _____. **a) Increase** b) Decrease c) Remain same d) Become zero

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49	Which of the following is the formula for TR? a) P/Q **b) P*Q** c) AR/Q d) MR*P
50	Incremental analysis deals with _____ changes. a) **Aggregate** b) Unitary c) Monetary d) Unique

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Q	State Whether the Following statements are True or False	
1	In the long run, all factors are variable.	T
2	Internal economies of scale are result of efforts of the firm.	T
3	Supply curve is positively related to price of the product.	T
4	Monopoly firm faces vertically straight demand curve.	F
5	When TR is maximum, MR is minimum.	T
6	Sunk cost is also called avoidable cost.	F
7	Fixed cost includes cost of raw materials.	F
8	Cross elasticity of demand is always zero.	F
9	Supply curve slopes downwards to the left.	F
10	Functional relationship is denoted by the symbol '*P*'.	F
11	Demand forecasting will help to determine sales target.	T
12	Business economics does not involve decision-making process.	F
13	If there are no sacrifices, there is no opportunity cost.	T
14	Opportunity cost arises because resources are unlimited.	F
15	Shifts in supply curve to the left will increase equilibrium price.	T
16	Statistical method is also called qualitative method.	F
17	Ridge lines are a locus of points of iso-quants where marginal product of factors is positive.	F
18	Business economics is economics of business.	T
19	The breakeven analysis provides a macroscopic picture of profit structure of a firm.	F
20	Incremental cost is also called alternative cost.	F
21	Economies of scope is reflected in the higher cost.	F
22	AFC never becomes zero.	T
23	The long-run cost function assumes technology to be constant.	F
24	Demand forecasting is important for firms.	T
25	Exogenous variable is one whose value is determined within the model.	F

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26	Variable costs are also called overhead costs.	F
27	Production function shows physical relationship between input and output.	T
28	Long run average cost is also called planning curve.	T
29	Law of variable proportions assumes homogeneity of inputs.	T
30	The average cost curve is a U-shaped curve.	T
31	Diseconomies of scale lead to fall in the cost of production.	F
32	Iso-quants can intersect each other.	F
33	Cross elasticity of substitute goods is positive.	T
34	Breakeven point is reached when total profit is maximum.	F
35	Habits make demand inelastic.	T
36	Increasing returns to scale means less output can be produced with same inputs.	F
37	LAC is flat-shaped curve.	F
38	In the long run, there are fixed as well as variable factors.	F
39	Demand for a commodity depends only on price and income of the commodity.	F
40	Capital management implies planning of capital expenditure.	T
41	Business economics does not involve decision-making process.	F
42	Demand curve of perfect competition is straight line parallel to X axis.	T
43	Iso-quants are concave to the origin.	F
44	Internal economies occur due to efforts of individual firms.	T
45	Accounting cost includes opportunity cost.	F
46	Demand curve slopes upwards to the right.	F
47	Short-run cost function assumes prices of factors constant.	T
48	Demand forecasting helps to determine sales targets.	T
49	Iso-quants show relation between price and quantity demanded.	F
50	Learning curve is given by K J Arrow.	T



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Business Economics II

	Multiple Choice Questions
1	Price remains constant under _____. a) **Perfect Competition** b) Monopoly c) Monopolistic Competition d) Oligopoly
2	Under monopoly, _____. a) AR<MR b) AR=MR c) **AR>MR** d) AR=0
3	Equilibrium condition for a firm is _____. a) MC=AR b) **MC=MR** c) AC=MR d) AC=MC
4	Monopolistic competition is characterized by _____. a) Many sellers b) Product differentiation c) Selling Cost d) **All of the above**
5	Paul Sweezy has formulated the _____ theory. a) Non-Price Competition b) **Kinked Demand Curve** c) Joint Profit Maximization d) Price Leadership
6	Product differentiation under monopolistic competition can be done on the basis of _____. a) Brand b) Color c) Size d) **All of the above**

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7	First degree price discrimination refers to _____. a) Charging different price in different markets b) Charging different price from different groups c) **Charging different price from each consumer** d) Charging same price from every customer
8	Marginal cost pricing is followed by _____. a) Private Enterprises b) **Public Sector Enterprises** c) MNCs d) Small and Medium Enterprises
9	Price at which divisions of a company transact with each other is known as _____. a) **Transfer pricing** b) Multiple product pricing c) Discrimination pricing d) Full cost pricing
10	Future value may be defined as _____. a) Discounted value of future cash flows b) Interest rate earned on future cash flows c) **Compounded value of present cash flows** d) Opportunity cost of future cash flows
11	Capital budgeting pertains to investment decisions _____. a) Regarding acquiring capital assets b) Balancing source and use of funds c) To help choose between alternatives d) **All of the above**
12	Payback period is more suitable in _____. a) **Short-term** b) Long-term c) Medium-term d) All of the above
13	A _____ is a medium which brings buyers and sellers of commodities into contact. a) **Market** b) Structure c) Demand d) Supply
14	Under perfect competition, _____ a) **P=MR** b) P>MR c) P<MR d) P>AR

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15	A monopoly firm earns _____ in the long-run. a) Normal Profit b) Loss c) **Supernormal Profit** d) Huge Loss
16	Interdependence is a unique feature of _____. a) Perfect Competition b) Monopoly c) Monopolistic Competition d) **Oligopoly**
17	A senior and respected firm becoming leader in an oligopoly market is example of _____ price leadership. a) Dominant b) low-Cost c) **Barometric** d) Aggressive
18	When firms under oligopoly form a group for joint profits, it is called _____. a) **Cartel** b) Kinked Demand c) Dominant Leadership d) Price Leadership
19	Price discrimination is possible when _____. a) Elasticity of demand is same in markets b) Products are homogenous c) Many sellers are there in the market d) **Commodity is non-transferable between markets**
20	Full cost pricing includes _____. a) Average Cost b) Fixed Cost c) Mark-up or margin d) **All of the above**
21	Multiple product pricing can be used for _____. a) **Complementary goods** b) Different goods c) Independent goods d) None of the above
22	Present value may be defined as _____. a) Opportunity cost of future cash flows b) Interest rate earned on future cash flows c) Compounded value of future cash flows d) **Discounted value of future cash flows**

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23	Capital expenditure decisions are irreversible because of _____. a) Fluctuation in rate of interest b) **Absence of second-hand capital markets** c) Profits of capital assets cannot be estimated d) None of the above
24	A project is profitable if its NPV is _____. a) Negative b) Zero c) **Positive** d) All of the above
25	Perfectly competitive firms face _____ demand curve. a) **Horizontal** b) Positively sloped c) Vertical d) Downward sloping
26	In the short-run to stay in business, the firm must cover _____. a) Total cost b) Fixed cost c) **Variable Cost** d) Normal Profit
27	_____ market has only one producer. a) Perfect Competition b) **Monopoly** c) Monopolistic Competition d) Oligopoly
28	Oligopoly is a form of market in which there exists_____. a) Single firm b) Symmetry c) **Few firms** d) Many firms
29	A monopolistically competitive firm earns supernormal profits in the short-run because of _____. a) **Product differentiation** b) Free entry and exit of firms c) Perfect knowledge d) Interdependent decision making
30	Selling cost is the feature of _____ competition. a) Perfect competition b) Monopoly c) **Monopolistic competition** d) None of these
31	Mark-up pricing is _____ for a firm trying to enter a market. a) **Not suitable** b) Suitable c) Appropriate d) Eligible

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32	Under marginal cost pricing, _____. a) **P = MC** b) P = MR c) P =AC d) All of these
33	Price discrimination is used in the case of _____. a) Bus Tickets b) Electricity Charges c) Sports Events d) **All of the above**
34	Capital investment decisions are irreversible because _____. a) **The expenditure is very large** b) The expenditure is very small c) It is expressed in number of years d) It does not consider time value of money
35	Payback period method focuses on _____. a) Rate of Profit b) **Rate of Interest** c) Innovation d) None of the above
36	A project is profitable if its NPV is _____. a) **Positive** b) Negative c) Zero d) All of the above
37	If FC = 300Rs, VC = 200Rs, Markup = 10%, full cost price =? a) 500 **b) 550** c) 600 d) 350
38	AR is also equal to _____. **a) Price** b) TR c) Quantity d) MR
39	1. Cross elasticity of demand is negative under monopoly. 2. Pure monopoly is a rare phenomenon. a) Only 1 is true **b) Only 2 is true** c) Both 1 and 2 are true d) Both 1 and 2 are false
40	Firm under perfect-competition is a _____. **a) Price-Taker** b) Price-Maker c) Price-Giver d) Price-Setter

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41	A project requires initial investment of Rs. 7,50,000 and it will generate an annual cash flow of Rs. 25000. Find out the payback period a) 10 **b) 30** c) 25 d) Cant say
42	Temporarily selling at lower price in the international market to remove competitors and gain control of the international market is _____ type of dumping. a) **Predatory** b) Sporadic c) Strategic d) Persistent
43	The price of accessories can be set using _____ pricing. a) Marginal cost b) Transfer c) Full cost **d) Multiple product**
44	Which of the following methods uses trial and error to find out ideal rate? **a) IRR** b) NPV c) Payback d) All of the above
45	There are _____ types of market structure. a) 1 b) 2 c) 3 **d) 4**
46	Pharmaceutical industry and OPEC nations are example of _____-. a) Monopoly b) Monopolistic Competition **c) Oligopoly** d) Perfect competition
47	_____ curve is asymptotic. **a) AFC** b) TFC c) TC d) AC
48	For a firm under monopoly to be in equilibrium, which of the following conditions is required? **a) Ed>1** b) MR must be positive c) Ed=0 d) MR must be negative
49	There is no supply curve under _____. a) **Monopoly** b) Monopolistic Competition c) Oligopoly d) Perfect competition

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50	MC is equal to AC at _____. a) Falling portion of AC b) Rising portion of AC c) Maximum point of AC **d) Minimum point of AC**

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Q	True or false	
1	There is no distinction between firm and industry in perfectly competitive market.	F
2	For supernormal profit to occur, the AC curve of the firm must be below the AR curve of the firm.	T
3	There is free entry and exit under monopoly.	F
4	Advertising does not play an important role in influencing demand of consumers under perfect competition.	T
5	Firms are interdependent on each other in oligopoly market structure.	T
6	The price charged under imperfect competition is lower than the point where MR=MC.	F
7	Full cost pricing does not include fixed cost of production.	F
8	Companies use transfer pricing to avoid taxes.	T
9	Multiple product pricing is used for complements and substitutes.	T
10	Capital budgeting decisions are often reversible.	F
11	Net present value method is based on the principle of discounting.	T
12	A project will be accepted if IRR is equal to market rate of interest.	T
13	There is only one seller under perfect competition.	F
14	Monopoly market structure faces downward sloping demand curve.	T
15	The equilibrium condition for a firm is MC = AC.	F
16	Monopolistic competition creates excess capacity and inefficiency.	T
17	There are many sellers under monopolistic competition.	T
18	Selling cost and product differentiation are unique features of oligopoly.	T
19	Public enterprises may charge price equal to Marginal Cost.	T
20	Full cost pricing provides guaranteed profit.	T
21	Transfer pricing is used when subsidiaries of a company transact with each other.	T
22	Capital budgeting decisions pertains to investment decisions.	T
23	When NPV is positive, IRR will be less than marginal cost of capital.	T
24	Payback period method favors long-term projects.	F
25	The necessary condition for profit maximization is that MC is equal to MR.	T
26	A firm is a price taker under perfect competition.	T
27	A monopoly firm is price maker.	T
28	Under monopolistic competition goods have no close substitutes.	F
29	A cartel operates on the basis of an agreement on price and output among producers.	T

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30	Advertisement and salesman ship is not necessary in oligopoly.	F
31	Price discrimination is always possible and profitable.	F
32	Cost plus pricing is known as mark-up pricing.	T
33	Marginal cost pricing provides guaranteed profit.	F
34	NPV method favors long term projects.	T
35	Capital budgeting decisions do not affect the profitability of firms.	F
36	Payback period method is based on the principle of discounting.	F
37	Railways are example of oligopoly in India.	F
38	Products are homogenous under perfect competition.	T
39	Price discrimination is possible for a firm under perfect competition.	F
40	Control over supply of inputs is an important source of creating monopoly power.	T
41	There are 2 to 11 sellers under oligopoly market structure.	T
42	Elasticity of demand should be same in both markets for price discrimination to be possible.	F
43	Payback period method is traditional method of evaluating investment proposals.	T
44	Homogenous means identical.	T
45	The demand curve of a firm under perfect competition is always horizontal.	T
46	In monopoly, mono means seller and poly means single.	F
47	Toothpaste and soaps are examples of monopolistic competition.	T
48	Perfect competition is a rare occurrence.	T
49	Concept of group is a feature of monopoly market structure.	F
50	Firm is a price-taker under cartel type of oligopoly.	T

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The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

SYBCOM Sem IV Economics

Question Bank: MCQ

Module 1: Role of government in an economy

1. The principle of maximum social advantage is given by _____.
   a. **Dalton**
   b. Keynes
   c. Musgrave
   d. Samuelson
2. Pubic finance deals with expenditure and income of _____.
   a. **Government**
   b. Public
   c. Banks
   d. Companies
3. Free market mechanism fails when _____.
   a. There are public goods
   b. There are externalities
   c. Information is asymmetric
   d. **All of the above**
4. _____ budget should be followed during depression.
   a. **Deficit**
   b. Balanced
   c. Surplus
   d. Unproductive
5. Production possibility curve is illustrated to explain _____.
   a. **Economic efficiency**
   b. Public goods
   c. Government policy
   d. All of these
6. Market failures are characterized by presence of _____.

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a. Public Goods
b. Monopoly
c. Asymmetric Information
d. **All of the above**

7. Production efficiency is obtained when production is _____.
   a. **On the PPC**
   b. Outside the PPC
   c. Inside the PPC
   d. Above the PPC
8. Which goods are characterized by two important features i.e. non-rivalry and non-excludability _____?
   a. **Public goods**
   b. Private goods
   c. Agricultural goods
   d. All of these
9. Neutralizing the impact of business cycles is associated with _____ function of public finance.
   a. **Stabilization**
   b. Allocation
   c. Distribution
   d. Financial Administration
10. The term functional finance was introduced by _____.
   a. **A.P. Lerner**
   b. Richard Musgrave
   c. Hugh Dalton
   d. J.M. Keynes
11. Public expenditure is subject to _____.
   a. **Diminishing marginal social benefit**
   b. Increasing marginal social benefit
   c. Diminishing marginal social sacrifice
   d. Increasing marginal social sacrifice
12. "Public Finance deals with the finances of the government. The finances of the government include raising and disbursement of government funds". This definition of public finance is given by _____.
   a. **Philip Taylor**
   b. Otto Eckstein
   c. Hugh Dalton

d. A. C. Pigou

13. The General Theory of Employment, Interest and Money was published by _____.
    a. **Keynes**
    b. Dalton
    c. Musgrave
    d. Samuelson
14. Two important concepts associated with public finance are _____.
    a. **Fiscal policy and budgetary policy**
    b. Monetary policy and price policy
    c. Fiscal policy and monetary policy
    d. Banking policy and financial policy
15. Which of the following statements are true?
    a. **Public finance deals with financial activities of the central, state, and local governments.**
    b. Public finance deals with the demand and supply of money.
    c. Public finance is related to the banking and financial aspects of the economy.
    d. Public finance is related to the education and health aspects of the economy.
16. During inflation, _____.
    a. **Reduce public expenditure and raise taxes**
    b. Increase public expenditure and reduce taxes
    c. Increase both public expenditure and taxes
    d. Reduce both public expenditure and taxes
17. The scope of public finance includes _____.
    a. Public Revenue
    b. Public Expenditure
    c. Public Debt
    d. **All of the Above**
18. Classical economists advocated the government to involve in _____.
    a. **Essential activities of the economy**
    b. No activity in the economy
    c. Selected activities in the economy
    d. All activities in the economy
19. The principle of maximum social advantage assumes _____.
    a. All taxes result in sacrifice
    b. Public revenue consists of only taxes
    c. Government has a balanced budget
    d. **All of the above**

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20. As we pay more taxes, the sacrifice experienced in paying every additional unit of money as tax _____.
    a. **Increases**
    b. Decreases
    c. Remains Same
    d. Does not increase
21. The curve representing marginal social sacrifice is _____.
    a. **Upward sloping**
    b. Downward sloping
    c. Vertical
    d. horizontal
22. The curve representing marginal social benefit is _____.
    a. Upward sloping
    b. **Downward sloping**
    c. Vertical
    d. horizontal
23. When size of the budget is less than optimum, then _____.
    a. **MSS<MSB**
    b. MSS>MSB
    c. MSS=0
    d. MSB=0
24. Consumer's surplus occurs when the price a consumer is willing to pay is _____ the price a consumer actually pays for a product.
    a. **More than**
    b. Less than
    c. Equal to
    d. Lower than
25. Market is a _____ where buyers and sellers of a product come together and transact.
    a. **Medium**
    b. Physical place
    c. Online place
    d. Technique
26. Monopsony refers to _____.
    a. **Market with a single buyer**
    b. Market with a single seller
    c. Market with many buyers
    d. Market with many sellers

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27. If the impact of any activity on a third-party is adverse, it is called _____.
    a. **Negative Externality**
    b. Positive Externality
    c. Zero Externality
    d. Helpful Externality
28. Which of the following is an example of de-merit good?
    a. **Alcohol**
    b. Medicines
    c. Public parks
    d. Education
29. The full form of SEBI is _____.
    a. **Securities Exchange Board of India**
    b. Small Exchange Bank of India
    c. Systematic Exchange Body of India
    d. Security Engagement Bank of India
30. When consumption of a good or service by one person does not prevent others from enjoying it, it is called _____.
    a. **Non-rival in consumption**
    b. Non-excludable in consumption
    c. Free Rider
    d. Absence of property rights

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Module 2: Public Revenue

1. Tax is a _____ contribution imposed by public authority on the public.
    a. **Compulsory**
    b. Voluntary
    c. Monetary
    d. Specific
2. When tax rate increases with increase in income, it is called _____ tax rate.
    a. **Progressive**
    b. Regressive
    c. Proportional
    d. Degressive
3. When tax rate decreases with increase in income, it is called _____ tax rate.
    a. Progressive
    b. **Regressive**
    c. Proportional
    d. Degressive
4. Which of the following is an Indirect tax?
    a. **Customs duty**
    b. Capital gains tax
    c. Corporation Income tax
    d. Gift tax
5. Which of the following is direct tax?
    a. **Income Tax**
    b. GST
    c. Excise Duty
    d. Customs Duty
6. Impact of tax refers to the _____.
    a. Final money burden of a tax
    b. **Initial money burden of a tax**
    c. Indirect money burden
    d. real burden of tax
7. Incidence of tax refers to the _____.
    a. **Final money burden of a tax**
    b. Initial money burden of a tax

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c. Indirect money burden
d. real burden of tax

8. GST is an example of _____.
   a. **Indirect Tax**
   b. Progressive Tax
   c. Degressive Tax
   d. Direct Tax
9. Property Tax is an example of _____.
   a. **Direct Tax**
   b. Progressive Tax
   c. Regressive Tax
   d. Indirect Tax
10. High rate of taxes will _____ willingness to work and save.
   a. **Adversely Affect**
   b. Positively Affect
   c. Not Affect
   d. Mildly Affect
11. In case of direct taxes, the impact of tax _____.
   a. **Is on the tax payer**
   b. Is on the seller
   c. Can be shifted
   d. Is on the government
12. In case of indirect taxes, the impact of tax _____.
   a. **Can be shifted**
   b. Cannot be shifted
   c. Can be claimed
   d. Cannot be claimed
13. In case of perfectly elastic supply, the entire incidence of tax is _____.
   a. **Borne by buyer**
   b. Borne by seller
   c. Shared between buyer and seller
   d. Borne by the government
14. In case of perfectly elastic demand, the entire incidence of tax is _____.
   a. Borne by buyer
   b. **Borne by seller**

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c. Shared between buyer and seller
d. Borne by the government

15. Which of the following statements is/are true?
    a. **GST is an indirect tax.**
    b. GST is a progressive tax.
    c. GST is levied on income.
    d. GST is same for all commodities.
16. An adverse effect on taxation is _____.
    a. Discourage willingness to work
    b. Discourage willingness and ability to work
    c. Discourage ability to work
    d. **All of the above**
17. Incidence of tax refers to _____.
    a. **Final money burden of tax**
    b. Initial money burden of tax
    c. Indirect money burden of tax
    d. Real burden of tax
18. Quid-pro-quo means _____.
    a. **Specific or direct benefit in return**
    b. No government intervention
    c. Freedom of speech
    d. All things remaining equal
19. Amount charged by government for rendering a special service to the consumer is called _____.
    a. **Fee**
    b. Fine
    c. Penalty
    d. Profit

20. Charges levied from members of community for special benefits received from government projects like road construction is called _____.
    a. **Betterment Levy**
    b. Fines
    c. Profits
    d. Fees
21. Four important canons of taxation are put forward by _____.

a. **Adam Smith**
b. Seligman
c. Dalton
d. Keynes

22. Direct taxes are _____.
a. **Equitable**
b. Difficult to evade
c. Uncertain
d. Unjust

23. Which of the following statements is true?
a. **The impact and incidence of direct tax is on the same person.**
b. The impact of direct tax can be shifted.
c. The impact and incidence of indirect tax is on the same person.
d. The impact of indirect tax cannot be shifted.

24. _____ taxes are usually progressive.
a. **Direct**
b. Indirect
c. Both a and b
d. Neither a nor b

25. The level of income on the basis of which tax is charged is called _____.
a. **Tax Base**
b. Tax Rate
c. Tax Amount
d. Tax Share

26. According to Dalton, there are 2 types of incidence, _____.
a. **Real and Money**
b. Real and Non-real
c. Fiscal and Monetary
d. Real and Fiscal

27. When tax burden is shifted from producer to consumer in the form of rise in price, it is called _____.
a. **Forward shifting**
b. Backward shifting
c. Multi-point shifting
d. Process shifting

28. Taxation is anti-inflationary if it is imposed on _____.

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a. **Luxuries**
b. Essential items
c. Investment
d. Food

29. Taxation reduces purchasing power of taxpayer. This is called as _____ effect of taxation.
    a. **Income**
    b. Price
    c. Substitution
    d. Allocation

30. The sources of government revenue are classified into two broad sources, namely _____.
    a. **Tax and Non-tax Revenue**
    b. Direct and Indirect Tax Revenue
    c. Fees and Borrowing
    d. Taxes and Fines

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Module 3: Public Expenditure and Public Debt

1. The Law of increasing public activity was developed by _____.
    a. **Adolf Wagner**
    b. Hugh Dalton
    c. Richard Musgrave
    d. Alan T. Peacock
2. Revenue expenditure does not include _____.
    a. **Expenditure on civil administration**
    b. Interest payment
    c. Subsidies
    d. Debt repayment
3. Transfer expenditure includes _____.
    a. **Pension**
    b. Capital expenditure
    c. Expenditure on defence
    d. Expenditure on education
4. According to _____, public expenditure rises in a step-like manner.
    a. **Wiseman-Peacock**
    b. Keynes
    c. Wagner
    d. Sameulson
5. _____ debt is raised from the citizens of the country.
    a. **Internal**
    b. Compulsory
    c. Voluntary
    d. External
6. Public expenditure is incurred by the authorities for _____.
    a. **Welfare of the people**
    b. Attainment of personal goals
    c. Earning profit
    d. Maximizing returns
7. _____ programme of the government will provide cashless treatment to patients.
    a. **Ayushman Bharat**
    b. Public Provident Fund

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c. MGNREGA
d) Atal Pension Yojana

8. Which of the following are canons of public expenditure?
   a. **Canon of Economy**
   b. Canon of Benefit
   c. Canon of Sanction
   d. All of the above
9. According to the canon of economy, governments must avoid _____.
   a. **Unnecessary Expenditure**
   b. Necessary Expenditure
   c. Essential Expenditure
   d. Productive Expenditure
10. The canon of neutrality suggests _____.
   a. **Public expenditure should not generate bad effects on economic activities.**
   b. Public expenditure should reduce inequality of income and wealth.
   c. Public expenditure should help increase production.
   d. Public expenditure should avoid wastage.
11. Redistribution of money incomes to the community comes under _____.
   a. **Transfer Expenditure**
   b. Departmental Expenditure
   c. Functional Expenditure
   d. Government Expenditure
12. Old age pension, subsidies, and social insurance are examples of _____.
   a. **Grants**
   b. Purchase Prices
   c. Capital Expenditure
   d. Functional Expenditure
13. _____ classifies expenditure into defence, civil, and departmental expenditure.
   a. **Hicks**
   b. Dalton
   c. Sameulson
   d. Shirras

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14. Which of the following type of public expenditure is characterized by quid-pro-quo?
    a. **Purchase prices**
    b. Grants
    c. Subsidies
    d. Pension
15. Public expenditure on education and health will have a _____ effect on people's ability to work.
    a. **Positive**
    b. Negative
    c. Neutral
    d. Stagnating
16. Wagner's law of Increasing State Activity is based on historical evidence drawn from economic growth of _____.
    a. **Germany**
    b. India
    c. France
    d. US
17. Wiseman-Peacock hypothesis is based on their study of public expenditure in _____.
    a. **UK**
    b. US
    c. Germany
    d. India
18. The step-like increase in public expenditure during emergencies like wars, which leads to increase in tax rate is called _____.
    a. **Displacement Effect**
    b. Concentration Effect
    c. Inspection Effect
    d. Expenditure Effect
19. After war, people's tax tolerance level _____.
    a. **Increases**
    b. Decreases
    c. Becomes Zero
    d. Remains Same
20. Concentration effect leads to increase in the activities of _____.
    a. **Central Governments**

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b. State Governments
c. Local Governments
d. All of the above

21. There is an increase in public expenditure due to _____.
a. Welfare State
b. Urbanization
c. Expansion of traditional functions
d. **All of the above**

22. Investment in infrastructure projects like roads, buildings, bridges falls under _____.
a. **Capital Expenditure**
b. Revenue Expenditure
c. Transfer Expenditure
d. Unproductive Expenditure

23. Social insurance refers to protection of individuals against economic hazards such as _____.
a. Unemployment
b. Old age
c. Disability
d. **All of the above**

24. NREGA is a social security scheme related to _____.
a. **Provision of wage employment**
b. Eradication of poverty
c. Ensuring 100% literacy
d. Reducing economic and social inequalities

25. Public debt can be _____.
a. Internal or External
b. Productive or Unproductive
c. Voluntary or Compulsory
d. **All of the above**

26. Short-term public debt has a maturity of _____.
a. **3 to 12 months**
b. 5 to 12 months
c. 1 to 6 months
d. 1 to 12 months

27. The government repays the interest as well as principal amount of public debt under _____.

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a. **Redeemable debt**
b. Irredeemable debt
c. Voluntary debt
d. Compulsory debt

28. Internal debt creates implications which results in burden in the form of _____.
    a. **Increase in inequality**
    b. Unproductive foreign debt
    c. Foreign currency burden
    d. Domination by foreign country
29. The government's ability to meet debt obligations is referred to as _____.
    a. **Solvency**
    b. Fiscal Sustainability
    c. Public Debt
    d. Economic Sustainability
30. The IMF and _____ have prepared a framework for public debt management.
    a. **World Bank**
    b. WTO
    c. RBI
    d. SEBI

31. A dead weight debt is _____.
    a. **Unproductive**
    b. Self-liquidating
    c. Productively efficient
    d. Not burdensome to the economy
32. Burden of external debt affecting production and resource allocation is termed as _____.
    a. Indirect money burden
    b. Indirect real burden
    c. **Both a and b**
    d. Neither a nor b

Module 4: Fiscal Management and Financial Administration

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1. FRBM act 2003 aimed at reducing revenue deficit to _____ percent of GDP.
   a. **0.5**
   b. 0.3
   c. 0.2
   d. 0.7
2. Finance commission is appointed every _____ years.
   a. **Five**
   b. Two
   c. Three
   d. Four
3. Fiscal policy is a policy related to _____ of the government.
   a. **Income and Expenditure**
   b. Money Supply
   c. Personal Finances
   d. Demand and Supply
4. The principle of sound finance advocates _____.
   a. Laissez-Faire
   b. Free Market Mechanism
   c. No Government Intervention
   d. **All of the above**
5. GST is a _____ tax.
   a. **Destination-based**
   b. Source-based
   c. Income-based
   d. Criteria-based
6. Fiscal Deficit = _____.
   a. **Total Expenditure - (Revenue Receipts + Non-borrowing capital Receipts)**
   b. Total Expenditure -Total Receipts
   c. Total Expenditure – revenue receipts
   d. Total Expenditure- Capital Receipts
7. Deficit financing is resorted to when _____ .
   a. **Public Expenditure > Public Revenue**
   b. Public Expenditure < Public Revenue
   c. Public Revenue = Public Expenditure
   d. None of these

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8. During recession, _____.
   a. Public debt should be incurred
   b. Public expenditure should be reduced
   c. Taxation should be increased
   d. Public expenditure should be increased

9. Public debt includes _____.
   a. Currency and money deposits
   b. Internal loans and government securities
   c. External loans incurred by the government
   d. All of the above

10. Disposable income is _____.
   a. Income before tax
   b. Income of households after deduction of direct taxes and addition of transfer payments
   c. Gross income of firms
   d. Income before transfer payments are added

11. The government deals with fiscal policy, whereas _____ is in charge of the monetary policy.
   a. **RBI**
   b. SEBI
   c. FICCI
   d. NABARD

12. The Great Depression occurred in _____.
   a. **1929**
   b. 1915
   c. 1900
   d. 1950

13. Fiscal policy tries to achieve _____.
   a. Optimum Allocation of Resources
   b. Full Employment
   c. Economic Stability
   d. **All of the Above**

14. Which of the following statements is/are true?
   a. **There are four constituents of fiscal policy.**
   b. Fiscal policy is related to demand and supply of money.
   c. Fiscal policy does not aim at economic stability.
   d. Fiscal policy is controlled and managed by RBI.

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15. Aggregate demand is comprised of _____.
    a. Consumption Expenditure
    b. Government Expenditure
    c. Investment Expenditure
    d. **All of the Above**

16. Say's law that, "Supply creates its own demand" is based on the principle of _____.
    a. **Sound Finance**
    b. Functional Finance
    c. Public Finance
    d. Fiscal Policy

17. The concept of invisible hand is given by _____.
    a. **Adam Smith**
    b. Keynes
    c. Pigou
    d. Say

18. Changes in tax revenue and government expenditure take place automatically due to _____ in the fiscal system.
    a. **Built-in Flexibility**
    b. Government Intervention
    c. Production efficiency
    d. Monetary Adjustment

19. Automatic stabilizers will be ineffective in the case of _____.
    a. **Cost- push Inflation**
    b. Recession
    c. Inflation
    d. Surplus Budget

20. Under _____ fiscal policy, government makes deliberate changes in the tax and expenditure policies to achieve targets.
    a. **Discretionary**
    b. Contra-cyclical
    c. Compensatory
    d. Adjustable

21. The term _____ originated in the US in 1932 wherein government revived economic activity in stagnant but key sectors like banking sector.
    a. **Pump-Priming**
    b. Compensatory Spending

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c. Automatic Stabilization
d. Deficit Budget

22. Which of the following is true for compensatory spending?
    a. **It is necessary during recession.**
    b. It is necessary during inflation.
    c. It is a built-in stabilizer.
    d. It is related to monetary policy.

23. A description of spending and financing plans of individual, company or government is called _____.
    a. **Budget**
    b. Fiscal Policy
    c. Monetary Policy
    d. Public Finance

24. _____ is a rare phenomenon.
    a. Surplus Budget
    b. Deficit Budget
    c. **Balanced Budget**
    d. Revenue Budget

25. In _____ budget, every item of expenditure must be justified for every New Year.
    a. **Zero Based**
    b. Balanced
    c. Traditional
    d. Performance

26. The union budget contains details of government receipts and expenditure for _____ consecutive years.
    a. **3**
    b. 4
    c. 2
    d. 1

27. FRBM stands for _____.
    a. **Fiscal Responsibility and Budget Management**
    b. Financial Resources and Balanced Management
    c. Financial Reserves and Banking Measures
    d. Fiscal Reserves and Borrowing Measures

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28. _____ deficit is a more comprehensive measure of budgetary imbalances.
    a. **Fiscal**
    b. Revenue
    c. Primary
    d. Budgetary
29. Transfer of taxing and expenditure powers from the control of central government to state and local governments is known as _____.
    a. **Fiscal Decentralization**
    b. Fiscal Centralization
    c. Vertical Devolution
    d. Horizontal Devolution
30. Taxes on income and property are levied and collected by _____.
    a. **Central Government**
    b. State Government
    c. Local Government
    d. Municipality

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The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

TYBCOM Sem V Economics

Question Bank: MCQ

Module 1: Macro Economic Overview of India

1. The logo of 'Make in India' is _____.
   a. **Lion made of gear wheels**
   b. Tiger made of gear wheels
   c. Lion made of wood
   d. Cheetah made of gear wheels
2. UNDP refers to _____.
   a. **United Nations Development Program**
   b. United Nations Department Project
   c. United Nations Development Project
   d. United National Development Policy
3. The New Economic Policy includes _____.
   a. Liberalization
   b. Privatization
   c. Globalization
   d. All of the above
4. The full form of LPG is _____.
   a. Liberalization, Privatization, Globalization
   b. Liberation, Private, Global
   c. Liberal, Privatization, Globally
   d. None of the above
5. The New Economic Policy was launched on _____.
   a. **24th July 1991**
   b. 24th July 1990
   c. 20th July 1991
   d. 20th July 1990
6. The New Economic Policy was launched by _____.
   a. **Finance Minister**

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b. Prime Minister
c. Home Minister
d. Chief Minister

7. Industrial licensing is compulsory for _____.
   a. Cigarette industry
   b. Defence
   c. Explosives
   d. **All of the above**
8. Privatization means involving private sector in _____.
   a. Ownership
   b. Operation
   c. Management
   d. **All of the above**
9. Loss making PSUs will be transferred to private sector through a process of _____.
   a. **Disinvestment**
   b. Sale of shares
   c. Liberalizing norms
   d. Industrialization
10. In the New Economic Policy 1991, _____ number of industries reserved for public sector.
   a. **3**
   b. 5
   c. 10
   d. 17
11. In the New Economic Policy 1991, equity limit for foreign investment has been raised from _____.
   a. **40% to 100%**
   b. 20% to 60%
   c. 40% to 80%
   d. 40% to 50%
12. Social Infrastructure includes _____.
   a. Health
   b. Education
   c. Sanitation
   d. **All of the above**
13. The Right to Education (RTE) act was passed in _____.
   a. **2010**
   b. 2000

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c. 2005
d. 2002

14. The RTE makes education a fundamental right of every child in the age group of _____.
    a. **6-14 years**
    b. 6-12 years
    c. 4-14 years
    d. 6-18 years
15. The RTE mandates private schools to reserve _____ percent of seats for poor children.
    a. **25**
    b. 30
    c. 15
    d. 50
16. Government expenditure on social services as a proportion of GDP was _____ percent in 2014-15.
    a. **6**
    b. 5
    c. 10
    d. 7
17. Ideal student classroom ratio is _____.
    a. **1:30**
    b. 1:25
    c. 1:45
    d. 1:60
18. Government has launched _____ program to improve gender parity index in India.
    a. **Beti Bachao, Beti Padhao**
    b. Kaushal Vikas Yojana
    c. Indira Awas Yojana
    d. Swachh Bharat Mission
19. The department of AYUSH belongs to _____.
    a. **Union Ministry of Health and Family Welfare**
    b. Ministry of Health Research
    c. Department of AIDS Control
    d. Ministry of Commerce and Economic Affairs
20. The Swachha Bharat Mission was launched on _____.
    a. **2nd October 2014**
    b. 2nd October 2015
    c. 2nd October 2013
    d. 2nd October 2012

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21. In India, _____ number of states have been declared Open Defecation Free.
    a. **8**
    b. 6
    c. 4
    d. 5
22. The full form of SDGs is _____.
    a. **Sustainable Development Goals**
    b. Sustained Development Goals
    c. Smart Development Goals
    d. Systematic Development Goals
23. Sustainable Development Goals were born in _____.
    a. **Rio De Janeiro,2012**
    b. Doha, 2012
    c. Rio De Janeiro,2010
    d. Doha, 2010
24. The Sustainable Development Goals replaced _____.
    a. **Millennium Development Goals**
    b. Decadal Development Goals
    c. Economic and Political Goals
    d. International Goals
25. SDGs are a set of universal goals that meet urgent _____ challenges facing the world.
    a. **Environmental, Political and Economic**
    b. Environmental, Educational, and Health
    c. Political, Economic, and Administrative
    d. Health, Welfare, and Education
26. The SDGs comprise of _____.
    a. **17 goals and 169 targets**
    b. 20 goals and 200 targets
    c. 15 goals and 150 targets
    d. 30 goals and 300 targets
27. Make in India was launched by Prime Minister _____.
    a. **Narendra Modi**
    b. Manmohan Singh
    c. Arun Jaitley
    d. Atal Bihari Vajpayee
28. The goal of Make in India is to make India a _____.
    a. **Global manufacturing hub**
    b. Global tourist hub
    c. Global agricultural hub
    d. Global exporter and marketer
29. Make in India targets _____ sectors of the economy.

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a. **25**
b. 15
c. 20
d. 30

30. Make in India initiative is built on four pillars, namely _____.
a. **Process, Infrastructure, Sector, Mindset**
b. Initiative, Integration, Management, Marketing
c. Process, Integration, Marketing, Sales
d. Infrastructure, Education, Manufacturing, Management

31. Make in India campaign popularized the slogan _____.
a. **Zero defect, zero effect**
b. Minimum defect, minimum effect
c. Low defect, low effect
d. Marginal defect marginal effect

32. Make in India aims to improve India's _____ index.
a. **Ease of Doing Business**
b. Ease of Exporting
c. Ease of Investing
d. Ease of Manufacturing

33. Make in India initiative will help to create _____ smart cities.
a. **100**
b. 50
c. 20
d. 70

34. Invest India is set up as a _____ venture under DIPP.
a. **Non-profit**
b. Profit
c. Voluntary
d. Joint

35. India was ranked _____ in FDI confidence Index of 2018.
a. **11th**
b. 15th
c. 20th
d. 50th

36. FIPB stands for _____.
a. **Foreign Investment Promotion Board**
b. Foreign Internal Promotion Board
c. Financial Investment Parity Board
d. Free Investment Promotional Board

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Module 2: Agriculture During Post Reform Period

1. Farmer's need for seeds and fertilizers constitutes _____ type of agricultural credit.
    a. **Short-term**
    b. Medium-term
    c. Long-term
    d. Primary
2. The growth of Big Basket and Grofers is a part of _____ in agricultural marketing.
    a. **E-Commerce**
    b. Agribusiness
    c. E-Trading
    d. Retailing
3. PACS refers to _____.
    a. **Primary Agricultural Credit Societies**
    b. Primary Agricultural Crop System
    c. Primary Agricultural Credit System
    d. Priority Agricultural Credit Societies
4. The main objectives of National Agricultural Policy are:
    a. Raising productivity of Inputs
    b. Modernizing agricultural sector
    c. Check environmental degradation
    d. **All of the above**
5. CACP stands for _____.
    a. **Commission of Agricultural Costs and Prices**
    b. Center for Agricultural Crop and Pest
    c. Care for Agricultural Crops and Produce
    d. Committee for Agricultural Cultivation and Protection
6. Food Corporation of India was set up in _____.
    a. **1965**
    b. 1950
    c. 1947
    d. 1990
7. The government fixes minimum support prices for _____.
    a. Sugarcane
    b. Maize
    c. Cotton
    d. **All of the above**

8. Medium term loans are for a period of _____.
    a. **5 years**
    b. 3 years

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c. 1 year
d. 10 years

9. Farmers need finance or credit to meet _____.
   a. Productive needs
   b. Consumption needs
   c. Unproductive needs
   d. **All of the above**

10. Farmer's credit needs for marriages and social ceremonies falls under _____.
   a. **Unproductive purpose**
   b. Productive purpose
   c. Consumption purpose
   d. Financial purpose

11. There are _____ broad sources of agricultural credit in India.
   a. **2**
   b. 5
   c. 10
   d. 3

12. Moneylenders, traders and commission agents comprise _____ source of agricultural credit in India.
   a. **Non-institutional**
   b. Institutional
   c. Non-governmental
   d. Non-educational

13. Primary Agricultural Credit Societies _____.
   a. **Are organized at village level**
   b. Coordinate activities of district level agencies
   c. Work independently at state level
   d. Carry out banking activities at state level

14. Nationalization of 14 major commercial banks happened in _____.
   a. **1969**
   b. 1965
   c. 1970
   d. 1950

15. The lead bank scheme was started by _____.
   a. **Commercial banks**
   b. Regional rural banks
   c. NABARD
   d. RBI

16. Regional Rural Banks were set up to cater to the needs of _____.
   a. **Rural Poor**
   b. Big Farmers
   c. Professionals

d. Skilled Laborers

17. SEWA, PADAN, CDF are examples of _____.
    a. **Non-government organizations**
    b. Semi government organizations
    c. Private organizations
    d. Commercial banks

18. The full form of NABARD is _____.
    a. **National Bank for Agriculture and Rural Development**
    b. National agriculture and Rural Development Bank
    c. Nation bank for assessing Rural Development
    d. Non-Agricultural Bank for Rural Development

19. The functions of NABARD include _____.
    a. Credit Function
    b. Developmental Function
    c. Supervisory Function
    d. **All of the above**

20. Agricultural marketing involves all activities related to _____ of agricultural produce.
    a. **Procurement, Grading, Storing, Transporting, and Selling**
    b. Procurement and Storing
    c. Grading and Transporting
    d. Transporting and Selling

21. Co-operative Marketing refers to _____
    a. **Collective bargaining and selling by farmers**
    b. Collective social gathering of farmers
    c. Joint fundraising by farmers
    d. Collective educational support for farmers

22. Distress selling and lack of storage facility is one of the most important defects of _____ in India.
    a. **Agricultural Marketing**
    b. Co-operative Marketing
    c. Marketing Training
    d. Agricultural Credit

23. AGMARKNET was launched in _____
    a. **March 2000**
    b. February 2001
    c. March 2005
    d. January 2005

24. The AGMARKNET website is a _____ portal catering to needs of all stakeholders.
    a. **G2C e-governance**
    b. G2G governance
    c. Global Governance

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d. C2C governance

25. The full form of APMC is _____
    a. **Agricultural Produce Market Committee**
    b. Agricultural Production Management Center
    c. Agri Produce and Making Center
    d. Agricultural Promotion and Marketing Center

26. NIAM is a premier institute set up by the government of India to _____.
    a. Escalate agricultural marketing
    b. Provide specialized training
    c. Provide consultancy services
    d. **All of the above**

27. Goldberg and Davis coined the term _____ in 1957.
    a. **Agribusiness**
    b. Agrimarketing
    c. Agriculture
    d. E-trading

28. The process whereby production is carried out on the basis of agreement between buyer and farm producer is called _____.
    a. **Contract Farming**
    b. Agribusiness
    c. E-Commerce
    d. E-Marketing

29. A vertically coordinated model with quota allocation and tight quality control would follow _____ model of contract farming.
    a. **Centralized**
    b. Nucleus Estate
    c. Informal
    d. Multipartite

30. E-commerce refers to buying and selling of goods and making payments _____.
    a. **Over an online platform**
    b. Physically
    c. In cash
    d. In kind

31. The major components of a supportive enabling environment include _____.
    a. Inclusive markets
    b. Micro-insurance
    c. Agricultural finance
    d. **All of the above**

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Module III- Industry and Service Sector During the Post Reform Period

1. Competition Act replaced the _____ act.
    a. **MRTP**
    b. Disinvestment
    c. IPR
    d. Trade
2. In manufacturing sector, micro enterprises do not exceed _____ in investment.
    a. **25 lakhs**
    b. 45 lakhs
    c. 35 lakhs
    d. 55 lakhs
3. Services are _____.
    a. **Intangible**
    b. Separable
    c. Durable
    d. Homogenous
4. MRTP stands for _____ Act.
    a. **Monopolies and Restrictive trade Practices**
    b. Marketing and Retail Trade Policies
    c. Multiple Retail Trade Plans
    d. Monopoly Related Travel Policies
5. The objectives of disinvestment include _____.
    a. Reducing financial burden
    b. Improving public finances
    c. Encouraging wider share of ownership
    d. **All of the above**
6. _____ are widely accepted as engine of economic growth of India.
    a. **Micro, Small and Medium Enterprises**
    b. Agro Industries
    c. Service Sector
    d. Petroleum Industry
7. Investment in Medium enterprises in the manufacturing sector ranges between Rs._____.
    a. **5 crores and 10 crores**
    b. 25 lakhs and 5 crores
    c. 50 lakhs and 1 crore
    d. 1 crore and 5 crores
8. MSME Samadhaan initiative deals with issues related_____.
    a. **Delayed Payments**
    b. Grievance Monitoring
    c. Technology Networks

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d. Revival of MSME

9. Waste generated in an industry during washing of raw materials is called _____.
   a. **Process Waste**
   b. Chemical Waste
   c. Technical Waste
   d. Carbon Waste
10. A colorless, odorless toxic gas produced during incomplete combustion of carbon fuels is called _____.
   a. **Carbon Monoxide**
   b. Carbon dioxide
   c. Hydrogen Monoxide
   d. Hydrogen Dioxide
11. Acid rain is produced when _____ react with water in the atmosphere.
   a. **Sulfur Oxide and Nitrous Oxide**
   b. Carbon Monoxide and Nitrous Oxide
   c. Sulfur Oxide and Carbon Monoxide
   d. Particulate Matter and Carbon Monoxide
12. Particulate Matter 10 describes matter which is _____ in diameter.
   a. **10 microns or less**
   b. 10 microns or more
   c. 10 microns to 50 microns
   d. 10 microns to 100 microns
13. When ground level ozone and chemicals like peroxyacetyl form a harmful mixture, it is called _____.
   a. **Photochemical Smog**
   b. Acid Rain
   c. Fossil Fuel
   d. Volatile Organic Compound
14. A management tool providing structure and comprehensive mechanism to reduce unacceptable effects of activities on environment is called _____.
   a. **Environmental Audit**
   b. Life Cycle Assessment
   c. Environmental Mapping
   d. Pollution Control
15. GIS based Hydrological Modeling for Water Quality and Quantity is initiated in _____.
   a. **Cauvery Basin**
   b. Krishna Basin
   c. Narmada Basin
   d. Ganga Basin
16. Industrialization started gaining popularity by the _____ century.

a. **19th**
b. 18th
c. 17th
d. 20th

17. An act or performance offered by one party to another is called _____.
    a. **Service**
    b. Good
    c. Product
    d. Commodity
18. The Indian services sector includes _____.
    a. Financial sector
    b. Banking sector
    c. Insurance sector
    d. **All of the above**
19. DARPAN-Digital Advancement of Rural Post Office for a New India is launched by _____.
    a. **Ministry of Communications**
    b. Ministry of Transport
    c. Ministry of Finance
    d. Ministry of Education
20. DigiYatra is a digital platform launched by Ministry of Civil Aviation for _____.
    a. **Providing consistent service throughout the journey**
    b. Improving quality of services
    c. Achieving financial inclusions
    d. Providing seamless access to government services
21. The full form of GST is _____.
    a. **Goods and Services Tax**
    b. Great Services Tax
    c. Goods System Tax
    d. Goods and Services Transportation

22. Healthcare has become one of India's largest sectors in terms of _____.
    a. **Revenue and Employment**
    b. Revenue and Investment
    c. Investment and Profit
    d. Profit and Employment
23. Indian healthcare delivery system is categorized into _____.
    a. **Public and Private Healthcare**
    b. Free and Expensive Healthcare

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c. Cheap and Costly Healthcare
d. Primary and Secondary Healthcare

24. India's first ever 'Air Dispensary, which is based in a helicopter will be launched in _____ region.
    a. **Northeast**
    b. Southwest
    c. Central
    d. Southern

25. The government has launched _____ to improve coverage of immunization in the country.
    a. **Intensified Mission Indradhanush**
    b. E-dispensary
    c. Sarva Shiksha Abhiyaan
    d. Swachha Bharat Mission

26. The first public milestone in the industry of tourism was creation of _____.
    a. **Indian Tourism Development Corporation**
    b. National Tourism Development Policy
    c. Indian Tourist Arrival Company
    d. Athithi Devo Bhava Program

27. The full form of PRASAD is _____.
    a. **Pilgrimage Rejuvenation and Spiritual Augmentation Drive**
    b. Pilgrim Related and Supported Advertisements
    c. Prime Restoration and Support among Devotees
    d. Pilgrim Rejuvenate and Support of Associated Devotees

28. Healthcare sector comprises _____.
    a. Medical devices
    b. Medical tourism
    c. Clinical trials
    d. **All of the above**

29. Competition Act is not applicable in the case of _____.
    a. Public Financial Institutions
    b. Foreign Institutional Investors
    c. Banks
    d. **All of the above**

30. Tourism policy highlights_____.
    a. Swagat (Welcome)
    b. Suvidha (Facilitation)
    c. Soochna (Information)
    d. **All of the above**

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Module IV: Banking and Financial Market

1. IMPS refers to _____.
    a. **India's Immediate Payment Service**
    b. India's Import Payment Service
    c. India's Important Payment Service
    d. India's Import Price System
2. India's money market is characterized by _____.
    a. Seasonality
    b. Multiple interest rate
    c. Dichotomy
    d. **All of the above**
3. _____ means selling a security with an agreement to repurchase it at a future date.
    a. **Repo Rate**
    b. Commercial Papers
    c. Reverse Repo Rate
    d. Certificate of Deposits
4. As per RBI, India's banking sector is _____.
    a. **Well-Regulated**
    b. Poorly Managed
    c. Understaffed
    d. Weak in Growth
5. Indian banking sector consists of _____ public sector banks.
    a. **27**
    b. 28
    c. 26
    d. 25
6. A new portal launched by SIDBI to improve credit availability to MSME sector is _____.
    a. **Udyami Mitra**
    b. Mudra Scheme
    c. Kisan Credit
    d. None of the above
7. The full form of NPA is _____.
    a. **Non-Performing Assets**
    b. Non-Profiting Assets
    c. New Performing Allocations
    d. New Profitable Allowances

8. NPA's are also called _____.
    a. **Bad Loans**
    b. Corruption
    c. Good Loans

d. Poor Banking

9. RBI classifies bank fraud as transactions involving _____.
   a. Cheating
   b. Negligence
   c. Forged Documents
   d. **All of the above**
10. There are _____ foreign banks operating in India.
   a. **36**
   b. 30
   c. 25
   d. 20
11. LIC stands for _____.
   a. **Life Insurance Corporation**
   b. Lively Insurance Company
   c. Listed Insurance Company
   d. Life Insurance Center
12. The sole national re-insurer for India is _____.
   a. **General Insurance Corporation**
   b. Life Insurance Corporation
   c. Oriental Insurance
   d. Star Heath Insurance
13. The regulation and development of insurance in India is managed by_____.
   a. **IRDA**
   b. SEBI
   c. FICCI
   d. LIC
14. Some of the major issues and challenges in the insurance industry include _____.
   a. Connectivity with current generation
   b. Compensation
   c. Customer satisfaction
   d. **All of the above**
15. The money market is a part of the financial market which deals in borrowing and lending of _____.
   a. **Short-term loans**
   b. Medium-term loans
   c. Long-term loans
   d. Capital transactions
16. The major functions of money market include _____.
   a. Maintaining monetary equilibrium
   b. Promoting economic growth
   c. Help in capital formation

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d. **All of the above**

17. The Indian money market is characterized into _____.
    a. **Organized and Unorganized**
    b. Urban and Rural
    c. Small and Big
    d. Short-term and Long-term
18. The organized sector of money market is directly under purview of _____.
    a. **RBI**
    b. SEBI
    c. FICCI
    d. Government
19. Inter-bank money market is another name for _____.
    a. **Call and Notice Money Market**
    b. Treasury Bill Market
    c. Certificate of Deposit
    d. Commercial Papers
20. In India, three types of _____, that is, 91 day, 181 day and 364 day are issued through auctions.
    a. **Treasury Bills**
    b. Certificate of Deposit
    c. Commercial Papers
    d. Call and Notice Money Market
21. The main purpose of _____ was to enable commercial banks to raise funds from the market.
    a. **Certificate of Deposits**
    b. Treasury Bills
    c. Commercial Papers
    d. Call and Notice Money Market
22. The minimum size of issue of commercial papers is Rs. _____.
    a. **1 crore**
    b. 5 crores
    c. 2 crores
    d. 7 crores
23. Repo is a _____.
    a. **Repurchase agreement**
    b. Mutual fund
    c. Financial institution
    d. Commercial Bank
24. Buying a security on spot basis and reselling it on forward basis is known as _____.
    a. **Reverse Repo**
    b. Treasury Bill



33. In India, urban market is the major contributor of _____.

a. **General Insurance**
b. Life Insurance
c. Health Insurance
d. Travel Insurance

34.CAGR refers to _____.

a. **Compound Annual Growth Rate**
b. Compound Average Growth Rate
c. Complex Aggregate Growth Rate
d. Compound Average Global Rate

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TYBCOM Sem VI Economics

Sample MCQ Questions

Module 1: Introduction to International Trade

1. The classical theory of international trade assumes _____.
   a. **One Factor of Production**
   b. One Country
   c. Closed Economy
   d. One Commodity
2. Income terms of trade is given by _____.
   a. Viner
   b. **Dorrance**
   c. Adam Smith
   d. Ricardo
3. According to the gains from trade theory, smaller countries gain _____ from trade than big countries.
   a. **More**
   b. Same
   c. Proportionately
   d. Less
4. The theory of absolute difference in cost is given by _____.
   a. **Adam Smith**
   b. Ricardo
   c. Haberler
   d. Heckscher-Ohlin
5. Ricardian theory assumes perfect mobility of labor _____.
   a. **Within the country**
   b. Between countries
   c. Within a state
   d. Between two states

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6. Ricardian theory is criticized on the grounds of _____.
    a. Ignorance of demand
    b. Unrealistic assumptions
    c. Complete specialization
    d. **All of the above**
7. The factor endowment theory of international trade was given by _____.
    a. Adam Smith
    b. Haberler
    c. **Heckscher-Ohlin**
    d. Sameulson
8. The assumption of two-country, two-commodity and two-factor of production is a part of _____ theory of international trade.
    a. Ricardian
    b. **Modern**
    c. Absolute Advantage
    d. None of the above
9. If physical capital-labor ratio of country A is greater than physical capital-labor ratio of country B, then _____.
    a. **Country A is abundant in capital**
    b. Country B is abundant in capital
    c. Country A is abundant in labor
    d. Country B is scarce in labor
10. If the ratio of price of labor to price of capital of country A is lesser than the ratio of price of labor to price of capital of country B, then _____.
    a. **Labor is cheap in country A**
    b. Labor is cheap in country B
    c. Labor is expensive in country A
    d. Capital is expensive in country B
11. Factor abundance in physical terms can be explained with the help of _____.
    a. **Production possibility curves**
    b. Price Line
    c. Iso-cost lines
    d. Equilibrium price determination
12. Which of the following statements is/are true?
    a. **The HO theory can be extended to many commodities and countries.**
    b. The HO theory is limited to two commodities.
    c. The HO theory is limited to two countries.
    d. The HOT theory is limited to two factor of production.

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13. According to HO theory, international trade is but a special case of _____ trade.
    a. **Inter-regional**
    b. Inter-district
    c. Sub-local
    d. Sub-regional
14. The ratio of price of export commodity to the price of import commodity is called _____.
    a. **Terms of trade**
    b. Absolute advantage
    c. Comparative advantage
    d. Factor Endowment
15. On the basis of productivity of factors of production, terms of trade are classified as _____.
    a. Single factorial TOT
    b. Double factorial TOT
    c. **Both a and b**
    d. Neither a nor b
16. Q_m/Q_x is the formula for _____.
    a. **Gross Barter TOT**
    b. Net Barter TOT
    c. Income TOT
    d. Factorial TOT
17. The concept of single and factorial terms of trade was given by _____.
    a. **Jacob Viner**
    b. Adam Smith
    c. Ricardo
    d. Sameulson
18. Which of the following factors affect terms of trade?
    a. Changes in factor endowment
    b. Reciprocal Demand
    c. Economic development
    d. **All of the above**
19. The strength of India's demand for US exports in exchange of US demand for India's exports is called _____.
    a. **Reciprocal Demand**
    b. Reverse Demand
    c. Restricted Demand
    d. Unilateral Demand
20. Gross barter terms of trade takes into account _____.
    a. All goods
    b. All services

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c. Both a and b
d. **Trade items and unilateral payments**

21. Terms of trade are favorable if current year index in comparison of base year index is _____.
    a. Less
    b. **More**
    c. Same
    d. Zero
22. The concept of reciprocal demand was given by _____.
    a. Jacob Viner
    b. **J. S. Mill**
    c. Adam Smith
    d. Ricardo
23. Autarkic economy means _____.
    a. **Absence of international economic relations**
    b. Limited international economic relations
    c. Free international economic relations
    d. Restricted international economic relations
24. The rate at which goods are produced and exchanged within the country is expressed as _____.
    a. **Domestic Exchange Ratio**
    b. International Price Ratio
    c. Local Exchange Ratio
    d. Domestic Price Ratio
25. Graphical representation of reciprocal demand indicating various quantities of exports that a country is willing to give in exchange of imports is represented through _____.
    a. **Offer Curves**
    b. Price Lines
    c. Exchange Ratios
    d. Price Ratios
26. An offer curve _____.
    a. Differs from a usual supply curve
    b. Differs from a usual demand curve
    c. **Both a and b**
    d. Neither a nor b

27. Cultural changes due to international trade _____.
    a. Are always Positive
    b. Are Always Negative
    c. Are Always Stagnant
    d. **Both a and b**

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28. International trade _____.
    a. Stimulates innovations
    b. Brings down cost of production
    c. Diversifies consumption
    d. **All of the above**
29. International trade increases economic welfare of _____.
    a. Exporting country
    b. Importing country
    c. **Both a and b**
    d. Only a
30. The gain from trade is maximum if the international terms of trade are _____.
    a. **Nearer to internal terms of trade of trading partner**
    b. Equal to exporting country
    c. Nearer to domestic terms of trade of importing country
    d. None of the above
31. International trade increases the welfare of _____.
    a. **all participating countries**
    b. only exporting countries
    c. only importing countries
    d. none of the above
32. International trade increases the _____ of participating countries.
    a. **Output**
    b. Profit
    c. Risks
    d. none of the above
33. Generally, the developing countries _____ terms of trade.
    a. **Suffer from adverse**
    b. Enjoy favourable
    c. Ignore
    d. None of the above
34. The offer curve of a country is based on _____.
    a. **Relative prices of two commodities**
    b. Price of exports
    c. Price of imports
    d. Supply of exports
35. The classical theory of international trade was presented by _____.
    a. **David Ricardo**
    b. Hecksher-Ohlin
    c. J. M. Keynes
    d. Alfred Marshall
36. Hecksher-Ohlin theory states that the relative factor prices in two countries are determined by _____.

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a. **Differences in factor endowments**
b. Labour efficiency
c. Technological developments
d. None of the above

37. Under _____ type of cost difference, international trade will not take place.
    a. **Equal**
    b. Absolute
    c. Comparative
    d. None of the above

38. Ricardian theory assumes that labour is _____ within the country.
    a. **Homogeneous**
    b. Heterogeneous
    c. Inefficient
    d. Unequal

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Module II: Commercial Policy

1. A _____ policy refers to government's policy in relation to country's international trade.
    a. **Commercial trade**
    b. Domestic trade
    c. Internal trade
    d. None of the above
2. Which of the following statements is true?
    a. A commercial trade policy refers to rules and regulations that govern international trade interactions.
    b. A commercial trade policy includes all measures regulating external economic relations of a country.
    c. A commercial trade policy is managed by the government.
    d. **All of the above**
3. Commercial trade policies can be implemented through _____.
    a. Tariffs
    b. Quotas
    c. Subsidies
    d. **All of the above**
4. Free movement of goods and services between nations comes under _____.
    a. **Free Trade Policy**
    b. Protectionist Policy
    c. Exchange Policy
    d. Monetary Policy
5. Free trade is favored because _____.
    a. **It promotes efficiency**
    b. It protects domestic industries
    c. It favors infant industries
    d. It leads to dumping of foreign goods
6. Protectionist policies aim at protecting domestic industries against foreign competition by using _____.
    a. Tariffs
    b. Quotas
    c. Subsidies
    d. **All of the above**
7. Protectionist policies are favored because _____.
    a. **It encourages competition**
    b. It increases local employment
    c. It protects infant industries
    d. It helps in diversification of industries

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8. _____ industries are also called infant industries.
    a. **New industries that are not mature enough to face competition**
    b. Small scale industries
    c. Matured industries who do not want to face competition
    d. Large industries who are highly active in the market
9. Pauper labor argument argues _____.
    a. **Countries with low labor cost have advantages over countries with high labor cost.**
    b. Countries with low labor cost have disadvantages over countries with high labor cost.
    c. Labor surplus economies always lose in international trade.
    d. Capital surplus economies are richer and labor surplus economies are poor.
10. Tariff is a _____ imposed on commodities traded internationally.
    a. **Tax**
    b. Subsidy
    c. Fine
    d. Fee
11. Countries can protect their domestic industries in international trade by imposing _____.
    a. Tariff barriers
    b. Non-tariff barriers
    c. **Both a and b**
    d. Neither a nor b
12. Tariffs are imposed on _____.
    a. Only Imports
    b. Only Exports
    c. **Both a and b**
    d. Neither a nor b
13. Tariffs make imports _____ than domestically produced goods.
    a. **Costlier**
    b. Cheaper
    c. Better quality
    d. Poor quality
14. When tariffs are imposed on physical weight, measurement or unit of a commodity, it is called _____.
    a. **Specific tariff**
    b. Mixed tariff
    c. Ad-valorem tariff
    d. Compound tariff

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15. Single column tariffs imply _____.
    a. **Uniform rates are levied on imports of a commodity**
    b. Different rates are levied on imports of one commodity
    c. Different rates are levied on imports from different countries
    d. Very high tariffs are levied on imports from countries
16. The full form of MFN is _____.
    a. **Most Favored Nation**
    b. Most Fought Nation
    c. Minimum Favoring Nation
    d. Mighty Force Nation
17. India imposing a duty on wheat imports from EU to offset effects of subsidies given to farmers in EU is an example of _____ tariff.
    a. Retaliatory
    b. **Countervailing**
    c. Discriminatory
    d. Preferential
18. According to _____, there are eight effects of tariffs.
    a. **Kindleberger**
    b. Viner
    c. Ricardo
    d. Malthus
19. The analysis of effects of tariffs assumes _____.
    a. There is only one country
    b. The country imports X commodity and exports Y commodity
    c. The effects are confined to tariff imposing country
    d. **All of the above**
20. Tariffs cause loss of _____ due to reduced consumption.
    a. Income
    b. **Welfare**
    c. Surplus
    d. Price
21. Non-tariff barriers have direct impact on _____ of the imported goods.
    a. Price
    b. Quantity
    c. **Both a and b**
    d. Neither a nor b
22. The maximum quantity of imports of commodities that are fixed by the government are called _____.
    a. **Import Quotas**
    b. Export Quotas
    c. Import Tariff
    d. Export Tariff

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23. _____ quotas maybe global or allocated.
    a. **Unilateral**
    b. Bilateral
    c. Mixed
    d. Tariff
24. Non-tariff barriers include _____.
    a. Domestic subsidies
    b. Local content requirement
    c. Administrative barriers
    d. **All of the above**
25. _____ involves coming together of different economies into a larger regional group for achieving common economic objectives.
    a. **International Economic Integration**
    b. Regional Economic Integration
    c. Preferential Economic Integration
    d. Complete Economic Integration
26. Which of the following is an example of trade bloc?
    a. **NAFTA**
    b. WTO
    c. GATT
    d. RBI
27. Removal of tariff barriers between members and acceptance of common unified external tariff against non-members is called _____.
    a. **Customs Union**
    b. Free Trade Area
    c. Single Market
    d. Monetary Union
28. Under common market, _____.
    a. There is free trade of goods as well as services
    b. Tariff barriers are eliminated
    c. Common rules and policies are followed
    d. **All of the above**
29. The EU is a group of _____ countries that operate as an economic and political union.
    a. **28**
    b. 29
    c. 30
    d. 25
30. The sovereign debt crisis is associated with _____.
    a. US
    b. **EU**
    c. India
    d. Australia

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31. ASEAN stands for _____.
    a. **Association of South East Asian Nations**
    b. All South East Asian Nations
    c. Aligned System of East Asian Nations
    d. American System of Engaging All Nations
32. A tariff expressed as either a specific or an ad valorem rate, whichever is higher, is known as _____.
    a. General tariff
    b. **Mixed tariff**
    c. Compound tariff
    d. Countervailing tariff
33. A system that makes it mandatory for domestic producers to use some proportion of domestic raw material is known as _____.
    a. **Mixing quota**
    b. Global quota
    c. Allocated quota
    d. Import licensing
34. A free trade area is a trade bloc where _____.
    a. **Countries agree to reduce or eliminate tariff barriers on all goods imported from other member nations**
    b. Countries agree to reduce or eliminate tariff barriers on selected goods imported from other member nations
    c. Countries agree to have a common unified tariff against nonmembers
    d. All barriers are eliminated to allow free movement of goods, services, capital and labour
35. _____ is one of the disadvantages of international economic integration.
    a. Cross-border investment flows
    b. Employment generation
    c. **Increasing interdependence**
    d. Conflict resolution
36. The _____ was signed to create the EU in 1993.
    a. **Treaty of Maastricht**
    b. Treaty of Rome
    c. Treaty of Lisbon
    d. Treaty of London
37. The _____ was established in 2015 to bring about economic integration to create a single market in ASEAN.
    a. ATIGA
    b. **AEC**
    c. AFTA
    d. ABIF

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38. The reduction in domestic consumption due to imposition of quota results in _____.

a. Increase in government revenue
b. Increase in consumer's surplus
c. **Loss of social welfare**
d. Increase in social welfare

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Module III: Balance of Payments and International Economic Organization

1. Payments for exports received from foreign country are entered on _____ side of BOP.
    a. Debit
    b. Trade
    c. Expenditure
    d. **Credit**
2. WTO came into existence during the _____ Round of trade negotiations.
    a. TRIPs
    b. **Uruguay**
    c. Bretton Woods
    d. GATT
3. Copyrights and trademarks are covered in _____ agreement.
    a. TRIMs
    b. Textile and Clothing
    c. **TRIPs**
    d. GATS
4. Balance of payments is a systematic account of all _____ transactions between residents of a country with the rest of the world during a given period of time.
    a. **Economic**
    b. Political
    c. Social
    d. Financial
5. The term 'residents' in the definition of BOP includes _____.
    a. Individuals
    b. Businesses
    c. Governments
    d. **All of the above**
6. The payments made to foreign countries for imports are recorded on the _____ side.
    a. **Debit Side**
    b. Trade Side
    c. Expenditure Side
    d. Credit Side
7. Which of the following statements is true?
    a. The BOP record is maintained in a single-entry book-keeping method.
    b. **The BOP record is maintained in a double-entry book-keeping method.**
    c. The BOP record is maintained in a multiple-entry book-keeping method.
    d. The BOP record is not maintained systematically.

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8. The BOP statement is divided into _____.
    a. **Current and Capital Account**
    b. Individual and Government Account
    c. Financial and Economic Account
    d. Domestic and International Account
9. Import and export of visible or tangible items is also called _____.
    a. **Merchandise Trade**
    b. Commodity Trade
    c. International Trade
    d. Service Trade
10. If the value of exports of goods is greater than the value of imports of goods, the country has _____ in the balance of trade.
    a. **Surplus**
    b. Deficit
    c. Equilibrium
    d. Stability
11. Gifts, donations, and private remittances are included under _____.
    a. **Transfer Payments**
    b. Foreign Income
    c. Free Transfers
    d. Free Payments
12. Short-term borrowing and lending is a component of _____.
    a. Current Account
    b. **Capital Account**
    c. Statistical Discrepancy
    d. Errors and Omissions
13. Purchase of shares, bonds, and securities of a foreign company are referred to as _____.
    a. Foreign Direct Investment
    b. **Foreign Portfolio Investment**
    c. External Commercial Borrowings
    d. External Assistance
14. In _____ sense, the balance of payments always balances.
    a. **Accounting**
    b. Financial
    c. Economic
    d. Social
15. If the overall balance in the BOP is zero, it means total credits of all accounts is _____ total debits of all accounts.
    a. Greater than
    b. Less than
    c. **Equal to**
    d. More than

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16. Autonomous flows in the BOP are _____ other items in the BOP.
    a. **Independent of**
    b. Dependent on
    c. Equal to
    d. Related to
17. Government borrowing loan from foreign institutions to meet the deficit in the BOP comes under _____.
    a. Autonomous Flows
    b. **Accommodating Flows**
    c. Invisible Flows
    d. Visible Flows
18. All items under autonomous flows are called as _____.
    a. **Items above the line**
    b. Items below the line
    c. Physical items
    d. Invisible items
19. Chronic, long-term and persistent disequilibrium is also called _____.
    a. **Fundamental Disequilibrium**
    b. Cyclical Disequilibrium
    c. Structural Disequilibrium
    d. Secular Disequilibrium
20. The main causes of fundamental disequilibrium include _____.
    a. Excess imports for development
    b. Growing population leading to increased imports
    c. Decline in demand for exports due to outdated technology
    d. **All of the above**
21. The four phases of business cycle are _____.
    a. **Prosperity, recession, depression, recovery**
    b. Recovery, depression, prosperity recession
    c. Recession, recovery, prosperity, depression
    d. Prosperity, recovery, depression, recession
22. Decline in exports of a country due to technological changes in the home country lead to _____ disequilibrium.
    a. **Structural**
    b. Cyclical
    c. Secular
    d. Short-run
23. Cyclical disequilibrium in the BOP is normally found in _____ countries.
    a. **Developed**
    b. Developing
    c. Poor
    d. Backward

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24. Disequilibrium in the BOP is caused due to _____.
    a. **Increase in Imports and decline in exports**
    b. Increase in Exports and increase in imports
    c. Close Economy and no trade
    d. Price Stability and balanced imports and exports
25. Tight monetary policy followed by the government in the home country will _____.
    a. **Increase exports and reduce imports**
    b. Increase imports and reduce exports
    c. Increase exports and imports
    d. Reduce exports and imports
26. Reduction in government expenditure and increase in taxes is adopted to _____ in the home country.
    a. Reduce Exports
    b. **Reduce Imports**
    c. Increase Imports
    d. Increase Prices
27. _____ is an official announcement where the government deliberately reduces the value of home currency vis-à-vis foreign currency.
    a. **Devaluation**
    b. Depreciation
    c. Revaluation
    d. Value Reduction
28. If elasticity of demand for exports is greater than one, devaluation will _____.
    a. **Increase exports and reduce deficit**
    b. Reduce exports and increase deficit
    c. Increase imports and reduce deficit
    d. Reduce imports and increase deficit
29. A deficit country can _____ to restrict imports and promote exports.
    a. Remove licenses
    b. **Impose tariffs**
    c. Reduce subsidies
    d. Impose free trade
30. WTO came into existence on _____.
    a. **January 1, 1995**
    b. January 31, 1995
    c. March 15, 1947
    d. December 30, 1991

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31. WTO is the successor of _____.
    a. **GATT**
    b. World Bank
    c. GATS
    d. IMF
32. GATT refers to _____.
    a. **General Agreement on Tariffs and Trade**
    b. General Agreement on Trade and Tariff
    c. Greater Agreement on Trade Timing
    d. Guidance And Transfer of Trade
33. The Uruguay Round of trade negotiations is associated with formation of _____.
    a. GATT
    b. **WTO**
    c. GATS
    d. ASEAN
34. The Most Favored Nation (MFN) clause means _____.
    a. **Treating other people equally**
    b. Treating nations with respect
    c. Favoring best nations
    d. Providing preference to favorite nations
35. The WTO is headed by a _____ who has four deputies from different member states.
    a. **Director General**
    b. Chairman
    c. Vice President
    d. CEO
36. The first set of multilateral rules governing international trade in services is called _____.
    a. **GATS**
    b. TRIPs
    c. TRIMs
    d. SCM
37. The Agreement on Agriculture (AoA) covers _____.
    a. Tariff Reduction
    b. Reduction in export subsidies
    c. Reduction in domestic subsidies
    d. **All of the above**

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38. Subsidies that have high trade distorting effects are prohibited by the WTO under _____ box.

a. **Red**
b. Blue
c. Green
d. Amber

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Module IV: Foreign Exchange Market

1. _____ is the feature of foreign exchange market.
    a. **Leveraging**
    b. Low Liquidity
    c. Weekly Market
    d. Documentation
2. The act of covering risks in the foreign exchange market is called _____.
    a. Arbitrage
    b. **Hedging**
    c. Speculation
    d. Leveraging
3. _____ operate in the foreign exchange market only to earn profits and do not serve any clients.
    a. Commercial Banks
    b. **Speculators**
    c. MNC's
    d. Brokers
4. Purchasing power parity theory was developed by _____.
    a. J S Mill
    b. Alfred Marshall
    c. Taussig
    d. **Gustav Cassel**
5. Central banks assume greater role in the foreign exchange market under _____ exchange rate systems.
    a. **Fixed**
    b. Foreign
    c. Flexible
    d. International
6. Which of the following is true about foreign exchange market?
    a. **It is the largest and most liquid market in the world.**
    b. It is limited to certain countries of the world.
    c. The headquarters of the market are situated in the US.
    d. The market deals with buying and selling of goods and services internationally.
7. In India, _____ is the vehicle currency in which exchange rate is quoted.
    a. **Dollar**
    b. Pound
    c. Yen
    d. Rupee

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8. The main participants in the foreign exchange market include _____.
    a. Retail Clients
    b. Commercial Banks
    c. Foreign Exchange Brokers
    d. **All of the above**
9. Multinational corporations and international investors who need foreign exchange are a part of _____.
    a. **Retail Clients**
    b. Commercial Banks
    c. Authorized Agents
    d. Foreign Exchange Brokers
10. The foreign exchange market is divided into _____.
    a. **Wholesale and Retail Market**
    b. Small and Large Market
    c. Demand and Supply Market
    d. Buying and Selling Market
11. _____ market is also called interbank market.
    a. **Wholesale**
    b. Retail
    c. Primary
    d. Secondary
12. _____market mainly caters to the tourists.
    a. Wholesale
    b. **Retail**
    c. Primary
    d. Demand
13. Telegraphic transfer, foreign exchange bills, and drafts are examples of _____.
    a. **Credit Instruments**
    b. Foreign Exchange
    c. Purchasing Power
    d. Authorized Dealers
14. _____ is determined by market forces of demand and supply of foreign exchange.
    a. **Spot Rate**
    b. Forward Rate
    c. Arbitrage
    d. Immediate Rate
15. Which of the following statements is true?
    a. Spot rates are predetermined today for sale at a future date.
    b. **Spot rates are determined in interbank foreign exchange market.**
    c. Spot rate and spot date is same.
    d. Spot rates are always settled at lower amounts.

16. In case of forward markets, the sale of foreign exchange occurs _____.
    a. Immediately
    b. On the spot
    c. **In the future**
    d. On the next day
17. Purchase of an asset in a lower price market and its riskless sale in a higher price market is called _____.
    a. **Arbitrage**
    b. Leverage
    c. Hedging
    d. Speculation
18. The rate at which one currency is exchanged in terms of another currency is called _____.
    a. **Exchange Rate**
    b. Trade Rate
    c. Transaction Rate
    d. Foreign Rate
19. The equilibrium exchange rate is determined by _____.
    a. Demand for foreign exchange
    b. Supply of foreign exchange
    c. **Both a and b**
    d. Neither a nor b
20. The demand for foreign exchange is affected by_____.
    a. **Import of Goods**
    b. Export of Services
    c. Unilateral Receipts
    d. Import of Capital
21. The curve of supply of foreign exchange is _____.
    a. **Upward sloping**
    b. Downward sloping
    c. Straight line parallel to X-axis
    d. Straight line parallel to Y-axis
22. The gold standard was replaced by _____.
    a. **Paper Currency**
    b. Plastic Money
    c. Metal Standard
    d. Foreign Currency
23. If a basket of commodities is sold for Rs. 500 in India and the same basket is sold for $10 in the US, then exchange rate will be 1$ = _____.
    a. Rs. 500
    b. **Rs. 50**
    c. Rs. 10
    d. Rs. 15

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24. Under IMF, _____ was accepted as an international reserve currency.
    a. **US Dollar**
    b. Pound
    c. Yen
    d. Rupee
25. Under _____ system, the government deliberately intervenes to influence exchange rate.
    a. Free Float
    b. Clean Float
    c. **Dirty Float**
    d. Managed Float
26. Most developing countries have opted for _____ to minimize disadvantages of freely floating exchange rate.
    a. Free Float
    b. Clean Float
    c. Dirty Float
    d. **Managed Float**
27. _____ version of PPP theory is based on the law of one price.
    a. Relative
    b. Credit
    c. **Absolute**
    d. Foreign
28. _____ helps to equalize the exchange rate in all part of the foreign exchange market.
    a. **Speculation**
    b. Hedging
    c. Arbitrage
    d. Leverage

29. Speculation in foreign exchange market refers to _____.
    a. **Accepting risk to make profits**
    b. Hedging
    c. Interest arbitrage
    d. Leveraging
30. Flexible exchange creates _____ in importers and exporters.
    a. **Uncertainty**
    b. Safety
    c. Confidence
    d. Trust
31. Foreign exchange market is a place where _____.
    a. **Various foreign currencies are exchanged**
    b. Only foreign tourists exchange currencies
    c. Only exporters convert the foreign currencies

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d. Only importers convert the foreign currencies

32. The modern foreign exchange market operates under _____ rate system.
    a. **Floating**
    b. Fixed
    c. Highly managed float
    d. Mint Parity

33. In exchange rate determination, the first currency in the currency pair is called _____ currency.
    a. **Base**
    b. Soft
    c. Negotiable
    d. Hard

34. The function of foreign exchange market that helps in clearing international transactions is known as _____.
    a. **Transfer**
    b. Credit
    c. Hedging
    d. Speculation

35. The theory of purchasing power parity _____.
    a. **Neglects capital account transactions**
    b. Includes transportation cost
    c. Includes prices of nontraded goods
    d. Applies only in short run

36. _____ is monetary authority's Intervention by purchase/sale of foreign currency to prevent fluctuations in foreign exchange.
    a. **Unsterilised Intervention**
    b. Sterilized intervention
    c. Monetary Intervention
    d. Fiscal Intervention

37. Critics of Purchasing Power Parity theory state that it has limited application for _____ countries.
    a. **Large**
    b. Small
    c. medium-sized
    d. None of the above

38. Under IMF, the exchange rate system was _____.
    a. **Gold Standard**
    b. Currency Board System
    c. Dollarization
    d. Paper Currency System

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Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

BUSINESS ECONOMICS III

Q	Multiple Choice Questions
1	Say's law of market theory propounds _____. a) **Supply creates its own demand** b) Demand creates its own supply c) Price creates supply d) Price creates demand
2	Three-sector economy includes households, business firms and _____. a) **Government** b) Foreign Firms c) Banks d) Financial Institutions
3	GDP at factor cost is obtained by deducting _____ from GDP at market prices. a) Depreciation b) **Indirect Tax** c) Subsidies d) Net Factor Income from Abroad
4	Trade cycles are _____ in nature. a) Seasonal b) **Cyclical** c) Irregular d) Flat
5	Theory of macroeconomics does not include ____. a) General Price level b) National Income c) Unemployment d) **Commodity price**



6	_____ constitute injections in circular flow of income. a) **Export** b) Taxes c) Savings d) Imports
7	In India, NI is computed by____. a) **Central Statistical organization** b) Ministry of finance c) Planning Commission d) Indian Statistical Institute
8	Which of the following is implication of Say's Law? a) **wage interest flexibility** b) less than full employment c) government-controlled economy d) overproduction possible
9	Lowest point of business cycle is called____ a) **Trough** b) Peak c) Recession d) Valley
10	According to Keynes, _____ is a major determinant of income and employment in the economy. a) **Effective Demand** c) Aggregate Demand b) Aggregate supply d) Effective Supply
11	According to Keynes, the value of MPC _____ a) **lies between 0 and 1** b) can be negative c) can be greater than one d) is never zero
12	When income is equal to consumption, savings _____. a) **will be zero** b) will decline c) will increase d) will be negative
13	Average propensity to consume = _____ a) **C/Y** b) S/Y c) $\Delta C/\Delta Y$ d) MPC

THE S.I.A. COLLEGE OF HIGHER EDUCATION * DOMBIVLI

14	_____ investment does not change with change in income. a) **autonomous** b) induced c) real d) financial
15	MEC refers to ____ a) **expected rate of profit** b) actual rate of profit c) expected rate of cost d) actual rate of cost
16	When MPC = 0.5, MPS = ____ a) **0.5** b) 1 c) 0 d) -0.5
17	Paradox of thrift was popularized by _____ a) **Keynes** b) Say c) Fisher d) Samuelson
18	Keynes theory is strictly applicable to _____ economies a) **Capitalist** b) Socialist c) developing d) labor-oriented
19	_____ shows relation between rate of interest and demand for money in the economy. a) **LM Curve** b) IS Curve c) Phillips Curve d) Laffer Curve
20	Supply-side economists suggest _____ to resolve the problem of stagflation. a) **Reducing Taxes** b) Increasing Government Revenue c) Effective Demand Management d) Reducing Interest
21	Stagflation is a combination of stagnation and _____ a) **Inflation** b) Full-employment c) Deflation d) High Growth

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22	The problem of stagflation is caused due to _____. a) **Shortage of Supply** b) Shortage of Demand c) Shortage of Money d) Excess Money
23	The IS curve _____. a) **slopes Downwards** b) is Vertical c) is Horizontal d) Slopes Upwards
24	Changes in fiscal policy affect _____. a) **IS Curve** b) LM Curve c) Both d) Phillips Curve
25	The natural rate of unemployment is also called _____. a) **non-accelerating inflation rate of unemployment** b) non-accelerating inflation rate of poverty c) accelerating rate of inflation d) non-accelerating unemployment rate of inflation
26	Rise in oil prices shift the aggregate supply curve _____. a) **to the left** b) to the right c) upward d) forward
27	_____ shows relation between tax rate and tax revenue. a) **laffer curve** b) supply curve c) demand curve d) Phillips Curve
28	M_1 money supply includes _____. a) **Currency with the public** b) Post Office Saving Deposits c) time Deposits with the Banks d) total Deposits with the post office saving organization
29	Fisher's quantity theory of money stresses on _____ function of money. a) **medium of exchange** b) store of value c) value of money d) all of the above

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30	To resolve the problem of inflation, RBI will _____ the bank rate. a) **increase** b) decrease c) control d) manage
31	When money supply is viewed at a point of time it is called _____. a) **stock of money** b) flow of money c) liquid d) measure of money
32	According to Keynes, transaction demand for money is dependent on _____. a) **income** b) velocity c) interest rate d) price of shares
33	The extra money you take on a trip in case your breaks down is an example of _____. a) **precautionary demand for money** b) transaction demand for money c) speculative demand for money d) hidden demand for money
34	Friedman considers permanent income as proxy variable for _____. a) **wealth** b) utility c) return on bonds d) inflation rate
35	During inflation, _____ income groups are gainers. a) **Flexible** b) Fixed c) Taxed d) Pension
36	In India, inflation targeting is based on _____. a) **consumer price index** b) wholesale price index c) consumer profit index d) wholesale commodity index
37	Average propensity to save= _____ a) C/Y b) **S/Y** c) $\Delta C/\Delta Y$ d) MPC

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38	"*Supply creates its own demand*" was propounded by _____. **a) J B Say** b) J M Keynes c) Alfred Marshall d) Samuelson
39	Marginal propensity to consume= _____ a) C/Y b) S/Y c) **ΔC/ΔY** d) APS
40	During inflation, _____ income groups lose. a) **Flexible** b) Trading c) Investor d) **Pension**
41	Demand pull inflation is caused due to _____. a) Increase in population b) Urbanization c) Reduction in Taxes **d) All of the above**
42	Cost-push inflation is caused due to rise in _____. a) Profits b) Wages c) Price of raw materials **d) All of the above**
43	Rise in wages leads to _____ inflation. **a) Cost-push** b) Demand-pull c) Cost-pull d) Demand-push
44	In the equation C = 25 + 0.58Y, MPC = _____. a) 25 **b) 0.58** c) 0.42 d) 25.58
45	Two-sector economy includes _____. **a) Households and business firms** b) Business firms and government c) Government and foreign sector d) Business firms and foreign sector

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46	Macroeconomics is derived from _____ word makros. **a) Greek** b) Latin c) French d) German
47	Macroeconomics is the study of _____. **a) Aggregate units** b) Individual units c) Single units d) Unitary units
48	The term macroeconomics was first given by _____. **a) Frisch** b) Keynes c) Say d) Samuelson
49	Savings of a household constitute _____ in an economy. **a) Leakage** b) Injection c) Real flow d) Goods flow
50	Remittances earned by households for working in foreign countries are _____. **a) Injections** b) Leakages c) Obstruction d) Flow
51	Which of the following is an internal source of income for the government? a) Taxes b) Loans and advances c) Production of goods and services **d) All of the above**
52	Product method of calculating national income calculates income through _____. a) P*Q b) Wages + Interest c) Wages * Interest d) C + I + G
53	Effective demand = _____. a) C + I b) C + I + G c) C + I + G + (X-M) d) C + I + S

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54	Aggregate supply function refers to _____. a) Maximum revenue expectation of producer b) Maximum loss expectation of producer **c) Minimum revenue expectation of producer** d) Minimum loss expectation of producer
55	According to Keynes, aggregate demand and supply function depends on _____. a) Income b) Price **c) Employment** d) Savings
56	According to Keynes, _____ cannot be changed in the short run. a) Aggregate Demand function b) Aggregate Supply function c) Both a and b d) Neither a nor b
57	In the equation C = g + hY, g refers to _____. **a) Autonomous consumption** b) MPC c) MPS d) Propensity to consume
58	If income rises, consumption will _____. **a) Rise** b) Fall c) Remain same d) Decrease
59	According to Keynes psychological law of consumption, which of the following statements is true? a) Consumption rises with fall in income b) Consumption rises with rise in income at same speed **c) Consumption rises with rise in income at lesser speed** d) Consumption rises with rise in income at faster speed
60	Negative saving is called _____. **a) Dissaving** b) Consumption c) Profit d) Loss
61	IS stands for _____. **a) Investment-Saving** b) Interest-saving c) Interest-supply d) Investment-supply

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62	LM stands for _____. **a) Liquidity Preference-Money Supply** b) Liquid-Money c) Liquidity-Measure d) Loss-Monetary
63	According to classics, there are _____ determinants of income and rate of interest. a) 1 b) 2 c) 3 **d) 4**
64	Which of the following curves shows goods market equilibrium? **a) IS** b) LM c) Phillips d) Laffer
65	Which of the following curves shows money market equilibrium? a) IS **b) LM** c) Phillips d) Laffer
66	The LM curve _____. a) slopes Downwards b) is Vertical c) is Horizontal d) **Slopes Upwards**
67	Which of the following is given by RBI? a) Money Demand **b) Money Supply** c) Money Cause d) LM curve
68	_____ policy is related to tax and expenditure policy of the government. **a) Fiscal** b) Monetary c) Price d) Credit
69	Phillips studied relation between unemployment and wage rate in _____. **a) UK** b) US c) Germany d) France

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70	The natural rate of unemployment is between _____. **a) 3 to 5 percent** b) 3 to 4 percent c) 4 to 5 percent d) 1 to 2 percent
71	Stock of money held by the public at a point of time is called _____. a) **Money Supply** b) Money Demand c) Money velocity d) Money income
72	Currency with the public includes _____-. a) Rupee notes b) Coins c) Currency notes **d) All of the above**
73	Paper currency is also called _____. **a) Fiat money** b) Fiduciary money c) Currency d) Convertible money
74	Which of the following is broad money? a) M1 b) M2 **c) M3** d) M4
75	Which of the following is narrow money? **a) M1** b) M2 c) M3 d) M4
76	If income is received monthly rather than weekly, the velocity of circulation of money will _____. **a) Decrease** b) Increase c) Remain constant d) Become zero
77	Desire to hold money in hand for emergencies comes under _____ motive. a) Transaction **b) Precautionary** c) Speculative d) Hoarding

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78	Desire to hold money in hand for meeting day to day expenses comes under _____ motive. **a) Transaction** b) Precautionary c) Speculative d) Hoarding
79	Higher the cash reserve ratio, _____. a) more the money supply in the economy **b) less the money supply in the economy** c) more the money demand in the economy d) less the money demand in the economy
80	Fixed Income Groups _____. **a) Lose during inflation** b) Gain during inflation c) Are benefitted during inflation d) Are unaffected during inflation

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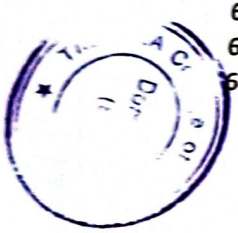
AFM – IV

MCQ – 250

1. Dormant company means fa company which has not filed financial statements and annual returns during last two financial years.
2. Associate company includes a joint venture company.
3. One-person company may be formed by One person
4. A private company may be formed by two or more person
5. A public company may be formed by seven or more person.
6. Non - participating Preference shares are not entitled to participate in the surplus profit or the surplus funds left on winding up.
7. Dormant company means company which has not been carrying on any business.
8. Subsidiary company is a company in which the holding company controls the composition of the Board of Directors.
9. A one-person company cannot carry out non – banking financial investment activities.
10. A one-person company is mandatorily converted into private or public company when the paid-up share capital is increased beyond Rs. 50 lakhs.
11. A one-person company is mandatorily converted into private or public company when its average annual turnover exceeds Rs. 2 crores.
12. A share holder of a company in his individual capacity can bind the company is not the characteristic of a company.
13. A company must have a legal registered office is a characteristic of a company.
14. Preference shares can be redeemed with in 20 years from the date of issue of such a share.
15. Issued capital is a part of Authorised capital.
16. Calls in arrears is shown in the balance sheet on the equity and liabilities section as a deduction from paid up capital.
17. Calls in advance is shown in the balance sheet on the liabilities section under current liabilities as a separate item.
18. Reserve capital can be called up in the event and purpose of the company being wound up.
19. Shares can be issued by a public company through Public offer only.
20. Memorandum of association of private company must have minimum two subscribers.
21. The amount of capital stated in the capital clause of the memorandum of association is called the nominal capital.
22. Bulk allotment to an individual, companies, ventures capitalists is known as Preferential allotment.
23. Public company issuing its shares to public needs to file with registrar of companies is called Prospectus.
24. Participating preference shares are entitled to participate in the surplus profits remaining after payment of fixed dividend to preference share holders and dividend to the equity shareholders.
25. The unpaid dividend of any year will lapse in case of non – cumulative preference shares.
26. Issued capital less undersubscription is equal to subscribed capital.
27. The minimum application money to be paid by an applicant along with the application money shall not be less than 25% of the issue price.
28. Risk capital of the company is one of the characteristic of equity share.

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29. Profit on re – issue of forfeited shares is transferred to capital reserve account.
30. Shares are issued for cash or for consideration other than cash.
31. Preference shareholders are the owners of the company.
32. The discount allowed on re – issue of forfeited shares is debited to forfeited share account.
33. A notice of 14 days is must for the payment of calls on shares.
34. Calls in advance can be received only if authorised by Articles of Association.
35. Application money on a share of Rs. 50 should be at least Rs. 2.50
36. Share application is a personal account.
37. Arrears of fixed cumulative preference dividends are required to be shown under contingent liability in the balance sheet of a company.
38. Allotment made to promoters who made an offer to subscribe specified number of shares out of the total issue is called firm allotment.
39. Shares issued to vendors for purchase of business is shares issued for consideration other than cash.
40. Application invited for 20,000 shares but received 25,000 applications, 4 shares allotted for every 5 shares is called pro rata allotment.
41. Shares issued by the company to its employees or directors at a discount is called sweat shares.
42. Fresh issue of shares by making an offer, inviting the public in general to subscribe to shares is called initial public offering (IPO).
43. A bonus issue of shares results in decrease in retained earnings.
44. A right issue of shares might increase the share premium account where as a bonus issue may likely to reduce it.
45. Interest in calls in advance is allowed at 6%
46. A new company cannot issue shares at discount.
47. A bonus issue of shares can be issued only after 12 months from the date of any public / right issue.
48. The maximum rate of interest as per Table F for calls in arrears is 10%p.a.and for calls in advance is 12%p.a.
49. A company cannot distribute bonus shares from reserve capital.
50. Interim dividend is paid in between two annual general meetings.
51. Bearer debenture need not to be registered with the company.
52. Debentures issued as a collateral security are in the nature of a contingent liability.
53. Debentures are a part of owed funds
54. Debenture holders donot have voting rights
55. Debenture holders are creditors of a company
56. Debentures are re payable
57. Debenture bonds may be partly paid
58. Debenture stock cannot be partly paid
59. Debenture bonds must be transferred in round amount as a whole
60. Debenture stock may be transferred in fractions or odd amounts.
61. Loss on issue of debenture is a fictitious asset
62. Debentures for which a charge is created on the assets of a company are known as mortgage debentures.
63. The premium collected on issue of debentures is transferred to securities premium account.
64. Debentures can be issued for a consideration other than cash.
65. In balance sheet debenture account is shown under long term loans.
66. In balance sheet debenture premium is shown under reserve and surplus.



67. Interest on debentures is calculated on its face value.
68. In a balance sheet of a company interest accrued but not due on debentures account is shown under current liabilities
69. Discount on issue of debentures is a capital loss to be written off over a period of the debenture.
70. Loss on issue of debenture is treated as Deferred Revenue expenditure
71. A company can redeem its debentures by conversion, draw of lots and lumpsum payment.
72. Debentures issued as a collateral security is added in the total of assets and in the total of liabilities.
73. A company can issue with differential voting rights is not a characteristic of debentures.
74. Debenture is a written acknowledgement of debt due by company.
75. Debenture can be issued at par, premium or discount without any restrictions.
76. Discount on issue of debentures is a fictitious asset.
77. Debentures can be issued in discount and redeemed at a premium.
78. On winding up, debentures holders must be repaid before cumulative preference shareholders.
79. Premium on redemption of debentures is credited at the time of issuing debentures.
80. A company cannot issue debentures at voting rights.
81. The rate of interest of debentures may not vary from year to year depending on the profits earned.
82. Interest on debentures has to be paid even when company will not make any profits.
83. Floating charge is a charge which is not charged on any specific assets.
84. Premium paid on redemption of debentures is a capital loss.
85. Unsecured debentures is also called as naked debentures.
86. Registered debentures mean a charge is registered with registrar of a companies.
87. Debenture issued as a collateral security is a contingent liability.
88. Interest on debentures is paid half yearly on a nominal value of debentures.
89. Non – convertible debentures redeemable on or after 18 months are secured by charge.
90. Shares allotted to selected group of persons is known as private placement.
91. Partly paid preference shares cannot be redeemed.
92. Redeemable preference shares can only be redeemed out of fresh issue of shares and out of the divisible profits.
93. Redemption of preference shares does not change the authorised share capital of a company.
94. Capital redemption reserve account can be used for issuing fully paid up bonus shares to equity shareholders.
95. Revaluation reserve balance is not transferred to capital redemption reserve account.
96. A company cannot issue irredeemable preference shares.
97. Provision regarding redemption of preference shares are given in section 55 of the Companies Act 2013.
98. Preference shares redeemed at premium which is provided out of Profit and Loss account.
99. Preference shares redeemed out of profits the amount to be transferred to capital redemption reserve should be equal to the nominal value of shares redeemed.
100. The full form of CRR is Capital Redemption Reserve
101. A company cannot issue redeemable preference shares at discount.
102. A company cannot issue redeemable preference shares for a period exceeding 20 years.



103. Securities premium on fresh issue of equity shares cannot be utilised for the redemption of preference shares capital of a company.

104. Profits available to shareholders for distribution as dividend is known as divisible profits.

105. If some preference shareholders cannot be paid because they cannot be traced etc. the credit balance in preference shareholder indicating such unpaid balances should be shown under current liabilities in the balance sheet.

106. Preference shares on which calls in arrears should be ignored for the purpose of redemption.

107. Investment fluctuation reserve is a divisible profit available for a redemption of preference shares.

108. A company may issue redeemable preference shares if so authorised by its Articles of Association.

109. Capital redemption reserve cannot be used for writing off miscellaneous expenses and losses.

110. A company may issue redemption of preference shares exceeding 20 years for infrastructure projects.

111. Capital redemption reserve = Nominal value of shares redeemed less new proceeds of new share issue.

112. Work men compensation fund is a divisible profit.

113. Loss on sale of investment has to be transferred to profit and loss account.

114. Profit / Loss on sale of asset can be adjusted for calculating the divisible profit to be transferred to capital redemption reserve.

115. Minimum lock period of 3 years is applied for sweat equity shares.

116. Sweat equity shares is issued for promoters of a company.

117. Employee stock option means option given to the employees of a company the benefit or right to purchase or subscribe the shares of the company at a future date at a pre determined price.

118. Employee stock option granted to employees shall not be transferable to any other person.

119. The employee shall not have right to receive any dividend or vote in respect of employee stock option.

120. No issue of bonus shares shall be made by capitalizing reserves created by the revaluation of assets.

121. Share holders will receive dividend on the increased share holding.

122. Bonus shares are issued to the existing share holders without receiving any payment from them in cash.

123. Share holders are not required to apply for a bonus shares.

124. The matter contained in the prospectus can be classified under general information, statutory information and financial information.

125. Money received on application of shares can be deposited in separate bank account in a scheduled bank which has to be utilised for repayment of money and for adjustment against allotment of shares.

126. When an issue of shares is made by an issuer to its existing shareholders as on particular date fixed by an issuer is called right issue.

127. Abridged prospectus means memorandum containing such salient features of a prospectus as may be specified by SEBI by making regulations.

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128. Rule 14 of the company provides that the company which has announced the decision of tis Board recommending a bonus issue shall not subsequently withdraw the same.
129. Bonus shares cannot be renounced
130. Right shares can be renounced either partly or fully.
131. Right issue improves the image of the company it shows management concern towards share holders.
132. Shares issued to promoters as remuneration is debited to goodwill account.
133. If debentures are to be redeemed at a premium, such premium must be provided as a liability at the time of issue.
134. Interest on sinking fund investment is credited to sinking fund account.
135. Sinking fund account always shows credit balance.
136. Sinking fund investment account always shows debit balance.
137. Interest on debenture redemption sinking fund investment is transferred to debenture redemption sinking fund account.
138. A company which issues debentures must create a debenture redemption reserve account for redemption of debenture out of profits every year until such debentures are redeemed.
139. Loss on sale of cumulative sinking fund investment is debited to sinking fund account.
140. Balance of sinking fund for redemption for debentures is shown under reserve and surplus in balance sheet.
141. Balance of debenture redemption reserve account after redemption is credited to profit and loss account.
142. Debenture redemption reserve account comes under section 71(4) of the companies account 2013.
143. For redemption of debentures sinking fund is created out of current year profits
144. A debenture issued at discount can be redeemed in a premium.
145. Till debentures are redeemed loss on issue of debentures is shown on the asset side of the balance sheet.
146. Annual investment in sinking fund for redemption of debentures is equal to Amount of redemption * Factor of Sinking fund table
147. Interest received on sinking fund investment is added back to the sinking fund and reinvested.
148. A debenture holder is not an owner of a company
149. Debenture redemption reserve is to be created even if debenture are redeemed through conversion.
150. Debentures can be redeemed by payment in lumpsum at the end of a specified period.
151. Interest to vendor is a pre – incorporation expenditure.
152. Fees to directors is post – incorporation expenditure.
153. Discount on debentures written off is post – incorporation expenditure
154. Preliminary expenses written off is post incorporation expenditure
155. Share transfer fees received is post incorporation expenditure
156. Gross profits are dividend for computing pre – incorporation profits in the ratio of sales
157. Printing is divided for computing pre – incorporation profits in the ratio of time

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158. Freight outward is divided for computing pre incorporation profits in the ratio of sales
159. Audit fees are divided for computing pre incorporation profits in the ratio of time
160. Rent is divided for computing pre incorporation profits in the ratio of time
161. Variable expenses are divided for computing pre incorporation profits in the ratio of sales
162. Salary to salesman is divided for computing pre incorporation profits in the ratio of sales
163. Advertisement is divided for computing post incorporation profits in the ratio of sales
164. Depreciation is divided for computing post incorporation profits in the ratio of time.
165. The profit earned after incorporation is revenue profits
166. Time ratio is ratio of number of months before and after incorporation.
167. Profits prior to incorporation is transferred to capital reserve account.
168. Loss prior to incorporation is treated as goodwill
169. Loss of post incorporation is transferred to profit and loss account.
170. The accounting problem of ascertaining profits prior incorporation arises in the context of business acquisition.
171. Carriage on purchases is computed in purchase ratio
172. Insurance premium is computed in time ratio.
173. Income tax of pre incorporation is computed in the ratio if taxable profit.
174. Bad debts realised written off is shown under pre incorporation income.
175. The excess of consideration paid over net value of assets taken over is called capital reserve
176. The relevant date for segregation of income and expenses is date of incorporation
177. Zero coupon bonds are entitled to get interest at zero percent
178. Debentures and bonds are securities
179. Bearer debentures need not to be registered
180. Collateral security means supporting security
181. After cancellation of own debentures the debentures cannot be re issued.
182. The mode and timing of redemption is to be specified at the time of issue of debentures.
183. Convertible debentures can be redeemed by issue of shares
184. Debentures can be redeemed partly at different point of time
185. Before redemption of debentures the debenture redemption reserve must be equal to debenture liability.
186. The issue of new debentures to repay exciting debentures is known as roll – over of debentures.
187. Section 117 c deals with debenture redemption reserve
188. The redemption of debentures by conversion is constructive repayment
189. The fund created to provide funds for redemption is called sinking fund.
190. Amount of calls in arrears should be deducted from called up capital
191. In case of specific intermediate repaying charges or expenses during the year should be in specific ratio
192. When new shares is issued at discount proceeds of fresh issue is net receipt
193. Proceeds of fresh issue of shares does not include receipt of call money on shares
194. The issue of preference shares in the list of shares can be considered as conversion.
195. Equity shares cannot be redeemed

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196. Profit on sales of investment increases free reserve
197. A debenture is a written acknowledgement of debt by a company
198. Redeemable debenture are refundable
199. Debenture stock may be transferred in fraction
200. Debentures without asset backing is called unsecured debentures
201. The discount on issue of debentures should be accounted at the time of allotment of debentures
202. The debenture can be classified on the basis of security or convertability
203. Irredeemable debentures are also called as perpetual debentures
204. The debentures are re payable at a higher rate than the amount received the company suffers loss.
205. Right shares are offered to existing share holders.
206. Interest on calls in adavance should not exceed 12%
207. Discount on issue of shares is a capital loss
208. Liability of share holders Is limited in a company
209. A private company can commence business on from the date of registration
210. Discount allowed on re – issue of forfeited shares is debited to forfeiture shares account
211. IPO stands for initial public offering
212. ESOP is a option given to the employees to subscribe shares
213. Call money on shares should not exceed 25% of the face value of the shares
214. The shares issued on capitalisation of reserves Is called bonus shares
215. If the number of shares for which application is received exceeds issued shares is called over subscription
216. Notice of 14 days is must for payment of calls on shares
217. The company making up an IPO has to open ESCROW account with bank
218. The rate of discount cannot exceed 10%
219. Cancellation of shares for non payment of call is called forfeiture of shares
220. Reserve capital can be called on winding up of a company
221. Dividend can be arrears in the case of cumulative preference shares
222. A company has to be created by companies act
223. A private company must have atleast 2 directors
224. A public company must appoint independent directors
225. Loose tools has to be disclosed under Inventory in Balance sheet.
226. Live stock is fixed asset
227. Prepaid expenses are disclosed under short term loans in the balance sheet
228. Equity capital is risk capital
229. The objective of ESOP is to motivate employees
230. Right issue shall be open for subscription for a minimum period of 15days
231. The minimum period between grant of option and vesting of option is one year
232. The time limit for completion of bonus issue is laid down by SEBI Regulation 95
233. Notice of right shares should be issued to the shareholders at least of 3 days before opening an issue
234. A private company cannot have members in excess of 200
235. The company is a voluntary association
236. The auditor of a government company is appointed by Comptroller and Auditor General of India
237. Profit on sale of investment should be debited to bank account.

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238. Capital reserve can be used for payment of debenture interest.

239. General reserve can be used for creating capital redemption reserve

240. Debentures always has a fixed rate of interest.

241. Sinking fund for redemption of debentures is credited out of current year profit

242. The balance of debenture sinking fund account is transferred to debenture sinking fund account only

243. Sinking fund is created under debenture redemption method.

244. The term of redemption of preference shares or debentures must be specified at the time of issue by a limited company

245. Loss on sale of sinking fund investment is debited to sinking fund account

246. The balance in sinking fund is transferred to general reserve account after redemption of debentures

247. Redemption of preference shares requires creation of Capital redemption reserve for redemption out of profit.

248. Dividend paid prior to redemption of preference shares affects profit and loss account

249. Sec 2 (88) of the companies act 2013 provides the sweat equity shares

250. Certain valuable assets are not disclosed in the balance sheet though they exist and business benefits from them is termed as hidden assets



AFM - IV
Question Bank
Sum

The South Indian Association's
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Reedemption of Preference Shares

Sum no 1

The following is the balance sheet of Abhipaya Limited as on 31st March 2017

Liabilities	Amount	Assets	Amount
5,000 12% preference shares of	2,50,000	Fixed assets	12,00,000
10,000 equity shares of RS. 100each	5,00,000	Stock	2,50,000
Capital reserve	50,000	Debtors	25,000
General reserve	1,00,000	Cash	25,000
Profit and loss	75,000		
Current liabilities	5,25,000		
Total	15,00,000	Total	15,00,000

The preference shars are to be redeemed on 1st April 201 at 10% premium
2. On 1st April 2017, a fresh equity shares was made to the extent it is required under the companies Act for the purpose of the redemption of the preference shares
3. The shortfall in cash resources for the purpose of redemption after utilizing the proceeds of fresh issue was met by raising a bank loan the cash balance of Rs. 25,000 being the minimum the compnay requires for its trading operation
Draft journal enties in the books of the company to record these share capital transactions and prepare Balance sheet in the for of prescribed by the companies act immediately after redemption.

Sum no 2.
Sum no 2.

8% Debentures	4,00,000	Other current assets	8,00,000
Current liabilities	5,40,000		
Total	41,20,000	Total	41,20,000

On the above date 9% Preferene shares were redeemable at a premium of 5%.

1. The company made final call of Rs. 20 per share on these shares. All the share holders paid the call money
2. The company issued 40,000 equity shares of Rs. 10 each at a premoum of Rs. 2 per shares for cash consideration. the issue is fully subscribed and paid for
3. Part of investments were sold for Rs. 2,64,000 at a profit of 10% on cost
4 The company redeemed the preference shares as per the terms. One preference share holder holding 500 shares was untraceable hence payment could not be made to him. Pass necessary journal entries in the books of Zakal Auto Ltd to record the above transactions

Sum no 4.

The following is the balance sheet of Rainbow Ltd as on 31st March 2017

Liabilities	Amount	Assets	Amount
40,000 8 % preference share of	40,00,000	Fixed Assets	1,60,00,000
80,000 equity shares	80,00,000	Investment (M.V. Rs. 8,80,000)	16,00,000
Securities premium	2,40,000	Stock	28,00,000
General reserve	24,00,000	Debtors	28,00,000
Profit and loss	10,40,000	Bank balance	8,00,000
Current liabilities	83,20,000		
Total	2,40,00,000	Total	2,40,00,000

1.

The 8% Preference shars are to be redeemed at a premium of 10%.

2. Fresh issue of equity shars are to be made to the extent required in terms of the provision of Companies Act 2013

3. All the investments are to be sold off at market value

4. Temporary bank overdraft is to be arranged in case of shortage of funds

5. The company redeemed prefeence shares on 1st April 2017 except in case of one share holder holding 200 preference shares who could not be traced

6. Subsequently the company issued bonus shares in the ratio of one equity share for every four equity share held including new equity share

Pass necessary journal entries and prepare balance sheet after redemption

Redemption of Debentures

Sum no 1.

Pragati enterprises ltd issued 35,000 6.5% debentures of rs. 100 each on October 1, 2009 redeemable in five equal annual instalments starting with March 31st 2013. The Board of Director decide to transfer to debenture redemptionn reserve Rs. 50,000 and Rs. 4,00,000 on 31st March 2010 and 2011 respectively and balance required to be transferred to debenture redemption reserve on March 31st 2012. Record necessary journal entreis for payment of interest. Investment as required by law was made in fixed deposit of the bank

(Redemption out of profits)

Sum no 2.

The following balances appeared in the books of X LTd as on 1st Janaury 2013. 9% Debentures 2,50,000

10% Debentures redempture reserve (Represented by Rs. 2,00,000 10% Govt stock) Rs. 1,80,000

The annual contribution to the debenture redemption reserve was Rs. 50,000 made on 31st December each year.

On 31st December 2013, balance at bank before the receipt of interest was Rs. 70,000

On the date all the invetments were sold at 95% and the debentures were duly redeemed. R

equired : Pass journal entires for the year ending 31st December2013.

Prepare Debeneture Redemption reserve A/c, Debenture redemption reserve investment A/c 9% debenture A/c, Debenture holders A/c and Bank A/c

Sum no 3

ITC LTd issued 1,100 5% Debentures of Rs. 100 each on 1st Janaury 2011 redeemable at par.

The company decided to set aside every year a sum of Rs. 34,893 to be invested @ 5% outside the business

The investment were sold at Rs. 71,850 at the end of the third year and the debentures are reedeemed. Give journal entries

also prepare sinking fund and sinking fund investmen account

Sum no 4

A company issued 10,000 8% Debentures of Rs. 100 each at par on 1.1.2010 redeemable on 31.12.2013 at par.
The company decided to invest money outside business to provide funds for redemption. The outside investments are made at 5% p.a.
on the last day of each year On 31st December 2013 the company sold all the investments for Rs. 7,25,000 and redeeemed the 8% debebtyres
The sinking fund value of Rs. 1 @ 5% interest for 4 years is 0.23012.
Prepare for all the four year 8% Debentures account, sinking fund acocunt, sinking fund investment account

Sum no 5

Bharat Bank Ltd issued 50,000 15% Debentures of Rs. 1,000 each at Rs. 952 per debenture.
The debentures are redeemable in five annual instalments of Rs. 200 each
it is decided to write off discount in proportion to the amount of debenture finance usage over the various years
Pass necessary journal entries for the first two years

(Redemption out of capital)

Sum no 6

Hindustan manufacturing limited gave notice of its intention to redeem its 6% debentures amounting to Rs. 4,00,000 of Rs. 100 eaech at Rs. 102
and offered debenture holder the following three options to apply the redemption money to subscribe for:
1. 5% cumulative preference shares of Rs. 20 each at Rs. 22.50 per share
2. 6% Debentures at Rs. 96 and
3. to have their holdings redeemed at cash

Debenture holder for Rs. 1,71,000 accepted proposal (1) Debenture holder for Rs. 1,44,000 accepted proposal (2) R
emaining debenture holders accepted proposal (3)
Pass necessary journal enties to record the above transactions in the books of company the redemption
in cash whereever applicable ws made fully out of profit

Sum no 7

The balance sheet of Saral Ltd as on 31st March 2018 is as below:

Liabilities	Amount	Assets	Amount
Issue and fully paid			
5,000 equity share of	5,00,000	Fiexed Assets (Net)	9,00,000

THE INDIAN ASSOCIATION BOMBIVLI

8,000 9% Redeembale	8,00,000	Stock	2,40,000
General reserve	2,35,000	Debtors	4,50,000
Profit and loss	5,80,000	Bank	8,10,000
8% Debentures	2,50,000		
Sundry creditors	35,000		
Total	**24,00,000**	**Total**	**24,00,000**

Ont eh above date both preference shares and debenture were due for redemption
For this purpsoe company made a fresh issue of minimum number of fully paid equity shares of Rs. 100 each at a premium of 10%
after utilising allthe availbale resoruces to the maximum extent All equtiy shares were fully subscribed and all amount were duly received
Keeping in view the provisions of section 80 of the companies Act all preference shares were redeemed at a premium of 10% and debentures at apr
One customer paid his dues of Rs. 28,500
One preference share holder holdling 150 shares was not traceable Pass necessay journal entires

Sum no 8
On 31st March 2018 Jehangir LTd had to redeem 5,00,000 15% Redeemable Preference Shares
of Rs. 100 each at a premium of Rs. 10 per share and 40, 000 16% non convertible debentures of Rs. 1,000
each at a premium of 5%. On 31st March 2017 the company reserve and surplus position was as under: Securities premium Rs. 25,00,000
Capital reserve Rs. 2,00,00,000
Debenture redemption reserve Rs. 4,00,00,000 Revenue reserve Rs. 3,00,00,000
Balance in profit and loss account 75,00,000
During the year end 31st March 2018, the company earned profit afer tax of Rs. 90,00,000 of which Rs. 10,00,000
were capital profit and the rest were revenue profits Directors of Jehangir Ltd decided to
1. Pay preference dividend out of revenue profits
2. Redeem the debenture as per the terms
3. Redeem the preference shares as per the term
4. use security premium money for providing for premium on redemption
5. Transfer necessay amount to capital redemption reserve Pass necessary entries



Profit Prior to Incorporation

as a going concern as form 1st February, 2015.

1. Sound Ventures Ltd was incorporated as a private limited company on 1st August, 2015 to take over a business

The purchase price of the business for such acquisition was fixed on the basis of the Balance Sheet of the firm as at 31st January, 2015 but the agreement provided that the vendor would get 80% of the profits earned prior to 1st August, 2015 as compensation for the year ended 31st January, 2016 disclosed the following results:

Company's a/cs are made upt0 31st January each year and the summarised trading and profit and loss account

Particulars	Amount	Particulars	Amount
To Materials	1,86,000	By Net Sales	2,60,000
To Manufacturing	48,500	By Closing stock	
To Misc. Expenses of	18,600	- Finished goods	49,000
manufacture	6,300	- Incomplete goods	6,000
To Gross Profit c/d	55,600		
TOTAL	3,15,000	TOTAL	3,15,000
To Salaries,	18,300	By Gross Profit b/d	55,600
charges			
To Office expenses	2,750		
To Director's Fees	1,800		
To Bad Debts	2,300		
To Debenture Interest	1,250		
To Commission &	7,800		
To Carriage outwords	1,600		
To Depreciation	10,300		
TO Net Profit	9,500		
TOTAL	55,600	TOTAL	55,600

Further information available was that sales made by the company amounted to Rs. 1,16,000 and bad debts amounted to Rs. 1,100 were written off prior to 1st August, 2015. Prepare a statement showing profits earned prior to and after incorporation. State also the amount of profit prior to 1st August 2015 payable to the vendors.

Sum no 2.

M/s Everfresh LTd was formed to take over a running business with effect from 1stApril, 2015. The company incorporated on 1st October, 2015. The following Profit and Loss account has been prepared for the year ended 31st March 2015

Particulars	Amount	Particulars	Amount
To Salaries	2,40,000	By Gross Profit c/d	16,00,000
To Printing &	24,000		
To Travelling	84,000		
To Advertisement	80,000		
To Miscellaenous exp	1,89,000		
To Rent (Office	1,32,000		
To Electricity charge	21,000		
To Preliminary	56,000		
TO Bad Debts	16,000		
To Commisison to	80,000		
TO Audit fees	30,000		
To Debenture interest	15,000		
To Interest paid to vendors	21,000		
To Selling expenses	1,26,000		
To Depreciation	48,000		
TO Net profit c/d	4,38,000		
TOTAL	16,00,000	TOTAL	16.,00,000

Additonal information:

1. Total sales during the year, which amounted to Rs. 96,00,000 arose evenly upto the date ofteh certificate of incorporation,. whereafter they spurted to record increase of tow – thirds during the rest of the year
2. Rent of the office building was paid @ Rs. 1,20,000 per annum upt September 2015 and thereafter it was increased by Rs. 24,000 per annum.
3. Travelling expenses include Rs. 24,000 towards sales promotion
4. Depreciation includes Rs. 3,000 for assets acquired in the post incorporation period
5. Purchase consideration was discharged by the company on 31st October, 2015 by issuing equity shares of Rs. 10 each
6. Salaries include Rs. 40,000 paid to the Director. There were 3 employees upto 30th September, 2015 after which the number was increased by six employees. The rate of salary was the same in all cases.

Sum no 3.

XYZ Pvt Ltd was incorporated on 1.08.2015 to take over the business of M/s Rank & Co. from 1.4.2015. the profit and loss account a s given by XYZ pvt (P) Ltd for the year ending 31.3.2016 is as under:

Particulars	Amount	Particulars	Amount
To Advertisement	99,000	By Gross Profit b/d	9,45,000
To Audit fee	15,000	By Interest on	16,000
To Bad debts related	27,000	Investment	
sales			
To Depreciation	21,000		
To Discount	9,000		
To Interest on	80,000		
TO Preliminary	12,000		
To Rent	1,40,000		
To Salaries	4,48,000		
To Underwriting			
TO Net Profit	20,000		
	90,000		
TOTAL	9,61,000	TOTAL	9,61,000



Prepare Profit and Loss statement showing allocation of pre – incorporation and post – incorporation profit after considering following information:

1. Gross profit ratio was constant throughout the year
2. Sales for August 2015 to November 2015 were 1 ½ times the average monthly sales while for December, 2015 to March, 2016 were 2 times the average sales.
3. Company had to occupy additional space from 1st December, 2015 for which rent was RS. 5,000 per month.
4. Bad debts are shown after adjusting a recovery of Rs. 9,000 of bad debts for a sale made in July, 2015
5. Salary of one manager was increased by Rs. 2,000p.m. from August, 2015. Salary of other employees remains unchanges
6. All investments were sold in May, 2015 at a profit of Rs. 27,000. Profit on sale of investment inadvertently included to sales and ultimately to gross profit.

Sum no 4.

Following Trial Balance is extracted from the books of Invent Ltd as on 31st March, 2015. T he company was incorporated as on 1st July, 2014 to take over the business of proprietory concern with effect from 1st April, 2014. .

The authorised share capital of the company was 50,000 equity shares of Rs. 10 each The purchase consideration Rs. 1,25,000 was settled on 1st October, 2014 by issue of 10,000 equity shares of Rs. 10 each at par and balance in the form of 12% Debentures of Rs. 100 each issued at par

The following is the trial balance as on 31st March 2015

Particualrs	Amount (DR)	Particulras	Amount (CR)
Opening stock	236,000	Sales	2,10,000
Purchases	1,75,800	Sundry creditors	30,200
Carriage inward	5,200	Bills payable	29,000
Salaries	24,000	Equity share capital	1,00,000
Office expenses	63,600	Profit on sale of	5,800
Commission on sales	14,100	12% Debentures	25,000
Director fees	3,200		
Interest on Purchase	6,250		
Preliminary expenses	7,500		
Sundry debtors	54,000		
Bills receivables	4,750		
Investment	18,000		
TOTAL	4,00,000	TOTAL	4,00,000

Additional Information:

1. Stock as on 31st March, 2015 was Rs. 15,200 and stock as on 1.7.2014 Was Rs. 4,000
2. Purchases of Rs. 1,75,000 included purchase of computer on 1st March 2015 for Rs. 1,00,000 on which depreciation is to be charged at 60%p.a.
3. Total purchases for the post incorporation period(excluding purchase of computer) are three time that of pre incorporation period
4. Interest @10%p.a. was paid on purchase consideration
5. Investment were sold on 1st May 2014
6. Provide for outstanding interest on debentures
7. Gross profit for pre incorporation period was Rs. 30,150
8. Sales in the pre incorporation period were Rs. 70,000

Prepare Trading, Profit and Loss A/c of Invent Ltd for the year ended 31st March 2015 in the columnar form apportioning various expenses and income between pre and post incorporation period on suitable basis

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBCOM SEMESTER-IV
Subject- AUDITING

Unit 1

1. What is the types of financial statements
2. Who are the users of financial statements
3. What is the purpose of auditing
4. How is auditing different from accounting
5. Explain the limitations of auditing
6. What are the types of errors
7. What are the types of frauds
8. Explain the responsibility of auditor with respect to frauds
9. Explain the principles of auditing
10. What is interim audit and why is it important
11. What is concurrent audit

Unit 2

1. What factors would you consider while planning an audit
2. Explain the advantages of an audit program
3. Explain methods of work in auditing
4. Explain the meaning and objective of working paper
5. Explain the contents of the working paper
6. SN- Auditors Lein on working papers
7. Explain the structure of the audit notebook
8. Explain the importance of audit notebook

Unit 3

1. Test check vs routine check
2. How to design an audit sample
3. What is internal control and what are its advantages
4. SN- Internal check vs internal control
5. Internal audit vs statutory audit
6. Explain the usefulness on an internal audit
7. SN- Internal audit control checks for sales and purchase

Unit 4

1. SN- Voucher
2. Explain the elements and treatment of audit of expenses
3. SN- Audit of contingent liability
4. Explain the elements of audit of trademarks, assets, royalties etc

Subject Teacher

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Name of the Faculty-Dr. Hasitkumar Nagariya
Class-SYBCOM Sem - 4
Subject- AUDITING

1)Manipulation of accounts is _____fraud.

(Employees, **Management**, Auditor, All of the above)

2)'Window Dressing' means showing _____picture.

(Correct, True, **Wrong,** None of the above)

3)The main objective of Window Dressing is_____.
a)to reduce tax liability b)**to mislead investors**
c)to understate profits d)to increase liabilities

4)Error means an _____mistake in financial statements.

(intentional, **Unintentional,** expected, None of the above)

5)The main objective of _____is to avoid or reduce the tax liability.(Window Dressing, **Secret Reserve,** Defalcation, None of the above)

6)Auditor may not be able to detect certain _____which are committed with malafide intentions.(**Frauds**, Errors, Corrections, None of the above)

7)Not making provision for outstanding expenses is an error of_____.

(Commission, Omission, **Principle**, None of the above)

8)Goods Purchased but not recorded in the purchase register is_____.
a)To reduce profits b)An error of omission
c)**An error of commission** d)Affect an agreement of Trial Balance

9)Secret Reserves are shown on _____.
a)Asset side of Balance sheet b)Credit side of Trading Account
c)Liabilities side of Balance sheet d)**None of the above**

10)_____is not an error of commission.
a)Mathematical Error b)Compensating Error

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c)Posing Error

d)None of the above

11)Manipulation of Accounts to show a better position is called as _____.
a)Secret Reserve b)**Window Dressing**
c)True and Fair View d)None of the above

12)After examination of records the auditor should address his report to the_____.(**Shareholders**, Board of Directors, Central Government, All of the above)

13)Auditor expresses his expert opinion through his_____.

(**Audit Report**, Audit Note, Audit Working Papers, None of the above)

14)The term 'General Purpose Financial Statements' never includes_____.

(Balance Sheet, Statement of Profit and Loss, **Statement by Chairman**)

15)Ownership of Audit Working Papers is with_____.

(Client, **Auditor**, Government, All of the above)

16)Working Papers are the property of the_____.
a)Client b)**Auditor**
c)Client and Auditor d)Equity Shareholders

17)Audit Programme should be_____.
a)Oral b)Rigid
c)**Flexible** d)Oral and Flexible

18)Audit Plan should be based on the knowledge of the _____.
a)Client's share capital b)**Client's Business**
c)Client's family d)Client's reputation

19)The main object of Audit is_____.
a) To ensure that Final Accounts are prepared.
b)Detection and Prevention of Frauds and Errors.
c)**Expression of an opinion on True and Fair View of Accounts.**
d)To ensure the future viability of the enterprise.

20)An Audit Programme must be prepared_____.
a)**Before commencement of an Audit** b)During the conduct of an Audit
c)After completion of an Audit d)After submission of an Audit Report

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21)Stock of goods on consignment should be valued at

a)Invoice Price b)Cost Price

c)**Cost of realizable value whichever is lower** d)None of the above

22)Telephone charges should be examine on the basis of _____.

a)Cash Mamo b)Agreement with Telephone Department

c)**Telephone Bill** d)All of the above

23)The Auditor examines Bill of Lading in order to vouch_____.

a)Sales within the state b)**Sales outside the country**

c)Sales outside the state d)All of the above

24)_____Asset, which is not subject to physical verification.

a)Cash b)**Debtors** c)Stock d)Furniture

25)Audit conclusion and Reporting is _____.

a)Advantage of Audit b)Limitation of Audit

c)Technique of Audit d)**Principle of Audit**

26)Closing Stock with consignee is to be shown as the asset of _____.

a)the Consignee b)**the Consignor** c)the Agent d) Consignee and Consignor

27)_____deals with Audit Sampling.

a)**SA 530** b)SA 400 C)SA 610 d)SA 510

28)The auditor will examine Bill of Entry in order to vouch _____.

a)Local Purchases b)**Import Goods** c)Cash Purchases d)Export Goods

29)Debtors are values at _____
a)**Book Value** b)Decided by the customer
c)Realisable Value d)As per Articles of Association

30)Current File and Permanent File are together known as ___.
a)Audit Plan b)Audit Programme
c)**Audit Working Papers** d)None of the above

31)Internal Audit may be done _____.
a)To Prevent Errors b)To Prevent Frauds
c)To update accounting records d)**All of the above**

32)Repair of equipment debited to Equipment Account is an____.
a)Error of Commission b)**Error of Principle**

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c)Error of Omission d)None of the above

33)The Auditor's Report gives an opinion on ____of the financial statements.
a)**'True and Fair View'** b)'True and Correct View'
c)Correctness d)None of the above

34)To select a sample for audit, the auditor should consider _____.
a) the size of the sample b) the volume of transaction
c)adequacy of internal control system d) **all of the above**

35)The Objective of internal control is to _____.
a) **Prevent Frauds** b) Prevent inefficiency
c) Improve Financial d) Select right people

36)Which of the following documents is not relevant for vouching of sales ____.
a) Daily Cash Sales summary b) Credit Memos
c)Delivery Challans d) **Sales Department Attendance Record**

37)_____method of selecting sample ensures that all items in the population have an equal chance of selection.
a) **Random Selection** b) Systematic Selection
c)Haphazard Selection d) None of the above

38)Auditing commences after _____.
a) Investigation is carried out b) **Accounting work is over**
c)The General Meeting is over d) None of the above

39)_____is an example of external documentary evidence.
a) Carbon Copies of Receipts b) Salary Sheets of Employees
c)Department Requisition Slips d) **Balance Confirmation Letters from Debtors**

40)When an auditor seeks information or explanation from others/employees of the client ,the process is known as _____.
a)**Inquiry** b)Observation c)Computation d)Analytical Review

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Class: SYBCOM Sub: Commerce III

Question Bank

Multiple Choice Questions:

1) Management is a field of _____.

a) Action b) Debate c) **Creativity** d) Artist

2) Management is _____

a) Irregular b) **Dynamic** c) Rigid d) Fixed

3) Management facilitates _____ use of resources.

a) Minimum b) Maximum c) **Optimum** d) Proportional

4) Management is a _____

a) Thought b) **Process** c) Human being d) Forecasting

5) Management implies _____

a) Casual thinking b) Secondary function c) Last function d) **Rational thinking**

6) Conceptual skills are required at _____ level of management.

a) Lower b) Middle c) **Higher** d) Lowest

7) _____ is the ability of mangers to interact with subordinates.

a) Conceptual skill b) **Human skill** c) Technical skill d) Administrative skill

8) Management is the art of getting things done from _____

a) Managers b) Ministers c) Supervisors d) **Others**

9) According to Henri Fayol authority should be _____ to responsibility.

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a) Inferior b) Superior c) **Equal** d) Unequal

10) Esprit de corps means _____

a) **Team sprit** b) Decision making c) Planning d) Team building

11) Fayol suggested _____ of individual interest to general interest.

a) Joining b) Linking c) Delinking d) **Subordination**

12) Employee behaviour is influenced by _____ attitude.

a) Mental b) Physical c) **Group** d) Rigid

13) Management by objective was introduced by _____

a) Taylor b) Fayol c) **Peter Drucker** d) Elton Mayo

14) _____ dimension considers both present and future.

a) Financial b) **Time** c) Space d) Management

15) Indian management thoughts are based on _____

a) Traditions b) Customs c) **Scriptures** d) Sayings

16) Henri Fayol stated _____ principles of management.

a) Ten b) Twelve c) **Fourteen** d) Sixteen

17) Ethos is originally a _____ word that signifies character.

a) Roman b) **Greek** c) Indian d) American

18) _____ skills are also known as interpersonal skills.

a) Technical b) Conceptual c) **Human Relation** d) None of these

19) _____ of management are different categories created to smooth functioning.

a) **Levels** b) Skills c) Principles d) All of these

20) The word gang-plank is associated with _____

a) **Scalar Chain** b) Equity c) Remuneration d) Unit of Command

21) Dimensions of management were designed by _____

a) Elton Mays b) William Stanton c) **Peter Drucker** d) Henri Fayol

22) Time study is propounded by _____

a) **F.W. Taylor** b) Peter Drucker c) Luther Gullick d) Elton Mays

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23) _____ refers to team spirit.

a) Equity b) Discipline c) **Esprit de Corps** d) Scalar Chain

24) Indian ethos in management means the application of principles of management according to our _____ wisdom.

a) Modern b) **Ancient** c) Global d) National

25) Management involves coordination and _____ of resources.

a) Direction b) Reporting c) **Integrating** d) Budgeting

26) Taylor initiated _____ to employees.

a) Uniform payment b) **Differential payment** c) Fixed payment d) Partial payment

27) _____ stressed that informal organization is a reality.

a) Fayol b) Drucker c) **Mayo** d) Taylor

28) Efficiency is concerned with doing things _____

a) **Right** b) Left c) Centre d) None of these

29) People are _____ concerned with final results.

a) **Only** b) Always c) Sometimes d) Most of the times

30) Individual _____ is central to Indian ethos.

a) Involvement b) Sacrifice c) **Development** d) Management

31) "Management is the art of getting things done through people". This definition on management is stated by _____

a) **Mary Parker Follet** b) Harold Koontz c) Peter Drucker d) F.W. Taylor

32) Professional managers place emphasis on _____

a) **Results** b) Activities c) Formalities d) Rules

33) _____ principles states that a subordinate should receive orders only from one superior.

a) **Unit of Command** b) Unity of Direction c) Order d) Equity

34) Authority refers to _____.

a) Reward for action b) Obligation c) **Power to take decisions** d) None of the above

35) The principle of _____ states that the interest of the organization should be primary as far as the managers are concerned.

a) Unity of command b) Unity of direction c) Discipline d) **Subordination of interest**

36) The principle of equity refers to _____.

a) **Social justice** b) Equality c) Disparities d) Responsibility

37) _____ function of management facilitates SWOT analysis.

a) **Planning** b) Organizing c) Directing d) Controlling

38) _____ refers to the process of identifying alternative and selecting a course of action to solve specific problem.

a) Decentralization b) **Decision making** c) Directing d) Departmentation

39) _____ revolution was advocated by F.W. Taylor.

a) Social b) Physical c) Economical d) **Mental**

40) Dharma in Sanskrit means _____ in life.

a) **Purpose** b) Progress c) Passion d) Planning

41) Planning is a _____ process.

a) Physical b) **Mental** b) Virtual d) Psychological

42) Planning is _____ looking.

a) **Forward** b) Backward c) Downward d) None of the above

43) MBO is _____ goal setting.

a) Individual b) Group c) Team d) **Joint**

44) Planning is deciding in advance the future state of _____

a) **Employment** b) Business c) Profession d) Trade

45) Planning is the _____ function of management.

a) **Primary** b) Secondary c) Elementary d) Not Necessary

46) Planning is a _____ activity.

a) **Regular** b) Continuous c) Occasional d) Irregular

47) Planning premises are assumptions and _____.

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a) Goals b) Predictions c) **Policies** d) Rules

48) Planning needs to be _____.

a) Complicated b) **Flexible** c) Rigid d) Same

49) A problem well defined is _____

a) Fully solved b) **Half solved** c) Difficult to solve d) Difficult to understand

50) Planning is a _____ in business.

a) Not necessary b) **A must** c) Useless d) Dangerous

51) Decision-making is a _____ activity.

a) **Creative** b) Dull c) Unimportant d) Ineffective

52) Decision making is the _____ of management process.

a) Turning point b) **Starting point** c) Finishing point d) None of the above

53) Adequate and reliable data makes decisions _____

a) **Accurate** b) Risky c) Dangerous c) Ineffective

54) Decision taken should be _____

a) Casual b) **Rational** c) Easy d) Troublesome

55) In _____ objectives are set jointly by the management and the employees.

a) MBE b) MBA c) **MBO** d) All of the above

56) _____ is a long-term action plan for achieving the goals.

a) **Strategy** b) Procedures c) Budget d) Program

57) Planning is _____ component of management process.

a) Dispensable b) **Indispensable** c) Negligible d) Normal

58) Strategies constitutes one component of _____

a) Single use plan b) **Standing plan** c) Business plan d) Marketing plan

59) MBE focus managerial attention on _____ problems.

a) Minor b) **Major** c) Routine d) Business

60) MIS is _____

a) Past-oriented b) Service-oriented c) **Future-oriented** d) Profit-oriented

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61) Management is rightly described as _____

a) **Decision making process** b) Choosing process c) Profit making process d) Goal oriented process

62) _____ is a single use plan.

a) Mission b) Policies c) **Budget** d) Rules

63) _____ is a time table for activities.

a) **Schedule** b) Budget c) Procedure d) Rule

64) _____ are statements that guide decision making.

a) Rules b) Procedure c) **Policies** d) Budget

65) _____ refers to fixing lower targets.

a) **Under-targeting** b) Over-targeting c) Balanced Targeting d) All of the above

66) Under _____ technique, decisions are made on the basis of relationship between two variables.

a) **Linear Programming** b) Simulation c) Network d) None of the above

67) Quality circle is _____ group of employees.

a) Compelled b) Compulsory c) Designated d) **Voluntary**

68) _____ plans are meant for repeated use as and when the situation demands.

a) General b) Specific c) **Standing plan** d) Single use plan

69) _____ reflect the purpose and philosophy of the organization.

a) **Mission** b) Vision c) Objectives d) Strategy

70) _____ is the orderly synchronizing efforts of the subordinates.

a) Planning b) Communication c) Controlling d) **Coordination**

71) On the basis of _____ analysis, the management sets the goals.

a) SWOB b) SWAP c) SWAC d) **SWOT**

72) Under _____ managers intervenes only when employees fail to meet performance standards.

a) **MBE** b) MIS c) MBO d) MSA

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73) _____ represents the return or reward for selecting the best alternative decision,

a) Simulation b) Brainstorming c) Queuing d) **Payoff Matrix**

74) MIS is _____ in nature.

a) Irregular b) Not necessary c) Not Compulsory d) **Continuous**

75) _____ is considered as essence of management.

a) Planning b) Organizing c) **Coordination** d) Direction

76) Organization structure suggests its _____.

a) Objectives b) Framework c) Efficiency d) **Relationship**

77) _____ organization uses two or more co-exiting organization structures.

a) **Matrix** b) Line c) Line and Staff d) Virtual

78) Formal organization structure is _____ in nature.

a) **Official** b) Un-official c) Unstructured d) Irregular

79) Matrix organization structure was developed first in _____.

a) Japan b) **USA** c) England d) India

80) Appropriate span of management _____ team spirit.

a) Destroy b) Discourage c) Restrict d) **Improve**

81) Departmentation _____ division of work and specialization.

a) **Facilitates** b) Opposes c) Discourage d) Destroy

82) Delegation of authority _____ burden on superior.

a) Maintains b) **Reduces** c) Increases d) Improves

83) Authority, responsibility and _____ are inter-related concepts.

a) **Accountability** b) Delegation c) Span of control d) Departmentation

84) Departmentation by functions is suitable to _____ organization.

a) Small b) **Large** c) Medium sized d) Average size

85) Decentralization is determined by the _____ of the organization.

a) Budget b) **Size** c) Manpower d) External situation

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86) Matrix organization is a combination of project organization and _____ organization.

a) **Functional** b) Line c) Line and staff d) Project

87) Formal organization is found to be _____.

a) Static b) Flexible c) Rigid d) **Stable**

88) Narrow span of control results in _____ organization structure.

a) **Tall** b) Flat c) Unstable d) Rigid

89) One obstacle to delegation on the part of superior is _____.

a) **Fear of competition** b) Negative approach c) Fear d) Over smartness of subordinates

90) Virtual organization is a _____ network between different companies.

a) Traditional b) Mid-term c) **Temporary** d) Regular

91) Decentralization is necessary for effective management of a _____ business organization.

a) Small b) Medium c) **Large** d) Temporary

92) Line and Staff organization is suitable for _____ business firms.

a) **Large** b) Small c) Tiny d) Rigid

93) _____ delegation gives clarity to subordinates about the work expected.

a) Oral b) **Written** c) Informal d) General

94) Under _____ structure employees' work under dual authority.

a) Line b) Informal c) Line and Staff d) **Matrix**

95) There should be _____ between authority and responsibility.

a) Similarity b) **Balance** c) Equity d) Adjustment

96) Organizing is a process of creating an _____.

a) **Organization structure** b) Functioning structure c) Management structure d) Goal achieving structure

97) Informal organization operates _____ formal organization.

a) Away from b) Outside c) Parallel to d) **Within**

98) The levels of management are many in _____ organization.

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a) **Tall** b) Medium c) Flat d) Small

99) Decentralization introduces _____ in an organization.

a) Autocratic spirit b) **Democratic spirit** c) Team spirit d) Dominating spirit

100) Span of management has _____ application.

a) Limited b) Narrow c) Wide d) **Universal**

101) Informal organizations prefer to use _____ communication.

a) Downward b) Upward c) Formal d) **Grapevine**

102) Line and Staff organization _____ in operation.

a) Simple b) **Complicated** c) Easy d) Good

103) In line and staff organization, the staff executives are the _____

a) Doers b) **Advisors** c) Decision-makers d) Experts

104) Delegation of authority is needed to reduce the excessive burden on the _____

a) **Superior** b) Workers c) Top managers d) Subordinates

105) Centralization is suitable in the case of _____ organization.

a) **Small** b) Large c) Temporary d) International

106) The objectives of the organization must be _____

a) General b) Common c) Uncommon d) **Specific**

107) There must be _____ between authority and responsibility.

a) Equity b) Similarity c) **Balance** d) General

108) Coordination means _____ in an organization.

a) Cooperation b) Commonality c) Similarity d) **Interlinking of action**

109) The lower level managers coordinate the activities of _____

a) **Subordinates** b) Superior c) Top level d) Middle level

110) _____ organization is referred as scalar organization.

a) Line and staff b) Virtual c) Matrix d) **Line**

111) There is lack of _____ in line organization.

a) Decision making b) Command d) Cooperation d) **Specialization**

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112) _____ refers to the number of subordinates that can be managed effectively by one superior.

a) **Unity of command** b) Management by objectives c) Unity of direction d) Span of control

113) _____ is a process of grouping of jobs, processes and resources into logical unit to perform some organizational task.

a) Delegation of authority b) Decentralization c) **Departmentation** d) All of the above

114) The process of delegation continues if the subordinate _____ the delegation of authority.

a) Rejects b) Ignores c) Control d) **Accept**

115) _____ takes between superior and subordinates.
a) Decentralization of authority b) Centralization of authority

c) Departmentation d) **Delegation of authority**

116) _____ relations with the superior could be one of the reasons for non-acceptance of authority by the subordinates.

a) Cordial b) Friendly c) **Hostile** d) Good

117) Project organization adopt the basis of _____ departmentation.

a) Product b) Process c) **Task force** d) Function

118) _____ refers to the dispersal of authority throughout the organization.

a) **Decentralization** b) Delegation c) Departmentation d) Centralization

119) In _____ organization, there are many levels of management.

a) Small b) Medium c) Flat d) **Tall**

120) In _____ organization, there are less levels of management.

a) Medium b) **Flat** c) Tall d) All of the above

121) Motivation is _____ and encouraging.

a) Rigid b) **Inspiring** c) Winning d) Developing

122) Motivation is _____ to perform.

a) Asking b) Postponing c) Guiding d) **Willingness**

123) Quality direction depends on face-to-face_____.

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a) Clash b) Understanding c) **Contact** d) Planning

124) Communication raises _____

a) Appearance b) Meeting c) **Efficiency** d) Status

125) Communication _____ pleasant human relations.

a) Breaks b) **Develops** c) Guides d) Faces

126) Autocratic leader does not allow subordinates to ask_____.

a) **Why** b) Questions c) Classifications d) Clarifications

127) A good leader leads but does not _____.

a) Run b) Joy c) **Push** d) Move

128) Democratic leader act as a good _____.

a) Administrator b) Manipulator c) **Listener** d) Friend

129) Control compares against a _____.

a) Target b) **Standard** c) Deadline d) Competitor

130) Management audit is an _____ process.

a) **Evaluation** b) Acting c) Enlightened d) Engrossing

131) Directing harmonizes _____ and organizational goals.

a) Administrative b) Business c) Union d) **Individual**

132) Personal contact ensures employee _____.

a) Retrenchment b) Turnover c) Absence d) **Loyalty**

133) Noise and distance are _____ barriers to effective communication.

a) **Physical** b) Cultural c) Psychological d) Social

134) _____ is a function of leadership.

a) **Directing** b) Controlling c) Confidence d) Vision

135) _____ is a psychological process.

a) Communication b) Controlling c) Directing d) **Motivation**

136) _____ style of leadership involves management by emotions.

a) Autocratic b) Bureaucratic c) Democratic d) **Neurocratic**

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137) _____ styles of leadership aims at creating family atmosphere within the organization.

a) Autocratic b) Consultative c) **Paternalistic** d) Bureaucratic

138) Nowadays professional managers adopt _____ styles of leadership.

a) Sociocratic b) Consultative c) Participative d) **Situational**

139) _____ is the sum total of physical, mental and social qualities.

a) Initiative b) Intelligence c) **Personality** d) Motivation

140) _____ refers to interpersonal skills.

a) Administrative b) Conceptual c) Technical d) **Human**

Full length questions:

Unit I

1) Define Management. Explain the nature of management.
2) Discuss the management skills and competencies in 21st Century.
3) Explain the functions of management.
4) Explain in brief any eight principles of management
5) Explain the F.W. Taylor's Theory of Scientific Management.
6) Explain the significance of Indian Ethos in Management.

Unit II

1) Define planning. Explain its importance.
2) Explain the components of planning.
3) Explain the steps in planning process.
4) Explain briefly steps involved in the MBO process.
5) What are the advantages of Management By Exception.
6) What are the essentials of sound decision making?

Unit III

1) Distinguish between Formal and Informal organization.
2) Explain the features of line and staff organization.
3) Discuss the factors influencing span of management.
4) Explain the basis of departmentation.
5) Distinguish between Tall and Flat organization.
6) Distinguish between centralization and decentralization.
7) Discuss the barriers to delegation of authority.

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Unit IV

1) Explain the factors influencing motivation.
2) Define motivation. Explain its importance.
3) Explain the different styles of leadership.
4) What are the qualities that good leader should possess?
5) Define leadership. Explain its functions.
6) Explain the steps involved in controlling process.

Subject Teacher

Convenor

Principal

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Near Balaji Mandir, Dombivli (East), 421203.

QUESTION BANK

BSC IT

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The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Academic Year – 2021-22

Class: FYB.Sc.IT (Sem-1) | Practice Question Bank | Subject : Digital Electronics

Topic: Boolean algebra

1. Simplify the Boolean expression **using Boolean algebra.**

   a. $(A+B)+\overline{B}$.

   b. $AA+BC+B\overline{C}$.

   c. $\overline{A}+C+AB$.

   d. $\overline{A}(B+AC)$.

2. Simplify the Boolean expression.

   a. $(A+B)+\overline{B}$.

   b. $AA+BC+B\overline{C}$.

   c. $\overline{A}+C+AB$.

   d. $\overline{A}(B+AC)$.



3. Simplify following

$\overline{(A+\bar{B})(B+\bar{C})}$

$\overline{(A+\bar{B})(\bar{B}+C)}$

$\overline{(\bar{A}+B)(\bar{B}+C)}$

$\overline{(A+\bar{B})(\bar{B}+C)}$

$\overline{(A+\bar{C})(\overline{A+\bar{B}})}$

Boolean Expression Simplification

Use the Boolean Algebra laws to simplify each of the Boolean expressions. Create the logic gate circuit and truth table for the original and simplified Boolean expressions to verify that the Boolean expressions are equivalent.

Boolean Expression	Boolean Laws Used	Logic Circuit & Truth Tables

1. (A + B)(A+C)
2. A + AB
3. $A + \overline{A}B$
4. $(A + \overline{B} + \overline{C})(A + \overline{B}C)$
5. A + B (A + C) + AC



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Near Balaji Mandir, Dombivli (East), 421203

Assignment Attendance

Acdemic Year: 2021-22 **Class : FYIT** **Subject : Digital Electronics**

Subject In-Charge: Tejaswini Shivsharan

			18/12/2021			
Sr. No.	**Roll no**	**Name of the Student**	**Submitted**	**Collected**	**Submitted**	**Collected**
1	IF21001	Mayura Atul Bhoir	Mayura	Mayura		
2	IF21002	Hemangi vishal chaudhari	Haudhari	Haudhari		
3	IF21003	Vedant umesh gavale				
4	IF21004	Medhawini Dilip Gharat				
5	IF21005	Gowda Anusha Krishna	Anusha	Anusha		
6	IF21006	Sakshi Anand Gupta				
7	IF21007	Deepika Gupta	Deepika	Deepika		
8	IF21008	Shravani dattatray kadam	SDK	SDK		
9	IF21009	Hemangi kulkarni	H.K.	H.K.		
10	IF21010	Dinesh Kumawat				
11	IF21011	Mandavkar Pavan Pramod				
12	IF21012	PRIYANKA Maurya	Priyanka	Priyanka		
13	IF21013	Rohit Mehta	Rohit	Rohit		
14	IF21014	Archana Mehta	Archana	Archana		
15	IF21015	Mehta Sunaina	Sunaina	Sunaina		
16	IF21016	Shruti Mehta	Shruti	Shruti		
17	IF21017	Aditya omkar mourya				
18	IF21018	Balaji Naidu				
19	IF21019	Shubham Umeshchandra Pandey				
20	IF21020	Rupam Ramesh Repal				
21	IF21021	Suraj Santosh Sahu				
22	IF21022	Durga Ramesh Utekar	Utekar	Utekar		

23	IF21023	Vishwakarma Vishal Vijay				
24	IF21024	Khushi shailendra Vishwakarma				
25	IF21025	Niraj vinod waghmode				
26	IF21026	Ruchita jiyalal yadav				
27	IF21027	Jha Sachinkumar Kailash				
28	IF21028	Anish Kadam				
29	IF21029	Todke Sahil Deepak				
30	IF21030	Tanmay Choudhari				
31	IF21031	Peterkar Varun Suresh				
32	IF21032	Swapnil gaikwad				
33	IF21033	Ravindra Gupta				
34	IF21034	Bhonu Hivalmal Kanojiya				
35	IF21035	Aryan Bhavarthe				
36	IF21036	Ankesh jaiswal				
37	IF21037	Pandey Deepeshkumar				
38	IF21038	Anjali Rai				
39	IF21039	Yadav sarvesh				
40	IF21040	Shukla Puneet				
41	IF21041	Yadav deepak keshmani				
42	IF21042	Sudhan Balasubramanian				
43	IF21043	Singh Shivani Ravindra				
44	IF21044	Devkar Srinivas Sunil				
45	IF21045	Ghare Prathmesh Jagannath				
46	IF21046	Momin Arfaa Mainuddin				
47	IF21047	Yadav Vandana Krupashankar				
48	IF21048	Bhadvankar Sakshi Baban				
49	IF21049	Kembre Kirti Harishchandra				
50	IF21050	Arvendakar Namisha Narayan				
51	IF21051	Patil Swastik Ganpat				
52	IF21052	Aditya Yadav				

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53	IF21053					
54	IF21054					
55	IF21055					
56	IF21056					
57	IF21057					
58	IF21058					
59	IF21059					
60	IF21060					

Subject In-Charge

Convenor

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The S.I.A. College of Higher Education, Dombivli

Date: 5/1/2021

Subject: Embedded System

Class: SYB.Sc.IT

Assignment – 1 (Unit-1)

Marks : 5 marks each

1. Explain the various purposes of embedded systems in detail with illustrative examples?
2. What is difference between Application specific Integrated circuit (ASIC) and Application specific standard product (ASSIP)?
3. What is Digital Signal Processor (DSP) ? Explain the role of DSP in embedded system?
4. What are sensors and actuators? Explain their roles in embedded system?
5. Explain the different on-board communication interfaces?
6. Compare the operation of ZigBee and Wi-fi network technologies?
7. Explain the different characteristics of embedded systems in details?
8. Explain quality attributes in embedded system development context? What is operational quality attributes?

Subject Teacher

Convenor



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Near Balaji Mandir, Dombivli (East), 421203.

Assignment - 2

Subject: Introduction to Embedded System

Topic:

- Application and domain specific embedded systems
- 8051 programming in C

Class:SYB.Sc.IT

Date: 23/2/2022

Submission date:26/2/2022

1. Write a note on different characteristics of embedded systems?
2. Write a note on Application specific embedded systems?
3. Explain complete execution of an embedded program?
4. Write a program to toggle one bit in port 1?
5. Write and explain the steps to develop a project in embedded simulator software?

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Near Balaji Mandir, Dombivli (East), 421203

Department of Information Technology and Mathematics

Academic year 2021-22

Class : SYIT **SEM:IV**

Subject : Embedded Systems

Roll no.	Student Name	05-01-2021		25-02-2022	
		Submitted	Collected	Submitted	Collected
IF18147	YERUNKAR SWAPNIL SANTOSH				
IF19005	BHOSALE SANSKRUTI RAJENDRA				
IF19068	YADAV AMRENDU ANIL				
IF20001	DIVEDI SAKSHI BRIJESH				
IF20003	BHUJBAL KUNAL BALASAHEB				
IF20004	CHAVAN HARSHAD GANESH				
IF20005	DASH SHUBHAM SANGRAM				
IF20006	DHARNE DIPTI KASHINATH				
IF20007	DUBEY SHIVAM DINESH				
IF20008	GADE RUTESH TUSHAR				
IF20010	GALANDE DIKSHA KAILAS				
IF20011	GAUD SONIYA RAJESH				
IF20012	GUPTA NEHA DEENANATH				
IF20013	GUPTA YASH DINESH				
IF20014	JAISWAL JIGYASA GYANPRAKASH				
IF20015	JETHAVA HEENA KANJIBHAI				
IF20016	JHA SHEJAL RAMESH				
IF20017	JHALA SHYAMSINGH JAGDEVSINGH				
IF20019	KADAM SHRADDHA NITIN				
IF20020	KAMUNI CHETAN RAVI				
IF20022	KHAN SAHIL HASIB				

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28/02/2022

IF20023	KHANDE AVISHKAR KAILAS			Akhande	Akhande
IF20024	LODAYA SHRADDHA SURESH	S.S.Lodaya	S.S.Lodaya	S.S.Loda	S.S.L
IF20025	MAHAJAN SAURAV GORAKHNATH	Smahajan	Smahajan	Smahajn	Smahajn
IF20026	MALUSARE POOJA MAHENDRA	P.Malusare	P.Malusare	P.Malusare	P.Malusare
IF20027	MATE ABHISHEK CHANDRAKANT	Amate	Amate		
IF20028	MENON AKHILA PREMKUMAR	Akhila	Akhila	Akhila	Akhila
IF20029	MHATRE YASH JITENDRA	Yash	Yatre	Yhatre	Yhatre
IF20030	MISHRA ANKITKUMAR RAVINDRA	Ankitm	Ankitm	Ankitm	Ankitm
IF20031	MORE PARAG SUDHAKAR			Parag	Parag
IF20032	NADAR ABIJITH MUMMURTHY	Abijith	Abijith	Abijith	Abijith
IF20033	NOULA KARTIK RAKESH				
IF20034	OJALE AMAYA MAHEHDRA	Ameya	Ameya	Ameya	Ameya
IF20035	PALAYE KRISHNAKANT ARUN	K.A.Palaye	K.A.Palaye	K.A.Palaye	K.A.Palaye
IF20036	RAJBHAR SAKSHI OMKAR	Salcsi	Salcsi	Salcsi	Salcsi
IF20037	RANE SUYOG JAYANAND	Rane	Rane	SRan	SRan
IF20039	RAUT ANAND RAMESH				
IF20040	SAKHARE GAUTAM SANJAY	Gautam	Gautam	Gautam	Gautam
IF20041	SALGAOCAR MANGESH BAPU	Salgaoca	Salgaoca	Salgaoca	Salgaoca
IF20042	SALUNKHE RUTAMBH RAMAKANT	Rutambh	Rutambh	Rutambh	Rutambh
IF20043	SATWASE SANKET SHANKAR	Sanketss	Sanketss	Sanketss	Sanketss
IF20044	SAWANT ANVISHA ANAND	Sawant A.	Sawant A.	Sawant A.	Sawant A.
IF20045	SHAIKH SUFI BADDRUDIN	Sufi	Sufi	Sufi	Sufi
IF20046	SHIGAVAN NANDINI RAVINDRA	Nandini	Nandini	Nandini	Nandini
IF20047	SHINDE NAYANTA DEVDAS	Shinde	Shinde	Shinde	Shinde
IF20049	RAWAT TILAK SHIVLAL	Tilak	Tilak	Tilak	Tilak
IF20050	SHUKLA SHRUTI RAMSAKAL	Shruti	Shruti	Shruti	Shruti
IF20051	SINGH DIVAKAR SANJAY	D.Singh	D.Singh	D.Singh	D.Singh
IF20053	SURVE MIHIR VINOD	Msurve	Msurve		
IF20054	SWAMY PRASAD MOHAN				
IF20056	VAISHY VICKY VIJAY	Vaishy	Vaishy	Vaishy	Vaishy

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IF20058	VICHARE ANIKET CHANDRAKANT				
IF20059	GALA TEJAS LAXMICHAND				
IF20060	WAGHMARE NISHANT DNYANESHWAR	Nishant	Nishant	Nishant	Nishant
IF20061	YADAV RITESH SAMSHER				
IF20062	YADAV VISHAL RAMBAHADUR				
IF20063	MANJREKAR VEDANT MILIND				
IF20064	MORE SMIT BALARAM				
IF20065	VINCHURKAR SIDDHESH SACHIN	Siddheshv	Siddheshv	Siddheshv	Siddheshv
IF20066	KALWAR NIKHIL RAMCHANDRA				
IF20067	UPADHYAY AANCHAL MANOJ				
IF20068	PANDEY VARSHA SANTOSH				

Subject Teacher

Convenor

Principal

PRINCIPAL
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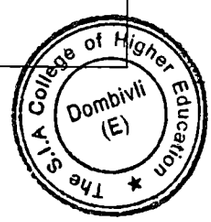
The South Indian Association's
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

QUESTION BANK-21-22

Subject:Discrete Mathematics

CLASS:FYIT **Faculty:Pranjalee Kurundkar**

1	**Find out which of the following sets are empty/nonempty.** i) A=$\{x \in R \mid 0 < x < 1\}$ ii) B={Set of all consonant in English alphabet} iii) C= $\{x \in R \mid x^2 + 1 = 0\}$ iv) C=$\{x \in N \mid x + 2 = 0\}$
2	**Find out which of the following statements are true or false** *i)* $1 \in \{1,2\}$ *ii)* $\{1\} \in \{1,2\}$ *iii)* $1 \subseteq \{1,2\}$ *iv)* $\{1\} \subseteq \{1,2\}$ *v)* $\phi \in \{1,2\}$ *vi)* $\phi \subseteq \{1,2\}$
3	**Write the following statement in** i) If my car is in the repair shop, then I cannot get to the class. (Converse form) ii) If today is Friday, then 2+3=5 (Inverse form) iii) John is 6 feet tall and he weighs at least 200 pounds.(Negation form) iv) If x is prime then x is odd or x is 2(Symbolic form) v) $p \vee q$ (Plain English form) where p = "Mumbai is capital of Maharashtra" and q="Ali is good in mathematics"
4	**Define Logical equivalence and hence show that** i) $p \to q \ \& \ \neg q \to \neg p$ ii) $(p \vee q) \vee r \ \& \ p \vee (q \vee r)$ **are logically equivalent**
5	**Find the truth set of each predicate** i) Predicate: 6/d is an integer, domain: Z ii) Predicate: 6/d is an integer, domain: Z^+ iii) Predicate: $1 \le x^2 \le 4$, domain: R iv) Predicate: $1 \le x^2 \le 4$, domain: Z



	v) Predicate: $n<5$ *and* $n\neq 3$, domain: Z^+
6	**Using truth table check the validity of** If New York is a big city, then New York has tall buildings. New York has tall buildings Therefore New York is a big city.
7	**Show that the function** f : R->R defined by the formula f(x)=4x-1 for all real number x is one to one and onto.
8	**Let A ={ 2,3,4}and B ={ 2,6,8}** and let R be the "divides" relation from A to B: For all (x, y) ∈ A× B, xRy ⇔ x|y (x divides y). a. State explicitly which ordered pairs are in R and inverse of R, and draw arrow diagrams for R and inverse of R b. Describe inverse of R in words.
9	**List all subgraphs** of the graph G with vertexset{v1,v2}and edge set{e1,e2,e3}, where the endpoints of e1 are v1 and v2, the endpoints of e2 are v1 and v2, and e3 is a loop at v1.
10	**Define adjacency matrix**
11	**a. Evaluate** P(5,2). b. How many 4-permutations are there of a set of seven objects? c. How many 5-permutations are there of a set of five objects?
12	**A drawer contains ten black and ten white socks.** You reach in and pull some out without looking at them. What is the least number of socks you must pull out to be sure to get a matched pair? Explain how the answer follows from the pigeonhole principle.
13	**A pair of fair dice, one blue and the other gray, are rolled.** What is the probability that the sum of the numbers showing face up is 8, given that both of the numbers are even?
14	Determine whether the following argument is valid or invalid by drawing a truth table $p \vee q$ $p \rightarrow r$ $q \rightarrow r$ $\therefore r$
15	Let the Universal set be the set R of all real numbers and Let $A=\{x \in R \mid -3 \leq x \leq 0\}, B=\{x \in R \mid -1 < x < 2\}, C=\{x \in R \mid 6 < x \leq 8\}$

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	Find each of the following a) $A \cup B$ b) $A^C \cap B^C$ c) A - B d) |A|,|B|,|C|
16	Let D={-48,-14,-8,0,1,3,16,23,26,32,36} Determine which of the following statements are true and which are false. Provide counterexamples for those statements that are false. i) $\forall x \in D, if\ x\ is\ odd\ then\ x > 0$ ii) $\forall x \in D, if\ x < 0\ then\ x\ is\ even$
17	Write the following statement in i) If Howard can swim across the lake, then Howard can swim to the Island . (Contrapositive form) ii) If my car is in the repair shop, then I cannot get to Class . (Negation form using Negation of a conditional statements with proper explanation) iii) It is not hot but sunny(Symbolic form)
18	State and prove De Morgan's law for sets
19	Which of the following sets are equal ? Justify your answer: A={0,1,2} B={x is a real number and -1<x<3} C={x is a positive integers and -1<x<3} D={x is an integer and -1<x<3}
20	Using Truth table show that $p \leftrightarrow q \equiv (p \rightarrow q) \wedge (q \rightarrow p)$
21	Using truth table check the validity of the statement $p \rightarrow q$ $q \rightarrow p$ $\therefore p \vee q$
22	Let A={c, d, f, g}, B={f, j}, and C={d, g} Answer each of the following questions. Give reason for your answers. *i) Is* $B \subseteq A$? *ii) Is* $C \subseteq A$? *iii) Is* $C \subseteq C$? *iv) Is C a proper subset of* A?
23	Find out which of the following sets are finite/infinite

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	i) A={Month of the year} ii) B={circles through origin} iii) C={Set of Prime numbers} iv) D={animals living on the earth} v) E = {Set of Vowels in English alphabets}
24	Indicate which of the following relationships are true and which are false. i) $Q \cap R = Q$ ii) $Q \cup Z = Q$ iii) $Z^+ \cap R = Z^+$ iv) $Z^- \cup Z^+ = Z$ v) $Q \cap \phi = Q$
25	How many friends must you have to guarantee so that at least 5 of them will have their birthdays in the same month?
	Objective Questions
1	What is the Cartesian product of A = {1, 2} and B = {a, b}? a) {(1, a), (1, b), (2, a), (b, b)} b) {(1, 1), (2, 2), (a, a), (b, b)} **c) {(1, a), (2, a), (1, b), (2, b)}** d) {(1, 1), (a, a), (2, a), (1, b)}
2	What is the Cardinality of the Power set of the set {0, 1, 2}? **a) 8** b) 6 c) 7 d) 9
3	{x: x ∈ N and x is prime} then it is _____ **a) Infinite set** b) Finite set c) Empty set d) Not a set
4	The complement of the set A is _____ a) A – B **b) U – A** c) A – U d) B – A
5	Let $a_1 = -2, a_2 = -1, a_3 = 0, a_4 = 1$, and $a_5 = 2$. Compute $\sum_{k=1}^{5} a_k$ a. -1 **b. 0** c. 1 d. 2
6	Let $a_k = k + 1$ and $b_k = k - 1$ for all integers k. Write as a single summation $\sum_{k=m}^{n} a_k + 2 \cdot \sum_{k=m}^{n} b_k$ a. $\sum_{k=m}^{n}(3k - 1)$ b. $\sum_{k=m}^{n}(3k + 1)$ c. $\sum_{k=m}^{n}(3k)$ d. None of these
7	7! Is equal to a.5040 b.5004 c.5400 d.4050
8	The transitive closure of the relation {(0,1), (1,2), (2,2), (3,4), (5,3), (5,4)} on the set {1, 2, 3, 4, 5} is _____ a) {(0,1), (1,2), (2,2), (3,4)} b) {(0,0), (1,1), (2,2), (3,3), (4,4), (5,5)} c) {(0,1), (1,1), (2,2), (5,3), (5,4)} **d) {(0,1), (0,2), (1,2), (2,2), (3,4), (5,3), (5,4)}**
9	Let R_1 and R_2 be two equivalence relations on a set. Is $R_1 \cup R_2$ an equivalence relation? **a) an equivalence relation** b) reflexive closure of relation c) not an equivalence relation d) partial equivalence relation

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10	The binary relation {(1,1), (2,1), (2,2), (2,3), (2,4), (3,1), (3,2)} on the set {1, 2, 3} is _____ a) reflective, symmetric and transitive b) irreflexive, symmetric and transitive **c) neither reflective, nor irreflexive but transitive** d) irreflexive and antisymmetric
11	In proving $\sqrt{5}$ as irrational, we begin with assumption $\sqrt{5}$ is rational in which type of proof? a) Direct proof **b) Proof by Contradiction** c) Vacuous proof d) Mathematical Induction
12	The quotient and remainder when -1 is divided by 3 is? a) -1 and -1 **b) -1 and 2** c) 1 and 2 d) -1 and -2
13	A floor function map a real number to _____ a) smallest previous integer **b) greatest previous integer** c) smallest following integer d) none of the mentioned
14	If a, b are two distinct prime number than a highest common factor of a, b is _____ a) 2 b) 0 **c) 1** d) ab
15	Let P: If Sahil bowls, Saurabh hits a century.; Q: If Raju bowls, Sahil gets out on first ball. Now if P is true and Q is false then which of the following can be true? a) Raju bowled and Sahil got out on first ball b) Raju did not bowled **c) Sahil bowled and Saurabh hits a century** d) Sahil bowled and Saurabh got out
16	What is the dual of $(A \wedge B) \vee (C \wedge D)$? a) $(A \vee B) \vee (C \vee D)$ **b) $(A \vee B) \wedge (C \vee D)$** c) $(A \vee B) \vee (C \wedge D)$ d) $(A \wedge B) \vee (C \vee D)$
17	What is the converse of the conditional statement "If it ices today, I will play ice hockey tomorrow." **a) "I will play ice hockey tomorrow only if it ices today."** b) "If I do not play ice hockey tomorrow, then it will not have iced today." c) "If it does not ice today, then I will not play ice hockey tomorrow." d) "I will not play ice hockey tomorrow only if it ices today."
18	$p \leftrightarrow q$ is logically equivalent to _____ a) $(p \rightarrow q) \rightarrow (q \rightarrow p)$ b) $(p \rightarrow q) \vee (q \rightarrow p)$ **c) $(p \rightarrow q) \wedge (q \rightarrow p)$** d) $(p \wedge q) \rightarrow (q \wedge p)$
19	Let P (x) denote the statement "x >7." Which of these have truth value true? a) P (0) b) P (4) c) P (6) **d) P (9)**
20	Which of the following can only be used in disproving the statements? a) Direct proof b) Contrapositive proofs **c) Counter Example** d) Mathematical Induction
21	Let P: I am in Bangalore.; Q: I love cricket.; then q -> p(q implies p) is? **a) If I love cricket then I am in Bangalore** b) If I am in Bangalore then I love cricket c) I am not in Bangalore d) I love cricket

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22	The graph representing universal relation is called _____ **a) complete digraph** b) partial digraph c) empty graph d) partial subgraph
23	Disconnected components can be created in case of _____ a) undirected graphs b) partial subgraphs **c) disconnected graphs** d) complete graphs
24	Degree of a graph with 12 vertices is _____ a) 25 b) 56 **c) 24** d) 212
25	The _____ of a graph G consists of all vertices and edges of G. a) edge graph b) line graph c) path complement graph **d) Eulerian circuit**

Subject teacher

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QUESTION BANK-21-22

Subject:NSM

CLASS:FYIT **Faculty:Pranjalee Kurundkar**

1	Write a note on Simple Mathematical Model.
2	Define i) Absolute error ii) Relative error iii) Percentage error.
3	Explain accuracy and precision with suitable example.
4	Explain floating point representation and errors in floating point arithmetic
5	Explain the following with examples i) Total Numerical error ii) Blunders
6	Round-off 0.745250 correct to four significant figure and out absolute and relative and percentage error.
7	Using bisection method, find the approximate value of $\sqrt{10}$ by performing two iterations.
8	Using Regula-falsi method find the root of $x^3 - x - 1 = 0$ (Perform two iterations only)
9	By using Newton Raphson method find approximate root of the equation $x^3 - x - 1 = 0$ upto two approximation by taking initial root 1.
10	Define Forward difference and Shift operator and find the value of $\frac{\Delta x^2}{Ex^2}$ at h=2
11	Use Newton's forward difference formula to estimate the population of a town for the year 1895

Year	1891	1901	1911	1921	1931
Population in thousand	46	66	81	93	103

12	Given

x	0	1	2	3	4
F(x)	7	17	45	103	203

Find f(3.6) using Newton's interpolation formula.

13	Use Gauss Jordan method to solve the following equation $x_1 + x_2 + x_3 = 90$ $2x_1 + 3x_2 + 6x_3 = 370$ $3x_1 - 8x_2 - 4x_3 = -340$
14	Solve the following system using Gauss Seidel method $10x + y + z = 12$ $2x + 10y + z = 13$ $x + y + 5z = 7$ (Perform two iterations only)
15	Use Trapezoidal rule to find the area bounded by the curve and the x-axis from x=7.47 to

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x=7.52

x	7.47	7.48	7.49	7.50	7.51	7.52
f(x)	1.93	1.95	1.98	2.01	2.03	2.06

16 Solve $\frac{dy}{dx}=1+y^2, y(0)=0$ Find y(0.1),y(0.2),y(0.3) using Euler's method.

17 Evaluate $\int_1^2 \frac{1}{x}dx$ by Simpson's one-third rule with n=4.

18 Use second order Runge-kutta method to solve $\frac{dy}{dx}=1+y^2, y(0)=0$ at x=0.2 by taking h=0.2

19 Fit a straight line for the following data

x	0	5	10	15	20	25
y	12	15	17	22	24	30

20 Two food products A and B are available at the cost of Rs.30 and Rs.20 per pack. Food A and B contain 80 and 40 units of proteins and 9 and 5 units of vitamins respectively. How many packs of A and B must be purchased so as to meet the requirement of 600 units of proteins and 72 units of vitamins at the minimum cost?

21 Obtain the regression plane by using multiple linear regression to fit the following data

x	0	1	2	3	4
y	1	2	3	4	5
z	13	17	19	21	26

22 Fit a second degree parabola to the following data

x	0	1	2
y	1	6	17

23 Solve the following LPP graphically

Minimize $z = x_1 + x_2$

Subject to $x_1 + 2x_2 \le 40,$
$3x_1 + x_2 \ge 30,$
$4x_1 + 3x_2 \ge 60;$
$x_1, x_2 \ge 0$

24 Calculate the linear regression coefficients from the following data

x	1	2	3	4	5	6	7	8
y	3	7	10	12	14	17	20	24

25 Find k for each of the following so that p(X=x) is a probability mass function of X

X	-1	0	1	2	3
P(X=x)	k	2k	3k	4k	5k

26 The probability of a man hitting a target is 1/3 of the fires six times find the probability of hitting the target at least twice.

27 If $X \sim N(\mu = 30, \sigma = 7)$. Find (i) P(Z > 35) (ii) P(10 < X < 32)

28 Find the mean and variance of discrete uniform distribution.

Objective Questions

1 Which of the following is true for "in rounding off errors the extra digits are dropped"

a. Symmetric roundoff
b. Chopping

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	c. Both of the above d. None of the above
2	Newton-Raphson method is applicable to the solution of a. Algebraic equations only b. Transcendental equations only **c. Both algebraic and transcendental Equations** d. None of these
3	What is the value of y(0.1) using Euler's method , when dydx=1+y2 ; y(0)=0 a. **0.1** b. 0.2 c. 0.3 d. 0.4
4	In Gauss Jordan method, which of the following transformations are allowed? a. Diagonal Transformation b. Column Transformation **c. Row Transformation** d. square Transformation
5	Which corner point will minimize the Objective Function Z = 5x + 2y a. (7,4) **b. (3,10)** c. (10,1) d. (8,5)
6	Equation of straight line curve is a. y=a+bx+cx^2+dx^3 b. y=a+bx **c. y=a+bx+cx^2** d. None of these
7	It is defined as a mathematical formulation or equation that expresses the essential features of a physical system or process. a. Functional model b. Mathematical equation **c. Mathematical Model** d. Variable Model
8	Every algebraic equation of nth degree, where n is a positive integer, has only..... a. (n – 1) roots

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	b. (n + 1) roots c. 2n roots **d. n roots**
9	Objective quantity: P = 30x + 50y Corner that maximizes profit: (0, 6) What is the profit? **a. 300** b. 280 c. 400 d. 240
10	k1, k2, k3 , k4 defines k1=h fx0,y0 ; k2=h fx0+h2,y0+k12 ; k3=h fx0+h2,y0+k22 ; k4=h fx0+h,y0+k3 a. Runge Kutta method of second order b. Runge Kutta method of third order **c. Runge Kutta method of fourth order** d. None of these
11	Gauss Seidel method is also termed as a method of _____ **a. Successive displacement** b. Eliminations c. False positions d. Iterations
12	Sarah makes small purses (x) and big purses (y). She can make no more than 8 purses a week. Which inequality represents the situation? **a. $x + y \leq 8$** b. $x + y \leq 6$ c. $2x + 3y \leq 6$ d. $x + y \leq 10$
13	Normal equations of fitting of parabola is a. y=na+bx+b x^2 b. xy=ax+b x^2+cx^3 c. x^2y=ax^2+b x^3+cx^4 d. **All of the above**
14	The summation of the truncation and round-off errors are called **a. Total numerical error** b. Absolute error c. Relative error

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	d. Percentage error
15	In which of the following methods proper choice of initial value is very important? a. Bisection method b. False position **c. Newton-Raphson** d. None of these
16	While solving by Gauss Seidel method, which of the following is the first Iterative solution system; $2x - y = 1$ and $x + 4y = 4$? a. (1 , 0.75) **b. (0.5,1)** c. (0,0) d. (0.65)
17	Which corner point will maximize the Objective Function $Z = 5x + 2y$ a. (7,4) b. (3,10) **c. (10,1)** d. (8,5)
18	If food P contains 7 units of vitamin A per gram, food Q contains 10 units of vitamin A per gram and food R contains 8 units of vitamin A per gram. If the minimum daily requirements of vitamin A is 400 units then Which inequality represents the situation? a. $7x+10y+8z>400$ **b. $7x+10y+8z<400$** c. $7x+10y+8z=400$ d. None of these
19	A random variable which takes finite or countably infinite values occurring at intervals is called a. Discrete Random variable b. Continuous random variable **c. Probability Mass Function** d. Probability Density function
20	Mathematical model can be represented by a functional relationship between **a. Dependent variable** b. Independent variable c. Parameters and forcing functions d. All of the above
21	Which of the following is not an algebraic equation ?

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	a. $aX^3+bX^2+c=4$ b. $3X^4-8X^3+5X^2-6X+7=0$ **c. sin3x -4x =0** d. x+1=6
22	The coefficient matrix in Gauss Jordan method is reduced to _____ **a. Identity Matrix** b. Scalar Matrix c. Diagonal Matrix d. Triangular Matrix
23	If 22/7 is approximated as 3.14 then the percentage error is a. 9% b. 0.9% **c. 0.09%** d. 0.009%
24	Regula Falsi method is also known as ------ a. Interval halving method b. Bolzano's method **c. Method of False Position** d. Newton method
25	For the following differential equation dy/dx=x+y, y(0)=1,h=0.1 ,the value of k1using Runge Kutta method of second order is a. 0 b. 1 **c. 0.1** d. 0.12
26	Linear Programming Problem consist of a. Objective function b. Constraints on variables c. Nonnegative restrictions **d. All of the above**
27	The following are ways to verify whether there is a root in the interval [a, b] for a continuous function f(x) except a. f(a) < 0 and f(b) > 0 b. f(a) x f(b) < 0 **c. f(a) x f(b) > 0** d. The sign for f(a) and f(b) changes

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QUESTION BANK

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FUNDAMENTALS OF MASS COMMUNICATION

(8 marks questions)

1. Is there any impact of Mass Media on Women & Culture? How
2. Describe the impact of Mass Media on Youth & Development.
3. Differentiate between mass communication and the mass media.
4. Explain in detail Laswell model of communication.
5. Which medium according to you is the most impactful and why?
6. Write a short history of "Films in India" and explain any two decades of Hindi Cinema.
7. Public Relation is all about public and communication. Explain with reference to PR in India
8. Who according to you is a good social communicator? Explain by giving instances in which s/he connected with the masses
9. What is convergence of media? Explain cultural convergence with reference to any one channel providing space to the audience to create content.
10. What has been the impact of media on our culture?
11. What is the code of broadcast for AIR and Doordarshan?
12. What is convergence of Media? Explain Cultural Convergence with reference to any one channel providing space to the audience to create content.
13. What has been the impact of media on our culture?
14. Explain the code of conduct for advertisers in India.



FYBMM

FUNDAMENTALS OF MASS COMMUNICATION

(7 marks questions)

1. What is the impact of Mass Media on Education & Children?
2. What was the role of Sant Gadge Maharaj as a mass communicator?
3. Discuss the role of Narendra Modi as a mass communicator
4. Write a short note on any one model of Communication
5. Write short note of various barriers to communication
6. Write short note on various types and importance of Traditional & Folk Media
7. Write short note on the impact of social media on Mass Communication
8. Differentiate between group communication and public communication.
9. How is broadcasting different from print as a mass medium.
10. Discuss the undesirable effects of mass media on children.
11. What is nonverbal communication? Explain its relevance with the help of examples. What is the significance of Gate Keeping model of communication?
12. Explain the evolution of Television in India with specific reference to Doordarshan.
13. List the advantages of social media and give examples for the same.
14. Do you think mass media only creates negative impact on children and youth? Discuss with reference to media consumption of children.

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15. What is the impact of mass media on Indian Society?

16. Discuss the impact of mass media with reference to any recent event

17 .where media intervention changed the situation.

18. List the advantages of social media and give examples for the same

19. Explain the linear model of communication

20. Discuss the positive and negative impact of mass media on Education

21. What is information super high way and information economy?

22. Explain the HUB Model in detail

23. Differentiate between mass communication and the mass media.

24. What is the impact of mass media on our culture? Explain with examples

25. What is communication? Explain its process with diagrams.

26. Explain the barriers of communication with examples.



15. Write a brief note of Traditional & Folk Media.
16. Advertising and Public relations as a tools and means of mass communication.
17. How Mass Media contribute in social development? Give some suitable examples
18. Discuss with examples how newspapers serve the functions of mass communication. Discuss benefits and drawbacks
19. Discuss the objectives/ functions of Mass Communication.
20. Discuss the growth and evolution of radio as a mass medium in India.
21. What effect did the Gutenberg printing press have on society and communication?
22. Discuss the difference between magazines and newspapers
23. Discuss the elements of the communication process using examples from either radio or television
24. Explain the importance of the Internet as an interactive medium
25. What is the nature of Mass Communication and state its difference from Mass Media
26. What is Laswell's formula of communication?
27. Explain Gerbner's model
28. Differentiate between group communication and public communication.
29. How is broadcasting different from print as a mass medium.
30. Explain traditional and folk media in detail with examples.
31. State the barriers to effective listening.
32. How newspaper played an important role in Mass Communication
33. Explain the functions of Mass Communication in detail.

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FUNDAMENTALS OF MASS COMMUNICATION

(5 marks questions)

1. Write short note on the impact of mass media on any one of the following
   Children
   Education
   Development
   Youth
   Culture
   Write a short note on the importance of feedback in communication.
2. Explain the terms Information Economy and Information Society.
3. Write short notes on
   i. Verbal Communication
   ii. b) Hub Model
   iii. c) Broadcast code of Doordarshan
4. Explain Digital Media.
5. What is the importance of folk media in the present times?
6. Explain Gerber's model in detail
7. Discuss Mass Media and Education
8. Explain growth of Cultural and economic development and impact on Mass communication
9. Short note on any one of the following
   a. Media and role of Culture

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(5 marks questions)

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9. Short note on any one of the following
   a. Media and role of Culture

b. Information Super Highway

c. Social Media and Mass Communication

d. Types of Newspapers

e. Broadcast Media

f. Internet as media

i. Media and Development"

ii. Media and culture

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FYBMM

FUNDAMENTALS OF MASS COMMUNICATION

(15 marks questions)

1. Write with examples the difference between Mass Communication & Mass Media?
2. Describe the barriers in communication with suitable examples
3. Discuss the tools of mass communication.
4. What is the contribution of electronic media in mass communication?
5. Explain with Diagram the process of communication and its various elements.
6. Explain with examples various forms of Communications.
7. Discuss the scope of any two of the following tools of mass communication :
   (a) Books, Newspapers, Magazines
   (b) Radio
   (c) Television
   (d) Films
   (e) Internet
8. What is Media Convergence? Explain with examples its technological dimension, economic dimension, socio-cultural dimension and its implications to 'Mass Communication'.
9. With specific example explain Portrayal of women in Indian Cinema
10. How is Mass Communication different from other forms of communication? Explain in detail with the help of examples.
11. Explain the term 'Gatekeeping'? Explain the Gatekeeping Model.
12. With the help of a case study, explain how mass communication can be used for social and political causes.
13. Explain the term Convergence. In what ways do you think convergence is going to impact the traditional mass media?

14. Critically examine mass media's portrayal of women. How can such portrayal impact women?

15. Explain the Laswell Model of Communication with diagram.

16. What is the code of broadcast for AIR and Doordarshan.

17. Write a short history of 'Films in India' and explain any two decades of Hindi cinema.

18. Public Relation is all about public and communication. Explain with reference to PR in India.

19. Who according to you is a good social communicator? Explain by giving instances in which s/he connected with the masses

20. Describe various tools of Traditional & Folk Media with suitable examples

21. Elaborate the concept of communication with various definitions and explain various forms of communication.

22. Discuss the use of television as a means of mass communication in India. Describe its advantages and disadvantages, uses and potential with examples.

23. Discuss with examples how newspapers serve the functions of mass communication. Discuss benefits and drawbacks

24. Discuss the objectives/ functions of Mass Communication.

25. Discuss barriers to mass communication with examples.

26. Discuss the growth and evolution of radio as a mass medium in India.

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27. Define Barriers to Communication with special reference to Socio-Psychological barrier and Cultural barriers.

28. Write a short history of 'Films in India' and explain any two decades of Hindi cinema.

29. Discuss the process of communication with reference to any mass medium

30. What do you mean by 'barriers to communication'? Do you agree that barriers are created by the media?

31. Do political communicator's speech style create an impact? Explain it with reference to your favourite political communicator

32. Do you think that mass media only creates negative impact on children and youth? Discuss.

33. What has been the impact of media on our culture? Discuss with relevant examples.

34. Comment on 'Media Convergence and its technological dimension with impact on mass Communication'.

35. Elaborate on Group Communication using Traditional and Folk Media

36. Impact of New Media on Women and Children and their development.

37. Communication is a process whereby reality is produced, maintained, repaired and transformed. Explain the concept with the help Gerber's model and the barriers involved in the process of mass communication.

38. Describe Interpersonal, Public, Satellite and Interactive forms of communication and role of culture in mass communication with suitable examples.

39. Communication used to inform, to build an image and to influence public opinion. Explain the nature of mass media with role of Advertising and Public relations.

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40. Outline the difference between Traditional Folk media and Modern mass or Electronic media.

41. Elaborate the conceptual framework of Media Convergence and its implications to mass communication.

42. Explain the significance of Gatekeeping model of Communication

43. Write a short history of films in India and explain any two decades of Hindi Cinema.

44. What is Mass Media? What are the different types of Mass Media? List and explain the merits and demerits of each medium.

45. Explain and illustrate two communication models

46. What is traditional and folk media? Name and explain some of the traditional media.

47. What is the purpose of using traditional media in mass communication?

48. Analyse the impact of media on youth and children. Justify giving examples.

49. How is Mass Communication different from other forms of communication? Explain in detail with the help of examples.

50. With the help of a case study, explain how mass communication can be used for social and political causes.

51. Public Relation is all about Public and Communication. Explain with reference to PR in India.

52. Explain the different types of appeals in advertising. Give example of one product which uses advertising and how it has changed over the years.

53. What is 'Convergence of Media'? Explain the impact of New Media convergence and Socio - Cultural dimension of convergence.

54. What are different types of Communication? Explain each with importance.

55. What are different types of Mass Communication Media? Explain its importance in today's World?

56. Discuss the impact of new technology on mass media with reference to media convergence and information super highway.

Mass Media Research QUESTION BANK

Q.1. (a) Explain the central tendency of data. Calculate mode, median, and range of the following

5	4	9	15	25	8	9	6	10

What is standard deviation, skewness, and kurtosis?

What is quantitative and qualitative research? Explain with examples.

What is research? Why is research important in mass media?

What are the different types of primary data collection methods? Explain

What is sampling? Explain probability and non-probability sampling

What are the different types of secondary data collection? Explain.

Explain the process of interview in data collection method.

What are the different types of secondary data collection? Explain

What are the points to remember when making a questionnaire?

What are the different types of research design? Explain

Explain the concept of semiology. Give examples relevant to media

What is tabulation? What are the steps in tabulation?

What are the steps involved in research? Explain

Explain Barthes primary and secondary level of signification

What is research design? Explain its importance in research

Explain the steps in content analysis

What are surveys? Explain its various types

Explain what are independent and dependent variables with suitable examples

Explain the observation method of data collection

What are different types of attitude measurement scales

What is data tabulation. Explain its importance?

Explain various types of probability methods of sampling

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What is the difference between qualitative and quantitative method?

Explain the semoitic approach to the construction of meaning?

Explain the qualitative and quantitative approach to content analysis?

When is exploratory research conducted?

Explain various methods for secondary data collection

What is descriptive and causal research. Explain with examples

Explain various types of attitude measurement scales

Explain different types of primary data collection

What are projective techinques? Explain its types

What is literature review ? How it is conducted ?

What is a focus group interview ? Explain its characteristics

Explain the various methods of non-probability sampling

Explain the types and basics of a questionnaire

Explain the content analysis and its uses in research?

Explain the structure of research report in brief



PRINT PRODUCTION & POTOGRAPHY QUESTION BANK

Write in brief about zoom lens

Explain parameters of light

What is focusing?

What is image capturing

Compare Camera with Human eye

What is bokeh? How to get nice bokeh?

What is motion blur?

Discuss lens basics

Explain ISO

Explain Shallow DoF

Explain Degree of blur with diagram

How shutter speed and Aperture correlate?

Define 'Depth-of-Field'. Use Diagram to Explain

What are the essential parts of camera ?

What is Motion Blur? Explain creative aspects

Explain lens basics in brief

Explain Compressed Perspective

Discuss CTP technology

What is Enhanced Perspective ?

Define 'One Point Perspective' with the help of diagram

Discuss Journalism & Forced Perspective

The factors that affect perspective in brief

What is photography? Explain its elements & describe various types of photography.

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What are the essentials components of a camera? Write in details any 2 types of camera highlighting these essentials.

Describe major landmark in history of printing technology.

Explain " Three Lighting Principle & concept."

What is white balance? Explain its need.

What are the parameters of light. Explain each in details?

What are the different types of lenses? Describe with examples.

Explain the process of plate making in screen printing.

Explain in detail process of offset printing & letter press.

Describe digital printing in detail.

What is depth of field? How does it work?



FYBAMMC – SEM II JOURNALISM QUESTION BANK

Discuss growth and contribution of Indian Press in freedom movement.

Explain Citizen Journalism

Explain the elements of news.

What is inverted pyramid? How it is useful while writing a news?

Explain scope and limitations of blogs.

What are the responsibilities of an Editor in Chief?

Explain the types of lead in detail.

Explain the principles of Journalism

What are the objectives of Press Council of India?

Explain difference between Newspaper and Magazine

Explain Investigative Journalism.

Explain impact of technology on Journalism.

Explain the impact of Printing Press on the reformation in Europe.

Explain the effect of emergency on Indian Press.

Distinguish between Mainstream Media and Citizen Journalism.

Explain the various sources of news.

Explain the types of lead in detail.

Describe Code of Ethics for journalists.

Explain in detail the types of news.

Write advantages and disadvantages of Inverted Pyramid.

Write a note on Crime Beat and Business Beat.

Explain the significance of Data Journalism.

Explain different departments of News Organisation.



Explain the various types of career in Journalism.

What is the impact of technology on Print Media?

What are the tools that are used for News gathering?

Write about the various stages of Indian Media.

Is Social Media a blessing or a curse?

How has technology impacted the Media?

What are the traits of a good Journalist?

Write a note on General Beat and Crime Beat.

What is Data Journalism and why is it important in today's times?

What is News? What is the importance of News?

What makes a good story?

What are the different types of News Stories?

What are the key elements of a News Story?

Examine the Delhi Assembly Elections.
Examine the Union Budget 2020

Explain the concepts

Journalism

Electronic Media

Media Conglomerate

Editorials

Feature

Indian Press

Magazine Boom

Photo journalism



Reporting

Public Relations

AFP

Murdochism

Dainik Bhaskar

Digital Media

Internet Publishing

Photography

Reporting

Digital Media

New Media

Feature Writers

News Story

SHORT ANSWERS

Johannes Gutenberg

Indian Express

Dainik Jagran

E – Newspapers

Amrit Bazar Patrika

Reuters

Associated Press

Print Journalism

Print Media



Wireless Sound Transmission

Broadcast Radio

Print Journalism

Data Journalism.
Lok Satta
OP-ED



Media Gender & Culture SEM II QUESTION BANK

What is Feminism? Explain the Waves of Feminism in detail.

Explain the Features of Culture Studies.

Discuss Ulrich Beck's Theory of Technoculture and Risk.

Explain Stuart Hall's theory of Circuit of Culture in detail.

Discuss the Social Construction of Culture with suitable examples.

What is Economic Construction of Culture? Discuss with examples.

Discuss the growth of Popular Culture with examples.

What is Commodification of Culture?

What is Media Imperialism?

Explain the Impact of Globalization on Culture.

Discuss the Evolution and Need of Culture Studies in detail.

What is Acculturation? Explain the stages of Acculturation with examples.

What is Cultural Shock? Explain with examples.

Discuss John Fiske's theory of Culture and Industry.

Discuss Political Construction of Culture with suitable examples.

Explain Religious Construction of Culture with examples.

Write a note on Meme Culture.

Discuss the Impact of Popular Culture on mainstream media.

Explain the depiction of Gender in Indian Cinema and Advertisements.

Discuss the recent trends of Digital Media Culture.

Discuss the "Black is Beautiful" Campaign.

Explain features of cultural studies

How media is playing an effective role for developing Indian culture

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What do you mean by Cyber culture?

Explain the role of media in political construction of culture

How Globalization affected on culture? Explain.

What is media commodification?

Explain stereotypical representation of women in Indian cinema.

Explain #Me Too Movement.

Explain impact of global culture and its relevance in media.

Discuss the concept of media imperialism

SHORT NOTES:

Culture

Culture and Power

Corporatization

Patriarchy

Cultural Relativism

Conglomerates

Gender Equality

Encoding and Decoding

Acculturation

Women in Indian Cinema

Memes

Technoculture and Risk

Enculturation

Cyber Culture

Social Constructs

Circuit of Culture



Political Culture

Gaze Theory

Professionalization

Culture

Localization

Post Feminism

Yellow Journalism

Creolization

Technoculture.

Gender Discrimination

Media Globalization.

Popular culture

Acculturation

Privatization

Ethnocentrism

Feminism

Political culture

Masculinity

Memes

Gender Stereotyping



ADVERTISING QUESTION BANK

What are the unethical forms of advertising? Elaborate any 3 with the help of examples.

Explain what are the various functions of Advertising?

Explain the importance of pretesting. What are the methods of pretesting the advertisements.

Explain the key elements of Creative Brief.

Describe what is advertising and elaborate on the growth and development of advertising in India?

Explain the characteristics of advertising?

What is concept testing? Explain the key elements of Concept Testing

Describe in detail the Evolution of Advertising in India with Examples

Describe in Detail the Structure of an Advertising Agency?

List Down 6 Different forms of media with examples

What are the steps of an advertising strategy?

What is IMC? Define 4 Key tools of IMC used by brands with examples?

Discuss the Communication Process with a diagram

Describe how do you write a Copy for TV media

Explain the importance of pretesting. What are the methods of pretesting the advertisements

Explain the key elements of a marketing brief?

Elaborate on the following departments of an ad agency:

- Account Planning and Account Management
- Creative team
- Media team

Outline the steps in making an advertising strategy

Define what is IMC and list down the key tools of IMC with Examples

List Down 6 Different forms of media with examples

Explain the objectives of Advertising.

Explain the criticism of advertising.



State the structure of AD Agency.

Explain the essentials of a good copy.

Describe the role of advertising in marketing mix elements.

What are the Principles of effective Layout.



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Advertising Question Bank

1. Evolution of Advertising,
2. Importance of advertising
3. Scope of advertising
4. Features of advertising
5. Benefits of advertising
6. Five M's of Advertising
7. Types of Advertising
8. Stimulus Theory
9. AIDA
10. Hierarchy Effects Model
11. Means – End Theory,
12. Social, cultural and Economic Impact of Advertising,
13. the impact of ads on Kids,
14. Women and Advertising
15. Ethics and Laws in Advertising
16. Public Service Advertising,
17. Corporate Advertising,
18. Advocacy Advertising
19. Evolution of IMC, Reasons for Growth of IMC.
20. Promotional Tools for IMC
21. IMC planning process
22. Types of newspaper advertising
23. Advantages and disadvantages of magazine advertising
24. Out-of-home Advertising
25. On- premise advertising
26. Transit advertising
27. Radio advertising Advantages and Disadvantages of Radio advertising
28. Television advertising **and its** Advantages and Disadvantages
29. Film advertising and Product placement - Advantages and Disadvantages
30. Types of public relations
31. Difference between public relations and advertising
32. Difference between Publicity and Advertising
33. Advantages and Disadvantages of Public Relations
34. Advantages and Disadvantages of Publicity
35. Growth and Types of Sales promotion, Advantages and Disadvantages
36. Growth of Direct marketing and its tools Advantages and disadvantages
37. Departments of Advertising Agencies
38. Types of Advertising Agencies
39. Selection criteria for Advertising agency
40. Maintaining Agency–client relationship
41. Agency Compensation.

42. definition and importance of creativity
43. creative process ,
44. execution styles of presenting ads.
45. Role of different elements of ads
46. Elements of Advertisement copy
47. Principles of Copywriting for print,
48. essentials of good copy,
49. Types of Copy,
50. Rural and Urban Advertising,
51. Digital Advertising,
52. Content Marketing (Advertorials),
53. retail advertising,
54. Lifestyle advertising,
55. Ambush Advertising,
56. Global Advertising



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Visual Communication Question Bank

1. History and development of Visuals
2. Need and importance of visual communication
3. Visual Communication as a process
4. Visible concepts
5. Invisible concepts
6. Gestalt
7. Constructivism
8. Ecological
9. Sensual Theories
10. Semitics
11. Cognitive
12. Perceptual Theories
13. Color theory
14. Psychological implications of color
15. Colors and visual pleasure
16. Elements of Design
17. Principles of design
18. Painting
19. Photography
20. Film & Television
21. Documentaries
22. Script writing & visualization
23. Comics & Cartoons
24. Digital Images, Animation & VFX
25. News Papers
26. Advertisements
27. Photo Journalism
28. Folk & Performing Arts , Theatre
29. Ethics
30. Impact of Language and culture
31. Images and messages
32. Signs & Symbols (GIF, etc.)
33. Audience Behavior
34. Citizen Journalism
35. Going Viral
36. Visual stereotyping in social media

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Media Studies Question bank

1. Media Participant theory
2. Social Responsibility theory
3. Era of Mass Society and Culture
4. Development media theory
5. **Propaganda and propaganda theory**
6. **Hypodermic needle theory**
7. **Harold lasswell theory**
8. Scientific perspectives to limited perspectives
9. Paul Lazarsfeld-Two step flow theory
10. Carl Hovland and Attitude Change theory
11. Toronto school (McLuhan)
12. Schools- Birmingham(Stuart Hall)
13. Frankfurt- Theodor Adorno and Max Horkheimer
14. Raymond Williams- Technological Determinism
15. Harold Innis- Bias of Communication
16. **Media and Identity** (India examples
17. Media effect theories
18. Agenda Setting Theory
19. Cultivation Theory
20. Politics and Media studies-media bias
21. Media decency
22. Media consolidation
23. Spiral of Silence
24. Meaning making perspectives
25. Cultural Perspective
26. New media
27. Henry Jenkins-Participatory culture
28. Internet as Public sphere-Habermas to Twitter
29. McLuhan 's concept of Global village in the age of Netflix
30. Uses and Gratification in the age of Internet

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Electronic Media II Question Bank

1. Evolution and growth of Radio:
2. Satellite Radio – The Evolution and Growth
3. AIR and Community Radio- Developmental and Educational Role
4. Internet Radio and Private FM Channels broadcast on Internet.
5. Evolution and growth of Television
6. Evolution and growth of Private and Satellite channels:
7. Growth of Private International, National and Regional TV Networks and fierce.
8. Competition for ratings.
9. Satellite television broadcast-Television channels for niche audiences — entertainment, news, sports, science, health and life style. HDTV telecast
10. Proliferation of DTH services
11. Rise of regional channels and Importance of Regional Channels in India and Globally
12. Trends in regional radio and Television channels.
13. Breaking news on television and the TRP race:
14. How panel discussions can make the public opinion
15. Radio and Television Interview techniques
16. Qualities of a good anchor
17. Voice modulation
18. Characteristics of Radio Jockey
19. Scripting for Interviews/Documentary/Feature/Drama/Skits on Radio and TV.
20. Preparing Audio and Video briefs
21. 24/7 news broadcast
22. Convergence and Multi-media
23. Emerging Trends in Electronic media
24. Digital storytelling /Features

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Agency Management Question Bank

a. Agencies role
b. Functions
c. Organization and Importance
d. Different types of ad agencies
e. Role of account planning in advertising
f. Role of Account Planner
g. Account Planning Process
h. The Client – Agency Relationship
i. The Gaps Model of service Quality
j. Stages in the client-agency relationship
k. How Agencies Gain Clients
l. Why Agencies Lose Clients
m. Means-End chaining and the Method of Laddering as guides to Creative Advertising Formulation
n. Entrepreneurship Functions,
o. Need and Importance.
p. b. Entrepreneurship-As Innovation, risk taking and problem solving.
q. c. Social Entrepreneurship
r. Sources of capital for startup Company
s. Creating and Starting the Venture
t. Various Stages in setting up a new Agency
u. Various stages of marketing plan
v. Traditional Response Hierarchy Models: AIDA
w. Communications Objectives
x. DAGMAR:
y. Various methods of Agency Remunerations
z. The Scope and Role of Sales Promotion
aa. Reasons for the Increase in Sales Promotion
bb. Types of sales promotion

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Social Media Marketing

1. What is the E-marketing? The changing marketing landscape.
2. E- marketing strength and application,
3. Communication modes
4. Emarketing and Consumer segmentation
5. E- marketing and Sales and Trade promotions
6. types of Digital Marketing
7. Types E- mail marketing,
8. Types Internet marketing
9. Types of Mobile marketing
10. Generation Y Expectation and influence
11. Implication of Digital change ,
12. Emerging consumer segmentation in India
13. Meaning , Importance ,
14. Myths about Social media marketing,
15. Brief History Characteristics of Social
16. Media marketer and Careers in Social media marketing
17. .Content Strategy For Social Media Marketing
18. 10- step framework for creating successful SMM strategy,
19. Creating content for Multiple platforms Marketing
20. What is Face book marketing ? Facebook page best practices,
21. Face book ad campaign Objectives and targeting and Content creation and sharing .
22. Optimizing Instagram profile,
23. Creating content strategy,
24. Influencer marketing and Instagram Ads
25. LinkedIn for personal branding,
26. Brand marketing for LinkedIn,
27. Ads on LinkedIn
28. 7.Pinterest Marketing
29. Leveraging Rich Pins
30. How to build foundation for your Youtube channel,
31. Usage of free resource ,
32. Optimize organic traffic by selecting key words for videos
33. Optimization of advertisements
34. Social Media Marketing Plan
35. What is SMM plan?
36. Social Media Marketing cycle,
37. 5 stages, Setting Social Media Marketing goals and objectives (Exposure,
38. Engagement, Influence , Impact and advocacy) ,
39. Eight C's of strategy development Uses of
40. keywords, hashtags, and emoji in targeting branded posts ,
41. Evaluating Social media marketing success

42. What is campaign management?
43. How to use campaign management for Facebook, Twitter etc, Sentiment mining,
44. Using Corporate blog as a
45. CRM tool.
46. How Companies use blogs for effective
47. campaign management?
48. Ethics Code of ethics ,
49. 9 Rules of engagement for Social Media Marketing
50. Careers in Social media marketing



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Department of Management Studies

Subject: ~~Retailing~~ and Merchandising

Semester: V I

SNO	Question	Option 1	Option 2	option 3	Option 4	Correct Option
1	Retail is the end or final stage of any _____ .	Economic activity	Trading	Manufacturing	Wholesaler	Answer1
2	_____ is a process of promoting greater sales and customer satisfaction by gaining a better understanding of the consumers of goods and services produced by a company.	Stock Management	Design Management	Location Management	Retail Management	Answer4
3	A major _____ activity performed by retailers is holding inventory so that the products will be available when consumers want them.	Time consuming	Place utility	Value-providing	Design	Answer3
4	When a part of a department in a retail store is leased or rented to an outside party, it is termed as a _____.	Chain Retailer	leased departme	independent retailer	Consumer Co-operatives	Answer2
5	A _____ refers to a store that stocks a particular type of merchandise or a single product of durable goods like furniture,	specialty store	independent	Chain Retailer	Consumer Co-operatives	Answer1
6	In this method, unique _____ is given to every product to give identification along with the human readable numbers.	bar code	RFID	EDI	CCTV	Answer1
7	_____is a technology that allows an object or person to be identified at a distance by means of radio waves.	bar code	RFID	EDI	CCTV	Answer2
8	____ is transforming the way business is conducted and monitored across supply chain	Radio frequency Identification	Electronic label	Surveillance	bar code	Answer1
9	_____ is a non-store format in which products or services are stored in a machine & dispensed to customer.	Kiosks	Catalogue	Internet	Vending Machine	Answer4
10	_____ is the use of electronic and digital equipment for monitoring retail stores in the form of CCTV equipment.	Electronic Surveillance	Radio tags	Bar coding	Frisking	Answer1
11	_____ store is a large retail store offering wide variety of products under one roof separated by different departments.	Speciality	Departme ntal	Convenience	fair price	Answer2
12	A _____ is a large self service retail food store.	kirana	ntal	supermarket	hypermarket	Answer3

13	Big Bazaar has used 15th August &_____as days for giant sale.	1st May	January	2nd November	1st January	Answer2
14	Hyper Market	Stocks only a particular type of	Combinati on of a	Sahakari bhandar	Sales person interacts with	Answer2
15	visual merchandising is not associated with	overall look up store	placemen t of	differentiate themselves	Insurance of products	Answer4
16	Organized retail in India stands at around _____ out of the total retail market	3%	4%	5%	6%	Answer1
17	_____ impact how consumers shop and what goods they purchased.	Store locations	Social factors	Personal factors	Cultural characteristics	Answer4
18	Prior goal of CRM was to establish _____ and perfect relationships.	Customer preference	Customer experienc	Customer loyalty	Customer reaction	Answer3
19	The acquisition of a new customer costs_____ times more than maintaining an existing customer.	10 to 20 times	20 to 25 times	5 to 10 times	30 to 40 times	Answer3
20	_____ means a retailer builds customer loyalty by developing a clear and distinctive image of its retail offering and consistently reinforcing	Retail brands	Positionin g	Loyalty program	Retail program	Answer2
21	_____ are coupons that can be printed on a customer's home computer and printer and taken to a brick and mortar store.	Coupon code	Promotio n code	Printable coupons	Discount code	Answer3
22	A _____ is a refund of part of an items purchase price.	Cash back	Discount	Coupons	Rebate	Answer4
23	_____ are retail outlets that are owned and operated by consumer for their mutual benefit.	Franchise organisation	Service retailing	Consumer cooperative	Self selection retailing	Answer3
24	_____ are small selling spaces located in malls offices airports etc.	shopping center	kiosks	location	vending machines	Answer2
25	_____ is not a psychological element which influence a consumer buying behaviour	gender	perceptio n	belief	learning	Answer1
26	_____ includes the activities associated with receiving storing and discriminating inputs to the product	inbound logistics	outbound logistics	operations	call center	Answer1
27	_____ offer various incentives and rewards to consumers on the basis of cumulative purchases from a given provider, be it store , a	Point Of Sale	Frequent Shopper	Product	Customer Retention	Answer2
28	_____ provide the ways to gather lead contact information, house it, use it communication purposes and run reports on the data	Point Of Sale	Customer Analytics	Campaign	inventory	Answer2
29	_____is the growth that the retailer seeks by developing new products for new markets.	diversification	market developm	market penetration	product development	Answer1
30	Central business districts	traffic during the	malls	store	Seasonal demand	Answer1
31	Destination Location	Seasonal demand	within a	necessities	Shopping malls	Answer4
32	Free standing stores refers to_____	shopping mall	store	isolated stores	malls	Answer3
33	Freeform layout	Shopping malls	ise is	Innercity	Operations	Answer2
34	Primary activities of value chain are_____	procurement	y	logistics	firm infrastructure	Answer3

35	The _____ shift in population have an implication for retailers	artificial	hic	geographic	real	Answer2
36	There should be _____ and convenient parking place for customer.	Sufficient	Narrow	Congested	broad	Answer1
37	_____measures how well the brand is regarded and respected.	Knowledge	Esteem	Relevance	Differentiation	Answer2
38	in Freight on Board origin of geographical strategy.	Purchaser	ent	Supplier	Manufacturer	Answer1
39	_____ usually offers discounts in the form of a percentage or certain amount off a certain item.	Coupons	Rebates	Results	Tickets	Answer1
40	_____ pricing uses high prices to convey a distinct image for the products.	Reference	Prestige	Mark-up	Skimming	Answer2
41	_____ is always illegal since it suppresses competition and often raises the cost to the customers.	Horizontal Price Fixing	Predatory Pricing	Discount Pricing	Vertical Price Fixing	Answer1
42	____ enjoy popularity for a limited period of time and usually generate a high level of sales for a short time	Fads	Staples	necessities	fashion	Answer1
43	_____ is the smallest unit available for inventory control	assortment	category	unit	specialty	Answer3
44	_____is the combination of all products made available in a store and a set of products offered within a product category.	Merchandise	Category	Stock keeping unit	Assortment	Answer4
45	Basing point pricing is _____ strategy.	Promotional	d	Geographical	Psychological	Answer3
46	In Young and Rubicam Brand Asset Valuator Model _____ measures the breadth of a brands appeal.	Differentiation	Esteem	Knowledge	Relevance	Answer4
47	Private labeling is not applicable to ____ categories.	Vegetables	items	Cosmetics	Beverages	Answer1
48	_____ them for their overall development .	acquaint	train	motivate	authorise	Answer2
49	The exterior store design is a function of the location of the _____.	building	store site	campaign	layout	Answer2
50	An example of Graphics is _____.	photo panel	signboard	digital signage	posters	Answer1

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Agency Management – Question Bank

1. AAAA defines as ____
a) Association of advertising agencies of America
b) Association of agency agencies of America
c) Association of account of America
d) Association of analysis of America

2. ____ is a service organization comprising of the team of experts, who create, plan & handle advertising
a) Client
b) Ad agency
c) Aviation
d) Research department

3. IMC means ____
a) Integrated marketing communication
b) Internal marketing communication
c) Individual marketing communication
d) Independent marketing communication

4. Areas of Agency evaluation ____
a) Expertise /objectivity / dedication / staffing & management
b) Expertise / staffing & management
c) Expertise /objectivity
d) Expertise / dedication / staffing & management

5. Marketing strategy is the long term plan designed to achieve ____ objectives of client's firm
a) Advertising
b) Marketing
c) Communication
d) Financial

6. Three stages of buyer behavior ___
a) Cognitive /Affective / Conviction
b) Motivate/ affective/buying
c) Awareness/desire/buying
d) Cognitive/desire/conviction

7. ____ is implemented when there is relatively low demand & low brand loyalty
a) Pull strategy
b) Push strategy
c) Pull + push strategy

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d) Communication strategy

8. _____ is a process that involves research and information gathering about the client's products and services
a) Account Planning
b) Planning
c) Creating an image
d) Public Relations

9. _____ can be a job, process, or a way of approaching business planning.
a) Account Planning
b) Creativity
c) Designing
d) Marketing

10. What does the creative process involve the development of?
a) Central theme
b) Finance
c) Public relation
d) Marketing

11. _____ influences the entire creative development process except for production.
a) Public relation
b) Business planning
c) Account planning
d) Research

12. Budget for a communication campaign is decided by
a) The marketer
b) The agency
c) The consumer
d) The retailer

13. Segmentation on the basis of lifestyle would NOT include:
a) Hobbies,
b) Recreational pursuits,
c) Entertainment, vacations
d) Climate

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14. VALS is a segmentation
a) Values & lifestyle
b) Demographics & psychographics
Geography & lifestyle
d) Life stages &behavior

15. ----------starts with identifying opportunity and scope of business.
a) The process of concept development
b) The process of growth and development
c) The participation of business parties
d) The process of building a team

16. The internal environment consists of any two of the following.
a) Management Philosophy and Human Resource.

b) Management Members and Client Members.
c) Management and Entrepreneurs
d) Management and External Resource.

17. The study of internal environment helps to find out the _____ within the firm.
a) Loopholes.
b) Weakness.
c) Strength
d) Co – operation.

18. _____ should deal with optimal visibility of the business and marketing goals.
a) Marketing Plan.
b) Commercial Plan
c) Logistic Plan.
d) Progressive Plan.

19. Which of the following are important aspects of sales promotion?
a) Extra incentives
b) Likelihood of product
c) Cost effective
d) Creating desire

20. Use of _____ techniques help to differentiate your products from those of your competitors.
a) Sales promotion
b) AIDA
c) DAGMAR
d) Advertising

21. One of the major objectives of consumer franchise building is _____.
a) Increased shelf life of products
b) Sudden acceleration of sales
c) Contests and sweepstakes
d) communicate distinctive brand attributes

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22. POP is known as ____.
a) Pay of point
b) Point of purchase
Popular of products
d) Purchase of products

23. Which was the first agency in the USA, with a status for creative work in Advertising?
a) Lord & Thomas
b) Maccann Erickson
c) Rediffussion
d) Mudra Communication

24. _____ provides incentive reactions by stimulating customers to submit entries into draws of chance that are tied to product or service awareness wherein the featured prizes are given away by client companies.
a) Coupons
b) Premiums
c) Sweepstakes
d) Contest

25. Which one is not a Consumer – Oriented Sales Promotion Vehicle.
a) Samples
b) Refunds
c) Price – off Deals
d) Trade Shows

26. Advertising agencies provide a valuable resource for any enterprise seeking to ____
a) Increase its customer base or its sales
b) Increase its manpower
c) Increase assests
d) Increase wealth

27. Promotional services include ____
a) Consumer demand analysis
b) Sales promotion / PR activities
c) Sales forecasting
d) Media buying

28. Market research service include ____
a) Consumer demand analysis
b) Content for tvc
c) Caltalogue
d) Brand audit

29. Stages in Client –Agency relationship ___
a) Pre-relationship stage / developing stage/maintenance stage/termination stage
b) Pre-relationship stage / maintenance stage/termination stage
Pre-relationship stage / termination stage
d) Pre-relationship stage / developing stage

30. Means-End Value chain ___
a) Attribute – functional consequences - psychosocial consequences – values
b) Attribute – psychosocial consequences – values
c) Functional consequences – psychosocial consequences – values
d) functional consequences – psychosocial consequences

31. A ___ is a written document that summarizes what marketer has learned about the market place & indicates how the firms plan to reach its marketing objectives
a) Marketing plan
b) Advertising plan
c) Copy plan
d) Media planning plan

32. Product objectives ____
a) To grow the company
b) To increase market share
c) To launch a new product
d) To increase brand awareness



33. STP stands for ___
a) Segmenting – targeting – placing
b) Segmenting – targeting – positioning
c) Segmenting – targeting – pricing

d) Segmenting – targeting – product

34. DAGMAR is defined as ___
a) Defining advertising goals measured advertising results
b) Defining advertising gains measured advertising results
c) Defining accounting goals measured advertising results
d) Defining action goals measured advertising results

35. ____ is a comprehensive document prepared by entrepreneur that consists of the vital information in regards of internal & external factors required to be considered,while starting new venture
a) Business plan
b) Marketing plan
c) Copy plan
d) Ad plan

36. _____ is the method where agency is paid a fixed commission by media on media bill for media space bought by agency
a) Fee system
b) Agency commission
c) Service charge
d) Aor

37. Consumer sales promotion includes ____
a) Sampling /coupons etc
b) Pop
c) Trade allowance
d) Trade shows

38. ____ is based on lucky draw concept
a) Sweepstakes
b) Premiums
c) Bonus
d) Pop

39. _____ have to work with the clients and the creative teams within the agency.
a) Copywriter
b) Designer
c) Business Development Manager
d) Account planner

40. Distribution objectives ____
a. Availability of the products in the market
b. Making product available at cheaper rate
c. To grow the company
d. To design logo



41. ____ comprises of free gifts,prizes,etc
a. Premiums
b. Pop
c. Frequency programs
d. Trade allowances

42. Advertising account planning is about keeping the _____ at the centre of the marketing.
a. Customers
b. Sales
c. Public relations
d. Selling

43. _____ is one of the most important skill an account planner must posses.
a. A good tie
b. Punctuality
c. Communication skills
d. A college degree

44. The _____ may be based on the resources available to the company.
a. Advertising objectives
b. Hiring of employees
c. Budget
d. Research

45. What is the last stage in the account planning process?
a. Evaluation
b. Creation
c. Execution
d. Designing

46. Account planners are part of the account-management team and work as equal partners with _____.
a. Account executives
b. Business development manager
c. Copywriter
d. Retailers

47. The following is not a P of marketing
a. Product
b. Price
c. Promotion
d. Pace

48. The product does not include one element listed in the following, identify the same
a. Logo & branding
b. Packing & packaging
c. Quality & variety
d. Payment & credit terms

49. Price would not include:
a. Payment terms
b. Credit period
c. Margins of retailer
d. Quality

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50. Meeting with others and participating in organized group and considering each and every idea in the group and discussing together can lead to ----------
a. Full fledge agency
b. Calculating ideas
c. Relation building
d. Brain storming ideas

51. _____ provides actual sales results which indicate the acceptance level of consumers.
a. Test Marketing Stage.
b. Sales Marketing Stage.
c. Product Demographic Analysis.
d. Product Marketing Stage

52. _____ is the prerequisite to establish connection between entrepreneurs, Labour & machine.
a. Finance
b. Business.
c. Organizations.

Establishments
53. Managing the manpower planning, recruitment policies,training& development of the agencies is looked by _____
a. Human Resource Plan.
b. Administrative Plan.
c. Receptionist Plan.

Executive Plan
54. Which of the following is an important use of sales promotion for new brand introduction?
a. Obtaining trial and repurchase
b. Increase consumption
c. Increase Loyalty
d. Incentive

55. ____ are responsible for body copy of the ad or slogan,etc
a) Art directors
b) Media planners
c) Copywriters
d) Accountants

56. ____ is the type of agency completely owned by advertiser with the aim to secure complete control over advertising
a) In-house agency
b) Full service agency
c) Modular agency
d) Mega agency

57. Awareness – knowledge – liking-preferences-conviction-purchase defines ____ model



a) Aida
b) Hierarchy
c) Innovative
d) Adoption

58. ____ is the method where agency appoints a single agency to buy a space & time for all their brands
a) Agency on record (AOR)
b) Fee system
c) Agency commission
d) Service charge

59. According to Philp Kotler, ____ consists of a diverse collection of incentive tools to stimulate purchase of goods/service
a) Sales promotion
b) Public relation
c) Logo designing
d) Copywriting

60. CFB stands for ___
a) Consumer franchisee building
b) Customer franchisee building
c) Consumer franchisee brand
d) Customer franshisee brand

61. ____ means repayment of a part of money paid for the purchase
a) Refund
b) Rebate
c) Sweepstake
d) Coupons

62. Account planning includes gathering information about the client's products, services, brand, and _____.
a) TV commercial
b) Consumers
c) Marketing
d) Employees of the company

63. What has increased the need for research?
a) Planning
b) Account planning
c) Lower sales
d) The rise of the information age

64. An _____ works with the clients to establish their aims and objectives.
a) Copywriter
b) Account planner
c) Designer
d) Writer



65. _____ is the first step in the account planning process.
a) Creating designs
b) Defining the product or service
c) Creating the copy
d) Going in the market

66. The planner's primary role is to champion the _____ point of view.
a) Consumer's
b) Copywriter's
c) Marketer's
d) Advertiser's

67. The IMC (integrated marketing communication is also the ..... P of marketing
a) Product
b) Price
c) Promotion
d) Place

68. Place does not include one element listed in the following, identify the same
a) Location
b) Coverage
c) Logistics
d) Sales promotion

69. SWOT stands for
a) Strengths/ weakness/ opportunity/ threats
b) Strengths/ weakness/ others/ tiers
c) Strengths/ weakness/ opponent/ trial
d) Speakers/ witnesses / occurrences/ triggers

70. An_____ is a kind of a service organization that is committed to planning, creating, designing and executing advertising for its client.
A. Account planner
B. marketing department
C. Communication department
D. advertising agencies



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Media Planning and Buying Question Bank

1. Meaning of Media & Features of Media,
2. Meaning of Media Planning ,
3. Scope of Media planning ,
4. Media Planning Elements,
5. Role of Media in Business,
6. Media Planning Process,
7. Impact of Marketing Objectives on Media Planning,
8. Factors Influencing Media Planning Decisions,
9. Role and Importance of Media in Consumer Buying Decision,
10. Role of Media Planner,
11. Challenges of Media Planning,
12. Organization Structure of Media Company,
13. Regulatory Framework and Legal Aspects in Media Planning
14. Meaning, Role and Importance
15. Sources of Media Research
16. Need for Media Mix,
17. Identifying Audience for Mass Media ,
18. Factors Affecting Media Mix Decision,
19. Types of Media Mix Decisions
20. Factors Affecting Selection of Print Media Decisions ,
21. Types of Print Media, Advantages and Limitations
22. Factors Affecting Selection of Television Media Decisions, Advantages and Limitations
23. Factors Affecting Selection of Radio Media Decision, Advantages and Limitations
24. Types of OOH, Advantages and Limitations
25. Factors Affecting OOH Planning Decision,
26. Online, Mobile, Gaming, In flight, In Store, Interactive Media
27. Need for Media Strategy, Situation Analysis for Media Strategy and its Component
28. Steps in Formulating Media Strategies:
29. Factors to be considered while Framing a Budget
30. Importance of Media Budget.
31. Methods of Setting Media
32. Role of Media Buyer,
33. Objectives of Media Buying,
34. Media Buying Process
35. Concept & Elements of Buying Brief,
36. Art of Media Buying

37. Negotiation in Media Buying,
38. Criteria in Media Buying
39. Factors Affecting Scheduling:
40. Scheduling Patterns
41. Scheduling Strategies for Creating Impact
42. Reach, Cumulative/Frequency Reach,
43. Discrete & Cumulative distribution,
44. Average Opportunity to See (AOTS),
45. Effective frequency/Reach
46. Dairy v/s Peoplemeter,
47. TRP,/TVR, Program Reach & Time Spent,
48. Stickiness Index, Ad Viewership
49. Arbitron Radio Rating
50. Circulation,
51. Average Issue Readership (AIR), Total or Claimed Reader, Sole or Solus reader.
52. Traffic Audit Bureau (TAB)
53. Gross Rating Points (GRP), Gross Impressions (GI),
54. Share of Voice (SOV).
55. Cost Per Rating Point(CPRP),
56. Reach Delivered by the Buy,
57. Visibility Spots,
58. Bonus Percentage,
59. Upgrades and Spot Fixing,
60. Sponsorships
61. Discount on Rate Card, Negotiated Rate,
62. Cost Per Thousand (CPT),
63. Market Share Incentives,
64. Readership v/s Circulation Track,



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Media Planning and Buying

1. Media literacy means the ability to
a. Read and write
b. Create professional media
c. Understand and use media
d. Prepare for a career in media
2. Good media criticism should always
a. Reveal negative aspects of media
b. Offer analysis based on reason
c. Warn us that ads sell us things we don't need
d. Condemn our emotional reactions to media
3. In media studies "converging" refers to the coming together of
a. Two or more people, in public
b. Different professional ideas about media
c. Computer, telephone, and mass media technologies
d. Mass media and mass communication
4. Economies of scale save a company money because they enable the company to
a. Make a large variety of products
b. Make many copies of a product
c. Scale down the size of their products
d. Charge higher prices than their competitors
5. In terms of media/government relationships in the world today, the media in most countries are
a. Government owned and operated
b. Privately owned and government controlled
c. Privately owned and free from government control
d. Mixed in terms of government and private ownership and control
6. What is ABC?
a. American business circle
b. American business corporation
c. Audit Bureau of circulation
d. None

Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online

7. A person (or group) who has control over what information is disseminated to the audience is known as:
a. Newscaster
b. Reporter
c. Regulator
d. Gatekeeper
8. The news of important public events appearing in the front sections of a newspaper, is called:
a. Soft-news
b. Hard-news
c. Feature News
d. Investigative news
9. The famous communication Model SMCRE was devised by:
a. Schramm

b. Roger
c. Lasswell
d. Osgood
10. The communication based on purchased time or space is called:
a. Propaganda
b. Publicity
c. Advertising
d. None of these
11. UPI is the abbreviation of:
a. United Press of India
b. United Press of Indonesia
c. United Press International
d. None of these
12. Communication without words:
a. Mass communication
b. Visual Communication
c. Non-Verbal communication
d. None of these
13. OB stands for:
a. Outside Broadcast
b. Outdoor Broadcast
c. Official Beat
d. None of these
Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online
14. The Internet is:
a. An integral part of the Information Superhighway
b. An indirect product of the Cold War
c. A global network of interconnected computers
d. All of the above
15. ---------- in advertising. is a series of decisions involvin g the delivery of message to the targeted audience.
a. Market Analysis
b. Media Objective
c. Media Planning
d. Media Strategy
ANSWER: C
16. Every media plan begins with the----------
a. media objective
b. market analysis
c. mediamix
d. media strategy
ANSWER: B
17. The ---------- of target audience help s media planner to understand the media consumption habbits, and accordingly choose the most appropriate media mix.
A) analysis
B) identification
C) selection
D) classification
ANSWER: D
18. ---------- describes what you want the media plan to accomplish.
A) Media Objective
B) Media analysis
C) Mediamix
D) Media strategy
ANSWER: A

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19. ---------- refers to the number of people that will be exposed to a media vehicle at least once during a given period of time.
A) Frequency
B) Reach
C) CPM
D) CPP
ANSWER: B
Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online
20. ----------refers to the average number of times an individual within target audience is exposed to a media vehicle during a given period of time.
A. Frequency
B. Reach
C. Continuity
D. CPM
ANSWER :A
21. An effective media strategy requires a degree of ---------- _
A. continuity
B. mediamix
C. flexibility
D. discontinuous
ANSWER: C
22. ------covers two broad decisions selectionof media class, and selection of media vehicle with in media class.
A. Media mix
B. Media strategy
C. Media objective
D. Media selection
ANSWER: D
23. The implementation of media plan requires ------- _
A. Media slot
B. Mediamix
C. Media buying
D. Media selection
ANSWER C
24. Media Buying refers to buying ------ in the selected media.
A. slot
B. space
C. vehicle
D. time and space
ANSWER: D
25. .....is a way of describing audience based on factors such as age, gender, education level, town class, income etc.
A. Demographic
B. Psycho graphic
C. Socio-economic
D. infographics
answer a
Question Bank On Media Planning and Management with Answers
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26. ------- is away of describing audience based on the their life style, attitudes, aspirations, habits etc.
A. Demographics
B. Psycho graphics
C. Socio-economic

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D. Infographics
ANSWER B
27. Media--------- is a primary goal of advertising media planning and media buying.
A. frequency
B. efficiency
C. flexibility
D. reach
ANSWER: B
28. Scheduling in ---------- can help avoid the irritation factor and can keep an advertising campaign fresher for a longer time.
A. continuity
B. random
C. waves
D. avails
ANSWE-R: C
29. A magazine ---------- starts with its circulation and grows as original readers pass an issue along to other readers.
A. sub scribe
B. reader
C. audience
D. publisher
ANSWER: C
30. The average magazine draws half of its revenue from ------- and half from circulation.
A. marketing
B. audience
C. subscribers
D. advertising
ANSWER: D
Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online
31. ----- -------is ahighly negotiable medium when it comes to pricing.
A. News paper
B. Radio
C. Television
D. Internet
ANSWER: B
32. A large amount of ---------- advertising is for retailers, local businesses used for promotions.
A. newspaper
B. magazines
C. radio
D. television
ANSSWER: C
33. The ---------- should be the formal summation of the advertising task that the media planner will take on to a solution.
A. media brief
B. media expansion
C. media buying
D. media selling

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ANSWER A

34. Companies are exploring the -------- for communicating their advertising message because of its several attractive features and advantages.

A. television

B. newspaper

C. radio

D. new media

ANSWER D

35. The advertising industry is passing through a transition phase with the emergence of the---------- media.

A. television

B. online

C. interactive

D. information

ANSWER B

36. New media is very cost-effective when compared to the traditional media and is highly----------

A. reliable

B. requited

C. resourceful

D. result-oriented

ANSWER D

37. The ---------- is the biggest possible medium and has the quickest and the deepest reach throughout the globe.

A. web

B. TV

C. radio

D. outdoor

ANSWER A

40. Digit al technology is changing the way------ relate to products and markets.

A. manufactures

B. consumer

C. dealers

D. industry

ANSWER B

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41. Cyber consumers are not ---------- _

A. active

B. passive

C. homogeneous

D. heterogeneous

ANSWER C

Question Bank On Media Planning and Management with Answers
Prepared by : Darshana Bande from various sources available online

42. Media ---------- is a primary goal of advertising media planning and buying.

A. flexibility

B. expansion

C. frequency

D. efficiency

ANSWER D
43. Frequency of describes the number of times that your advertisement appears in the media.
A. continuity
B. exposure
C. repetition
D. insertion
ANSWER D
44. . Advertising media do not operate in a vacuum: they must be part of the overall and advertising plans.
A. marketing
B. media
C. corporate
D. campaign
ANSWER A
45. Advertisers use many factors other than the----------in their media analyses and plans.
A. activities
B. audience
C. attributes
D. influential
ANSWER B
46. ------ technology is changing the way consumers relate to products and markets.
A. Information
B.New
C. Digital
D. Cyber

ANSWER: C
47. Cyber consumers are not _
A. Heterogeneous
B. segmented
C. mass
D. homogeneous
ANSWER: D
48. e-Tailingwill have to co-exist with --------- retailing.
A. e-Commerce
B. traditional
C. mobile
D. integrated
ANSWER: B
49. ------- the appropriate market segment has become ever more imp ort ant when carrying out e-branding campaigns.
A. Segmenting
B. Positioning
C. Targeting
D. Implementing
ANSWER: C
50. Creating and securing a brand name in the physical world requires

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extensive marketing.----------
A. Research
B. strategy
C. effort
D. media
ANWWER: A



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Advertising MCQS

1. **Advertising** is paid form of providing information through media.

   (Advertising, Publicity, Salesmanship, Sponsorship)

2. Positioning is an element of **IMC**. (IMC, Selling, Distribution, Demand)

3. Just dial services is a form of **direct** marketing.(direct, Indirect, Personal, Non personal)

4. Advertising helps to develop Brand **Image** (Image, Fatigue, Disrespect, Respect)

5. Trade mark was a form of advertising in **preprinting** stage.(preprinting, post printing, global, digital)

6. 1st American Ad. Agency was started by **Volney Palmer** (Volney Palmer, Philip Kotler, George O'Well, Peter Drucker)

7. 1st Indian Ad. Agency was **B. Dattaram** (S. Ayyangar, B. Dattaram, K. Mathur, H. Balsunder)

8. Printing Press was invented by **Gutenberg** (Gutenberg, Marconi, Baired, Kotler)

9. 1st Indian Newspaper was. **Bengal gazette** (Bengal gazette, Shimla Gazette, Darpan, Mashal)

10. 1st radio commercial was published in the year **1992**.

11. ABC was set up in India in the year, **1961** (1948. 1957, 1955, 1961)

12. **ASCI** is a self-regulatory body.(ABC, INS, IMRB,ASCI)

13. , **Product** is not an active participant in Advertising. (Media, Advertiser, Government, Product)

14. **introductory** stage is second stage in PLC .(Introductory, Growth, Maturity, decline)

15. **decline** stage is 4th stage in PLC(Introductory, Growth, maturity, decline)

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16. Retentive advertising is released during **decline** stage PLC(***Introductory***, Growth, maturity, decline)

17. Primary advertising is for **Branded** product. (Branded, Unbranded, Fake, Harmful)

18. Buy today n save Rs. 200/ is an example of **Direct action** advertising.

(Direct action, indirect action, Primary, Secondary)

19. Car cards is **printed** form of advertising. (Indoor, outdoor, printed

20. Electronic advertising is also called **digital** advertising.(Broadcasting, digital, Audio, Conventional)

21. 1st Handbill was brought out by, **William Caxton** .(William Caxton, Gutenberg, Baired, Taylor)

22. Advertising is an element of **Promotion**, mix(Promotion, Product, Price, Place)

23. **Town criers** is ancient form of advertising.

(Town criers, Radio, Newspaper, TV)

24. **Brand Image** is the perception of the product in the mindset of customers.(Brand Image, Brand Positioning, Brand Equity, Brand Fatigue)

25. , **Institutional** advertising is done by trade associations or cooperative groups.

(Primary, Secondary, Institutional, Service)

26. Advertising is an element of **Promotion** –mix.(Promotion, Price, Place, Product)

27. **Advertising** refers to the paid form of non-personal presentation and promotion of ideas, goods and services by an identified sponsor. (Advertising, Publicity, Sponsorship, Personal selling)

28. Audience are **Buyers** (Sellers, Vendors, Buyers,Manufacturers)

29. **B. Dattaram & Company** is the oldest ad agency in India.

B. Dattaram & Company, S Minakshi & Co., P. Sawlaram & Co., ABC Co. ltd.)

30. **Bengal Gazette** is the first newspaper in India.(Bengal Gazette, Mumbai Gazette, Chennai Gazette, Gujarat Gazette)

31. Brand image is the **Perception** of the brand in the minds of target customers.(Perception, Goodwill, Look out, knowledge)

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32. **Creativity** is the foundation of advertising. (Creativity, Media, Photographer, Art director)

33. Detailed information about the product can be given in **print** advertising.(print, TV, Radio, Poster)

34. **Direct-action** Advertising is undertaken to obtain immediate response of the target audience. (Direct-action, In direct action, Service, Product)

35. Antidrug campaign as an example of **Social** advertising. (Social, Product, Service, Institutional)

36. **Government** maintains transparency and keeps companies free from disputes. (IMC, Product, Service, **Government**)

37. IMC unifies all **marketing** communication tools. (marketing, personal, non-personal, mass)

38. Ad. Agency works on behalf of advertiser. (Ad. Agency, Media, Govt.,Company)

39. **Media** relations is the jest of Ad. Agency. (Media relations, Creativity, Productivity, Punctuality)

40. Art director is the head of **Creative**, department.(Creative, Media, Administrations, Contact)

41. Traffic dept. of Ad agency looks after **Schedule** .(Schedule, road traffic, signal system, creative work)

42. **Modular** agency provides services on piece meal basis. (Full service, Modular, Creative Boutique, Global)

43. Creative Boutique provides **Specialized** services.(Specialized, General, Normal, All)

44. **In house,** agency is a part of Advertiser's Organization. (In house, creative boutique, Local ,Mega)

45. Ad. Agency is the **Intermediary** ,between client and the media.(Intermediary, Client, Rival, Friend)

46. Mega agency is the result of **Global** of many agencies.(Mega, Local, Specialist, Global)

47. **In house** is the combination of Ad. agency and Ad. department (In house, Media buying, Creative boutique, Global agency)

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48. (**Client turnover** means no. of clients who leaves an agency. And join another.

(Client turnover, Labour turnover, Creditor turnover, Debt. Turnover)

49. **A Full service** agency provides all services including marketing services(A Full service, Modular, specialist, Mega)

50. **B2B** agency is a type of agency working along with e commerce.

(Full service, B2B, In house, Mega)

51. **Commission** is a traditional method of paying compensation to Ad. agency.

(Commission, Charges, Cost plus system, Fees)

52. **Mutual trust** is the base of agency client relationship.(Mutual trust, Non transparency, Informal relations, Friendship)

53. Dissatisfaction is the main reason for **Client turnover**, .

(Getting Client , Client payment, Client turnover, Client relations)

54. **Referrals** is a mean of getting clients. (Referrals, Turnover, Budget, Investments)

55. **Creative pitch** is the presentation by Ad. Agency to a client.

(Creative pitch, Creative Brief, Creative Copy, Creative Layout)

56. Copy writers and Art directors should have mainly **conceptual** skills.

(Conceptual, Operative, Communication, Sress releasing)

57. **Visualization** refers to imaginative power advertiser.

(Client relations, Visualization, media connection, controlling Ad. agency)

58. **Production house** undertakes the job of editing, recording, dubbing etc.

(Production house, Ad. agency, Camera man, Art director, Copy writer)

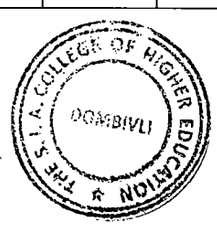
59. **Animation** refers to computerized games, video technology etc.

(Animation, printing, Market research, Modelling)60. **Free lancing** refers to self-employment.(Free lancing, Copy writing, Creativity, managing Ad. agency)

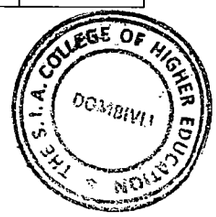
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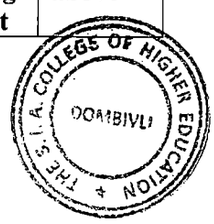
	Social Media Marketing					
1	**To develop a brand that is focused on genuine business, you should (i) be thinking about the messages you want to send and naturally what you want to accomplish (ii) target your audience by interacting with them (iii) use lens of your organization or the brand you are aiming to promote (iv) learn from your consumers**	**3**	**i and ii**	**ii and iii**	**i and iii**	**i and iv**
2	**The best way to learn about your audience is to spend some time _____**	**1**	**listening**	**interacting**	**impressing**	**filtering**
3	**The rule of thirds states (i) sharing-offering expert advices, guidance and suggestions (ii) make yourself visible (iii) conversing and interacting (iv) service promotion**	**2**	**i,ii,iii**	**i,iii,iv**	**i,ii,iv**	**ii,iii,iv**
4	**To appear as genuine person for your audience, you should _____**	**4**	**sociable**	**does not sound like robots**	**be yourself**	**all of the above**
5	**Make yourself visible to you audience means to**	**1**	**make the process as simple as possible for your audience to find them**	**ask questions**	**initiate conversations**	**caring about the customers**



6	_____ is a prerequisite and crucial to achieve your business goals	3	engage ment	being sociable	consist ency	promoti on
7	_____ can be a source of inspiration and gives an opportunity to learn from your consumers	2	Listeni ng	Criticis m	Caring	Consiste ncy
8	_____ helps in building communities	1	Sharin g	Transpa rency	Social respon sibility	Analysis
9	By implementing the _____ into your social media strategy you will be able to produce content that is relevant, timely and engaging for your audience	2	Campa ign manag ement	Rule of thirds	Organi zation roles	None of the above
10	Service promotion includes_____	4	Blogs	Press coverage and Career resource s	Testim onials	all of the above
11	_____ reviews, analyses and contributes to activities on websites like Facebook, Twitter, YouTube, Flickr, Google plus, Pinterest and Instagram on a daily basis	1	Social Media Market ing Manag er	Social Media Marketi ng Executiv e	Social Media Market ing Analys t	Social Media Marketi ng Speciali st
12	The _____ needs to create, edit, publish and share the content daily that helps in building meaningful connections and encourages the managers to take action	2	Social Media Market ing Manag er	Social Media Marketi ng Executiv e	Social Media Market ing Analys t	Social Media Marketi ng Speciali st
13	The planning, execution, tracking, and analysis of a marketing project, often centered around a new product launch or an event is known as _____	2	social media market ing	campaig n manage ment	B2B market ing	digital marketi ng
14	Even the most innovative and well thought out marketing efforts can _____ if they are not properly implemented and analysed.	1	fail	succeed	reduce	none of the above



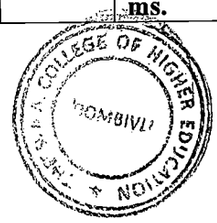
15	**Managing all deliverables within the digital marketing campaign, from strategy development through implementation, is critical to the initiative's overall success is normally the responsibility of the _____**	**3**	**digital marketing manager**	**social media manager**	**campaign manager**	**none of the above**
16	**Communication is one of the most important aspects of every effective digital marketing campaign; _____ communication with the whole team responsible for the campaign's implementation is critical**	**1**	**internal**	**external**	**stakeholders**	**none of the above**
17	**The campaign manager, often known as the _____ is both sides accountability partner**	**2**	**social media manager**	**account manager**	**digital marketing manager**	**none of the above**
18	**Laying out all the duties at the start of the campaign is a significant step towards _____; that could prevent the campaign from being completed on time**	**3**	**minimizing risk and awareness**	**minimizing profits and success**	**minimizing confusion and delays**	**none of the above**
19	**A _____ is contract between service provider and service user/ a customer.**	**1**	**service level agreement (SLA)**	**goal**	**objectives**	**none of the above**
20	**The service provider and the service user _____ on specific characteristics of the service, such as quantity, quality, availability and responsibility**	**3**	**comment**	**disagree**	**agree**	**none of the above**
21	**SLA sets tone for the business relationship and acts _____ in the event something goes wrong throughout the campaign**	**1**	**documentation**	**map**	**source**	**none of the above**
22	**Slack, Teamwork and Trello are _____ application**	**2**	**profit mechanism**	**project management**	**portfolio management**	**none of the above**



23	**Which of the following best describes LinkedIn?**	**1**	**A professional networking site**	**A social network used for connecting with family and friends**	**A website to share videos of any length**	**A photo-sharing app**
24	**On LinkedIn, your profile most closely resembles a _____.**	**2**	**photo gallery**	**resume**	**digital scrapbook**	**dating profile**
25	**Which of the following is not a way to build a personal brand on LinkedIn?**	**4**	**Building a community**	**Connecting with potential clients**	**Reaching out to Journalist and Editors**	**Having anonymous identity**
26	**Which of the following is a way to build a personal brand on LinkedIn?**	**3**	**Having an anonymous identity**	**Withholding your skills and work experience**	**Connecting with potential clients**	**Verified accounts**
27	**How can LinkedIn serve the company aside from social network marketing?**	**1**	**Job openings can easily be dispersed to qualified candidates on LinkedIn**	**Company pictures can be posted to the profile**	**Negative press about the competition can be easily spread**	**Pricing lists can be posted (check)**
28	**_____is an online tool that lets you visualize and analyze LinkedIn network**	**4**	**Cytoscape**	**Gephi**	**Commetrix**	**Socilab**
29	**Social networks are organized primarily around _____.**	**2**	**brands**	**people**	**discussions**	**interests**
30	**Which social network is considered the most popular for business to business marketing?**	**4**	**Facebook**	**Orkut**	**Ryze**	**LinkedIn**

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31	**Social networks have an enormous information sharing capacity. As such, they are a great distribution channel for _____.**	**4**	**customer feedback**	**viral content**	**exclusive coupons**	**marketing messages**
32	**What feature does LinkedIn offer for pay accounts?**	**1**	**Increased abilities to connect directly and send messages to people**	**Ability to post pictures**	**Ability to post in Groups and create a Group**	**Ability to block users**
33	**Which of the following is most likely to get attention on Facebook?**	**2**	**GIFs**	**Photos**	**Text pitches**	**Facebook page shares**
34	**What symbol allows users to 'tag' other users or companies?**	**2**	**Greater than**	**at the rate of**	**hashtag**	**asterix**
35	**What symbol does Facebook use to mark verified pages?**	**3**	**The letters OK**	**A star**	**A check mark**	**A thumbs-up**
36	**What is CTR?**	**2**	**Cost Through Rate**	**Click Through Rate**	**Click Table Rate**	**Cost Through Rates**
37	**What is a Call To Action?**	**1**	**A line, usually at the end of a content post, asking the reader to take an action (visit a page, submit a comment, etc.)**	**A global rallying cry, sparked socially online, that can mobilize like-minded individuals to make substantial, real world change**	**A weekly (or daily) theme or goal a company profile places for itself, achievable via Facebook traffic metrics**	**When a company sparks an increased focus on social media engagement, starting or cleaning up their image and accessibility on multiple social platforms.**



38	What's 'frequency' a measurement of?	1	The amount of times a Facebook user sees your individual ad	The amount of people your ad reaches	The amount of people that share your ad	Another word for impressions
39	What icon can one attach to in-store flyers, posters, etc. to direct mobile consumers to their Facebook page?	1	QR codes	Instagrams	Hyperlinks	EdgeRank
40	What days of the week are statistically highest for FB engagement?	4	Tuesday & Wednesday	Monday & Friday	Saturday & Sunday	Thursday & Friday
41	Facebook users spend the most time (40%) on which page?	3	Collective Friend's Profiles	Chat Windows	News Feed	Own Profile
42	What is the name of Facebook's analytic package?	1	Insights	Discovery	Princeps	GlassDoor
43	Social networks are organized primarily around?	Option 2	Interest	People	Discussion	Brands
44	Blogs with limited individual posts, limited by character count typically is called as?	Option 3	Macro Blogging	Post	Micro Blogging	Branding
45	Which social network analytic package is known as 'Insights'?	Option 1	Facebook	Twitter	Flicker	Snapchat
46	The best way to improve search engineranking_____	Option 4	Power Point	Video	url share	Blog

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47	**What is social media optimization?**	**Option 1**	**Creating content which easily creates publicity via social networks**	**Writing clear content**	**Creating short content which is easily indexed**	**Hiring people to create content for social networks**
48	**What is social media marketing?**	**Option 2**	**Hardware**	**communicate with customers on social media platforms to improve performance**	**Software**	**All of the above**
49	**Which social network is considered most popular for social media marketing?**	**Option 4**	**Instagram**	**Pinterest**	**Twitter**	**Facebook**
50	**What ways of social media marketing should a company always use?**	**Option 3**	**Blogging**	**Video**	**Depends on the company, its product and audience**	**Blogging and sharing**
51	**What are the 4 P's of marketing?**	**Option 1**	**Product, price, place, promotion**	**People, price, promotion, placement**	**Price, popularity, people, placement**	**Popularity, product, price, people**
52	**Which from the following is most popular for business marketing?**	**Option 3**	**Telegram**	**Orkut**	**Linked In**	**Facebook**

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53	Which of the following is not a facebook campaign objective under consideration category?	Answer 1	Reach	traffic	Engagement	Messages
54	Which of the following is a facebook campaign objective under awareness?	Answer 3	Traffic	Lead Generation	Reach	Messages
55	Which of the following is not a facebook campaign under conversion?	Answer 3	Catalogue Sales	Store Traffic	Engagement	Conversions
56	_____ objectives of Facebook are designed for low-intent actions so the percentage of people in your target audience who are likely to take one of these actions will be fairly high.	Answer 1	Consideration	Conversion	Awareness	Reach
57	_____ objective allows you to add a contact form to your Facebook ad	Answer 4	Store Traffic	Catalogue Sales	Traffic	Lead Generation
58	The _____ campaign objective optimizes for impressions.	Answer 2	Consideration	Brand Awareness	Conversions	Lead Generation
59	_____ are the number of times a post from your page is displayed.	Answer 1	Impressions	traffic	Reach	Engagement

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60	**Your _____ rate tallies up the total number of likes, reactions, comments and shares on your Facebook post**	**Answer 1**	**Engagement**	**Impressions**	**traffic**	**Reach**
61	**____ is the number of unique views your post receives.**	**Answer 3**	**Impressions**	**Engagement**	**Reach**	**Conversions**
62	**Which of the following is not an ideal content creation strategy for facebook?**	**Answer 2**	**Posting variety of content**	**Spamming**	**Ending the post with a question**	**Using contests**



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Electronic Media II

Q.NO.	QUESTION	OPTION 1	OPTION 2	OPTION 3	OPTION 4	CORRECT OPTION NUMBER
1	His equations theorized that electricity, magnetism and even light are all manifestations of the same phenomenon: the electromagnetic field.	James Maxwell	Reginald Fessenden	Heinrich Hertz	Lee De Forest	1
2	He Proved Maxwell's theories, Identified Electromagnetic waves	Reginald Fessenden	Heinrich Hertz	Lee De Forest	James Maxwell	2
3	He invented Wireless telephony: transmitted voice and sound	Heinrich Hertz	Lee De Forest	Reginald Fessenden	James Maxwell	3
4	He invented Wireless telephony: amplified sound	Reginald Fessenden	Heinrich Hertz	James Maxwell	Lee De Forest	4
5	Full form of AIR is	All India Radio	Any Indian Radio	Any internal Radio	All internal Radio	1
6	AIR is oficially known as Akashwani since	1985	1965	1975	1995	2
7	In Britsh India broadcasting started in	1946	1956	1936	1996	3
8	Full form of IBS is	Indian broadcasting Company	Internal Braodcasting Company	Indian Big Company	International Broadcast	1

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					ng Company	
9	According to an agreement IBS was authorised to operate two staions in	Bombay & Delhi	Bombay & Madras	Delhi &Calcutta	Bombay & Calcutta	4
10	When India became Independent in 1974 the AIR network had howmany stations	1	2	5	6	4
11	The VividhBharati serviceof AIR wasconceptualised Radio Ceylon in	1957	1967	1977	1987	1
12	Prasar Bharati was established on	November 24, 1997	November 25, 1997	November 23, 1997	November 22, 1997	3
13	The parliament of India passed an act to grant the autonomy ofPrasar Bharati in	1991	1990	1998	1996	2
14	Full formof CBS is	Complete Broadcasting services	Commercial Bombay Servies	Commercial Broadcasting Services	Commercial Broadcasting Sales	3
15	AIR was named as	Akashwani	Prasar Bharati	Vividh Bharati	Air India Radio	1
16	Bombay Radio stationof Indian Broadcasting Company started in	Jun-27	Mar-27	Apr-27	Jul-27	4
17	15th July 1927-1st radio programme journal was started named	Radio Station	Radio Times	Regular Radio	Regular Station	2
18	AIR was named Akashwani in	1927	1987	1957	1967	3
19	Madras Radio Station started in	1938	1978	1968	1948	1
20	Akashwani was started in 1935 in	Madras	Mysore	Mumbai	Delhi	2

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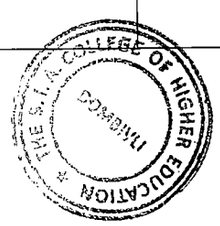
21	_____ is the Editor of ABP Maza.	Rajiv Khandekar	Mahesh Mhatre	Nikhil Waghale	Uday Nirgudakar	1
22	Ghe Bharari is a popular program of _____	Zee 24 Tas	ABP Maza	Saam TV	News 18 Lokmat	2
23	_____ was launched on 13th April 1993.	Sun TV	ABP Maza	Zee 24 Tas	News 18 Lokmat	1
24	_____ is the first Kannada satellite channel in India.	Gemini	Udaya News Channel	Sun News	Sun Network	2
25	Gemini News is a _____ language News Channel.	Malayalam	Telugu	Tamil	Kannada	2
26	_____ is owned by Shri Adhikari Brothers.	Mi Marathi	Colors Marathi	Saam TV	DD Sahyadri	1
27	In 2015 Viocom 18 rebranded the _____ channel.	Mi Marathi	Zee Yuva	ETV Marathi	Zee Marathi	3
28	Krishidarshan is a popular show telecasted on _____	Star Pravah	Mi Marathi	DD Sahyadri	Zee Marathi	3
29	Saam Marathi owned by _____	Sakal Media Group	Viocom 18	Lokamat	Indian Express	1
30	Asmita Channel is available on _____KHz frequency.	558	559	1044	7240	1
31	FM Gold and FM RAINBOW transmitters are located in _____Mumbai	Worli	Fort	Thane	Mahim	1
32	Akashwani Mumbai Gold was launched on 15th August _____	2001	2002	2004	2005	1
33	_____ is a 24 hours Marathi movie channel.	Zee Marathi	Zee Talkies	Sangeet Marathi	9X Zakas	2
34	Surabhi is a 24 hours _____ radio Channel.	Marathi	Telugu	Kannada	Sanskrit	1

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35	Which following statement is not correct?	DD Sahyadri's Mission is 'To inform, Educate and Entertain Marathi knowing people in their language, idiom & Culture'	DD Sahyadri was launched as separate channel as RLSS Marathi (DD 10) throughout India	In 1994 a new studio for DD Sahyadri was inaugurated	In 2000 DD 10 was renamed DD Sahyadri	3
36	_____is an Indian general entertainment pay television channel that was launched on 24 November 2008.	Star Pravah	Zee Marathi	Colors Marathi	Zee Yuva	1
37	_____ launched DD Direct Plus in December 2004 with the modest capacity of 33 channels.	Prasar Bharati	Dish TV	Aircel	DD Sahyadri	1
38	Sahara India pariwar launch a 24 hours national Hindi new channel Sahara Samay in _____	2002	2001	2003	2006	3
39	India Today group launch a 24 hours Hindi new channel _____in December 2000	Sahara Samay	Aaj Tak	IBN	Star News	2
40	_____ was the first Hindi satellite channel which started in India.	Zee TV	Zee5	Star TV	Colors TV	1
41	From content to genre, regional channels reaped benefits of _____.	localization	Regionalization	Nationalization	Globalization	1
42	Full form of BARC _____ _.	Bombay Audience Research Centre Ltd.	Broadcast Audio Research Council of India	Broadcast Audience Research	Broadband Audience Research Council India	3



				Council of India		
43	2018 saw the launch the first regional sports channel _____ .	Star Sports 1 Kerala	Star Sports 1 Tamil	Star Sports 1 Kannada	Star Sports 1 Telgu	2
44	Among the Hindi Speaking Market - Regional languages, maximum growth has been driven by _____ .	Odia	Assamese	Marathi	Bhojpuri	4
45	In the regional news space, especially _____ , has a plethora of news channels dedicated to their own languages and cultures.	South India	North India	East India	West India	1
46	_____ is the biggest news market among regional sectors.	Karnataka	Kerala	Andhra Pradesh	Tamil Nadu	4
47	As per 2019 Dynamic Pricing & Revenue Managements Trends In Media, _____ has enjoyed a six-fold leap in the past eight years.	Audio Streaming	Video Streaming	Audio Video Streaming	Live Streaming	1
48	Traditional media sellers should be prepared to sell offers across	Single platform	double platform	tripple platform	multiple platforms	4
49	Data privacy issues aside, consumers are increasingly willing to provide _____ information about themselves in exchange for a more personalized content experience.	personal	primary	secondary	secret	



50	Few of these companies have made the necessary investments in their people, processes and _____ to be able to effectively mine their data at the necessary operational scale	finance	inventory	technology	authority	3
51	Report states that _____ is the next natural frontier for programmatic buying and selling.	audio	video	Audio Video	digital	1
52	Research conducted by Wide Orbit states that of nearly 9,000 _____ industry professionals indicated a threefold rate of growth.	Television	radio	Online	Digital	2
53	Regional audiences are vastly _____ in terms of language, dialects, culture, ethnicity, regional and social affiliations.	homogeneous	heterogeneous	Co-relative	Parallel	2
54	Local Broadcasting platform & attract consumer eyeballs for their locally customized content. Because our population at large 'think in their _____'.	National-tongue	Native-tongue	mother-tongue	Father-tongue	3
55	_____ broadcasters compete with broadcasters at the local level, with localized content that audiences enjoy with the same kind of packaging and quality as the national channels.	Local	State	National	International	1



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Media Planning and Buying

Sr.No.	Roll No.	Name of the Student	Topics Assigned	Media Plan
1	AF18002	BHALEKAR TANVI MANGESH	Cosmetics brand	Radio mirchi
2	Af18010	KAREKAR SRUSHTI DEEPAK	Sanitiser	Newspaper
3	AF18014	Mane Anuj Ramchandra	Beard oil	Radio mirchi
4	AF18016	More Priti mahendra	Cosmetics brand	Retail store
5	AF18025	Talekar Omkar Santosh	Beard oil	Retail store
6	AF18030	NISAR YASH JAYANTILAL	Beard oil	Radio mirchi
7	AF19001	Karthik Venkatraman	Baby formula	Television
8	AF19002	SHRUTI RAMESH	Cosmetics brand	Newspaper
9	AF19003	DUBEY SHIVANI VIJAY PRAKASH	Vending machine	Magazine
10	AF19004	ARTE YASH MANISH	Spices	Retail store
11	AF19005	ATKARE TUSHAR SANTOSH	Spices	Railway station
12	AF19008	ROHAN YOGENDER CHAUHAN	Sanitiser	billboard
13	AF19009	CHHEDA DEEP GIRISH	Perfume	Airport
14	AF19010	DUDIA GAUTAM ASHOK	Spices	Railway station
15	AF19012	CHIRAG GUPTA	Vending machine	Magazine
16	AF19013	IYER NARESH RAMAKRISHNAN	Baby formula	Television
17	AF19015	JAISWAL MUSKAN SURAJ	Cosmetics brand	Radio mirchi
18	AF19018	KANOJIYA PAYAL KAMIESH	Spices	Radio mirchi
19	AF19019	KOTAK HARDIK MANOJ	Sanitiser	Retail store
20	AF19020	KUMAR KAUSHIK PRAKASH	Sanitiser	Airport
21	AF19021	LODAY DHANISHTHA SMITA	Perfume	Youtube
22	AF19022	Deepa mudliyar	Beard oil	Newspaper
23	AF19024	Mehta Jyoti Maharaj	Sanitiser	billboard
24	AF19025	OMKAR MHATRE	Sanitiser	Youtube
25	AF19027	NEERAJ SANJAY HILLALE	Energy drink	Youtube
26	AF19028	SUMEDH ASHOK NIKAM	Vending machine	Magazine
27	AF19029	PANICKER ROSHAN RAJENDRAN	Baby formula	Television
28	Af19031	APURVA PHATARPEKAR	Spices	Airport
29	AF19032	PRABHU SIDDHI UPENDRA	Baby formula	Television
30	Af19033	RAUT SAKSHI MAHESH	Perfume	Youtube
31	AF19034	Akshata Reddy	Energy drink	Youtube
32	AF19036	Sawant Sanchay Vilas	Sanitiser	Retail store
33	AF19040	SHELAR KESHAV BHASKAR	Baby formula	Newspaper
34	af19041	SHAKSHI PRAVEEN SHETTY	Cosmetics brand	Railway station
35	AF19042	Sonawane usha bhimrao	Beard oil	Newspaper
36	AF19043	SONI SAKSHI HASMUKH	Cosmetics brand	Railway station
37	AF19045	Akshay Srinivasan	Vending machine	Magazine
38	AF19047	TAYADE GAURI	Sanitiser	Newspaper
39	AF19050	UPADHYAY REKHA OMPRAKASH	Baby formula	Television
40	AF19051	Vignesh Padmanabhan	Baby formula	Television
41	AF19052	YADAV AMIT RADHESHYAM	Perfume	Airport
42	AF19055	JAMES JENNIFER	Perfume	Airport

43	AF19058	RISHI SURYANARAYANAN	Vending machine	Magazine
44	AF19059	NISHITA SHINDE	Vending machine	Magazine
45	AF19060	ATKARE JALINDAR MAHADEV	Spices	Railway station
46	AF19061	Dhingra Deepti Karan	Perfume	Airport
47	AF19063	TALLA VEDANT VINOD	Energy drink	Youtube
48	AF19064	KAMBLE ABHINAV SANGAM	Beard oil	Retail store



56	Kalanithi Maran's Sun TV is the most watched channel in India for the last three years. But _____ pushed it down to number two during the lockdown when it aired an old favourite, Ramayana.	DD National	DD Sun	DD Bharati	DD India	1
57	Regional TV channels are growing in India but one category that's shown exceptional growth is regional _____ television.	music	news	movie	comedy	2
58	_____ channels present a 77% share in the overall ad volumes with all top advertisers & brands	local	regional	national	international	2
59	BARC report states that contrary to the popular perception TV viewership is highest among _____ even in the digital age.	kids	youth	middle aged	elderly	2
60	Events such as _____ result in a spike in news television viewership.	elections	riots	calamities	foreign delegates visit	1



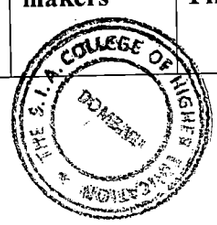
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Media Studies

	Question	Option 1	Option 2	Option 3	Option 4	Correct Option
1	_____ means dispersal or scattering of people.	Diaspora	Cross Culturism	Ethic Groups	Discourse	1
2	Media Diaspora can be studied in _____ forms	4	2	3	1	3
3	_____ is also called "social learning", "observational learning", or "modelling"	Hyporderm ic Needle theory	Magic Bullet Theory	Propagand a Theory	Social Cognitive Theory	4
4	Cognitive, Affective, and Biological events depends comes under which factor?	Social	Personal	Environme ntal	Behavior	2
5	Children take media at _____	Face Value	Time Value	Market Value	Space Vlaue	1
6	What was the main Focus of Agenda Setting Theory?	Election	Schools	Governmen t	Media Firms	1
7	If we want to measure WHY people use certain media or media tools, we would conduct the following:	Tracking Research	Framing Research	Cultivation Analysis	Uses and Gratificati on Research	4
8	Paul Lazarsfeld and his researcher colleagues	Activation theory	Two-step flow theory	Crystallizat ion effect	Influencer model	2

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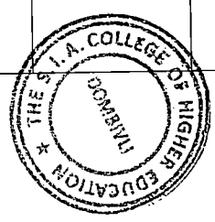
	concluded in the People's Choice Study that content from the mass media moved to opinion leaders and then to those whom the opinion leaders influenced. This phenomenon is known as:					
9	Social Cognitive Theory Depend on _____ Factors.	2	1	4	3	4
10	The famous study having children watch films of adults beating and verbally abusing a "Bobo" doll basically told us that	Bobo dolls are effective research tools	Children have a significant and delayed reaction when observing adult behavior in a non-mediated environment	Children will generally imitate the behavior of adults as seen through a mediated lens	Children are non responsive	3
11	The Medium is the message' and the electronic media have transformed the world into a 'global village' are theories of whom?	Jeffrey Cole	George Gerbner	Max McCombs	Marshall McLuhan	4
12	Which theory says that we use media only to meet personal needs, especially psychological needs?	Reception Analysis	Magic Bullet	Uses and Gratifications	Cognitive Dissonance	3
13	In two-step flow theory, media influence passes from ____	Opinion leaders	Powerful elites	Opinion makers	Media Firms	1



	opinion followers:					
14	Agenda-setting is a theory that argues that:	Media do not tell us what to think, but what to think about	Reality is a social constructio n	Cultures attribute meaning to symbols which then control behaviour	Media is influencing	1
15	What is one of the big differences between traditional media and social media?	Participator y production.	Social media reaches only a few people at a time.	The manageme nt structure of the companies.	Traditiona l media offers no way for audiences to communic ate with media producers.	1
16	Which is the era of Limited effects Perspertive?	1850 - 1940	1940 - 1950	1950 - 1960	1960 - 1980	3
17	_____ is a rational explanation of cause-and-effect relationship among a group of observed phenommenon.	Theory	Ideology	Diaspora	Discourse	1
18	_____ is a conscious act to damage a certain group of people.	Inferential Racism	Overt Racism	Ideology	Dissonance	2
19	_____ ownership means ownership of media assets by corporate houses aound the world	Ethnic Media	Diasporic Media	Paid Media	Transnatio nal Media	4
20	Social Cognitive Theory Was Developed By whom?	McCombs	Maslow	Albert Bandura	Mcluhan	3
21	The oldest theory of the press is the _____.	Soviet	Authoritar ian	Libertarian	Social Responsibi lity	2
22	McLuhan suggests that each medium is	Reflection	Simulation	Extension	Divertion	3

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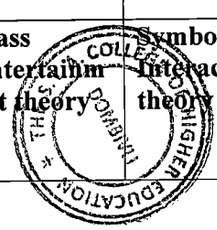
	a(n) _____ of our senses					
23	Marshall McLuhan is famous for coining the phrase:	15 minutes of fame	Don't go there	Talk to the hand	Global village	4
24	_____ is a discipline and field of study that deals wuth the content, History and effects of various media; in particularr, the mass media.	Media Studies	Media Effects	Media Knowledge	Media Literacy	1
25	Which is the era of mass society theory?	1850 - 1940	1940 - 1950	1950 - 1960	1960 - 1980	1
26	Who gave the uses and Gratification Theory?	McCombs and Shaw	Katz and Lazarfeld	Blumer and Katz	Foucault	3
27	Who gave two step flow theory?	McCombs and Shaw	Katz and Lazarfeld	Blumer and Katz	Foucault	2
1	_____ theories focus on how individuals and social groups use media to create and foster forms ofculture that structure everyday life.	Microscopic Interpretative	Macroscopic Structural	Political Economy	Critical Theory	Microscopic Interpretative
2	Microscopic interpretative theories are also referred as _____ theory	Hegemonic Culture	Cultural Studies	Political Economy	Critical Theory	Cultural Studies
3	_____ ____ theories focus on how media insittutions are structured within capitalist economies	Microscopic Interpretative	Macroscopic Structural	Political Economy	Critical Theory	Macroscopic Structural



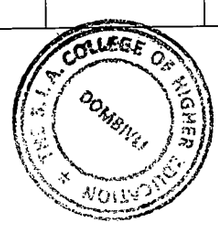
4	Macroscopic structural theories argue that elites use media to propogate _____ as means of maintaining their dominant position in social order.	Hegemonic Culture	Cultural Studies	Political Economy	Critical Theory	Hegemonic Culture
5	_____ _ theories directly challenge the status quo by exposing elite manipulation of media and criticizing both hegemonic culture and cultural commodities.	Hegemonic Culture	Cultural Studies	Political Economy	Critical Theory	Political Economy
6	_____ _ raises questions about the way things are and provides alternate ways of interpreting the social role of mass media	Hegemonic Culture	Cultural Studies	Political Economy	Critical Theory	Critical Theory
7	_____ ___ school combined Marxist critical theory with hermeneutic theory.	Frankfurt	Birmingham	Toronto	Harold Innis	Frankfurt
8	Frankfurt school theorists were trained in humanistic disciplines but adopted _____ theories as a basis for analyzing culture and society.	Marxist	Neo marxist	Hegemonic Culture	Cultural Studies	Marxist

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9	Frankfurt School writings identified and promoted various forms of _____ such as symphony music, great literature, and art.	high culture	mass culture	culture industries	grand social theories	high culture
10	members of the Frankfurt School viewed high culture as having its own integrity and inherent value and thought that it should not be used by _____ to enhance their personal power.	critics	elites	marxist	mass	elites
1	Which of the theory states society consists of complex set of inter related activities?	Structuralism	Social Cognitive theory	Functionalism	Agenda Setting theory	Functionalism
2	Which among the following is an example of dysfunction for obese children?	Fast food chain Ad	Images	Music	Graphs	Fast food chain Ad
3	Narcotizing Dysfunction cannot be explained by which of following example-	Coronavirus Pandemic	Kangana Ranaut Vs BMC	Economic Fraudulence	Sushant Singh Rajput Case	Economic Fraudulence
4	Which of the following is feature of Functional Analysis?	Value Neutrality	Objectivity	Ethical	Dysfunction	Value Neutrality
5	Which of the following is not an example of Media Effects theory?	Agenda Setting Theory	Cultivation Analysis theory	Mass Entertainment theory	Symbolic Interaction theory	Symbolic Interaction theory



6	Who created misconceptions about television's entertainment function according to Harold Mendelsohn?	Folk Culture theorists	Mass Society theorists	High culture theorists	Pop culture theorists	Mass Society theorists
7	Which is strength of Mass Entertainment theory?	Rejects Catharsis	Dysfunctions balance Functions	Media's pro-social influence	Overly accepting status quo	Media's pro-social influence
8	Which of the following is an example for relaxation and harmless escapism according to Mendelsohn?	Debates	Social Media	Books	Television	Television
9	_____ and studies provides variety of perspectives.	Media theories	Functional theory	Symbols	Ideology	Media theories
10	Newspapers and Broadcast media have been used as mechanism for _____ since World War-I	Imitation	Perspectives	Propaganda	Ideology	Propaganda
11	Who proposed 'paradigm for functional analysis'?	Robert Merton	Harold Mendelsohn	C.H. Cooley	Albert Bandura	Robert Merton
12	____ is acquiring new patterns of behaviour by simply watching representations.	Reinforcement	Observational learning	Influencing	Cumulation	Observational learning
13	Cultivation occurs through resonance and _____.	Mainstreaming	Bias	Distortion	Propaganda	Mainstreaming
14	Which is the strength of Agenda Setting theory?	Situational specific news	Audience interaction with media	Assumes homogeneity	Roots in mass society theory	Audience interaction with media
15	_____ bias is when stories are selected or deselected sometimes on	Sensationalism	Corporate	Partisan	Gatekeeping	Gatekeeping



	ideological grounds.					
1	Which of them is a proper measure of securing social networking account?	Never keep your password with any relevant names	Keep written records of your passwords	records of your password in audio format in your personal cell-phone	Passwords are kept smaller in size to remember	A
2	_____an opposing concept to consumer culture	Solicited Culture	Religious Culture	Participato ry Culture	Society Culture	C
3	_____Culture creates strong support for creating and sharing one's creations with others	Solicited Culture	Religious Culture	Participato ry Culture	Society Culture	C
4	_____literacies include the traditional literacy that evolved with print culture	New Media	Television	Radio	Writte	A
5	In participatory culture not every member must contribute, but all must _____that they are free to contribute	Disagree	Believe	Demotivate	Disbelieve	B
6	An idealized conversational "space" in which people discuss and debate mutual interests and political issues is known as the	Discourse space	Networked society	Debating club	Public sphere	D
7	What well-known company censored itself to gain access to the Chinese market?	Google	New York Times	BBC	Apple	A

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8	The disparity that results from one group's access to digital technology and another group's lack of access is known as the	Internet inequality	Web inequity	Technological imbalance	Digital divide	D
9	Which geographic region has the highest number of Internet users?	North America	Europe.	Asia	South America	C
10	Media hegemony refers to which of the following?	Media companies tend to control more and more of the Internet.	Media companies are owned by the ruling class, who propagate their worldviews to the general public.	The media environment accommodates a wide variety of different media types to match everyone's interests.	Media does not simply report on politics, but actually secretly controls politics.	B
11	____ are the methods of interactive communication that rely upon computer or mobile device with internet access.	New Media	Traditional Media	Letter	Television	A

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Visual Communication

1	The feel or shape of a surface or substance is called _____	texture	Cross-hatching	Value	Key	1
2	Which of these are NOT complementary colours?	red and green	yellow and purple	orange and blue	red and orange	4
3	What color can not be made by mixing any other color?	Yellow	Green	Purple	Grey	1
4	The choice of colors used in a design plan is called a _____.	colour spectrum	colour wheel	colour scheme	colour mix	3
5	Colour different in lightness and darkness are said to be _____.	light in value	dark in value	bright and intense	contrasting	4
6	_____ is another word for brightness of colour.	Value	Hue	Intensity	Complementary	3
7	What are the tertiary colours?	Green, orange, and purple	White, black, gray, and brown	Red, blue, and yellow	Red-orange, red-purple, yellow-orange, yellow-green, blue-green, and blue-purple	4
8	Which colours will you give the greatest contrast?	Red and blue	Blue and Green	Red and Green	Green and Yellow	3
9	Orange, green and violet are _____ colors.	primary	analogous	secondary	complementary	3
10	____ is the direct, specific or literal meaning we get from a sign.	Connotation	Denotation	Index	Symbol	2
11	Which of these is NOT a secondary colour?	Orange	Violet	Green	Red	4

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12	When white is added to a pure colour, you get a _____.	Shade	Tint	Tone	Colour wheel	2
13	When black is added to a pure colour, you get a _____.	Shade	Tint	Tone	White	1
14	_____ is the concept relating to how an object seems smaller the farther away it gets.	Highlight	Transitional light	Linear Perspective	Intensity	3
15	Colour is the result of light _____ from an object to our eyes.	reflecting	refracting	absorption	pigmentation	1
16	_____are representation Allah objects made through the perspective of one individual depending on their perception.	graphs	objects	models	maps	3
17	_____pictorial representations of statistics which makes data simple to remember.	graphs	objects	models	maps	1
18	_____gives us a visual direction to location.	graphs	objects	models	maps	4
19	maps gives us a _____ to location.	visual directions	visual images	visual picture	symbols	1
20	_____are used a great deal in visual communication due to their potential.	graphs	photograph	models	maps	2
21	In the _____centuries of mass communication from print to internet 7 areas have been focused besides plans and organisational charts and chronologies.	eight	seven	five	six	2

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22	_____are simply moving images from cartoon 2 cinema	videos	presentation	photographs	objects	1
23	_____entel using almost all of the multimedia format accompanied by verbal communication.	photographs	videos	presentation	graphs	3
24	some objects are too _____for speaker to bring with them.	small	large	tiny	micro	2
25	_____are used to visualise relationship between different quantities.	graphs	objects	maps	photograph	1
26	_____are columns and rows that organised word, symbols and data.	diagrams	tables	photographs	objects	2
27	_____is the science of arranging events in their order of occurrence in time.	events	chronology	planning	visual	2
28	the fundamental problem of chronology is to_____events .	synchronise	asynchronous	sequence	disorganised	1
29	_____as and academic subject is a field of study that generally includes some combination of cultural studies.	non visual culture	visual culture	social culture	economic culture	2
30	one of the most important piece of the visual communication puzzle is_____	aesthetics	perspective	interdisciplinary	scientific	1
31	_____are good example of the artistic perspective.	drawing	advertisements	photographs	tables	2

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32	"beauty is in the_____of the" beholder.	eye	nose	movie	heart	1
33	according to professor Albert mehrabian communication model says____% of meaning is in the words that are spoken.	38	7	55	10	2
34	according to professor Albert mehrabian communication model says _____%of meaning in paralinguistic.	38	7	55	10	1
35	according to professor Albert mehrabian communication model says _____%of meaning is in facial expression.	38	7	55	10	3
36	_____is an ancient term for what now typically is called communication.	rhetoric	metaphor ic	symbolic	juxtaposition	1
37	Ritual rhetoric like all communication is a system of_____	picture	signs	graphs	maps	2
38	The audience need not be_____ to the communicator.	external	internal	mediator	familiar	1
39	Studies of _____ used for rhetorical purposes generally concentrate on advertising.	visual rhetoric	visual metaphor s	visual perspective	visual picture	2
40	Types of communication channels are:	formal	informal	unofficial	all of the above	4
41	What is formal communication channel?	transmits information such as goals, policies, and procedures	casual chat with office collegeue about recently	rumours spread about the corona	none of the above	1

		of an organization	watched movie			
42	What is informal communication channel?	casual chat with office collegeue about recently watched movie	rumours spread about the corona	official meeting with client	none of the above	1
43	Mediums of visual communication that are broadly categorised as follows:	Fine arts	Mass Media	Stage fine art	all of the above	4
44	Script writing, films, television, documentaries supported by digitalimages, animation and VFX falls, under _____ medium of visual communication	Fine arts	Mass Media	Stage fine art	print media	2
45	Photography and painting, falls under _____ medium of visual communication	Fine arts	Mass Media	Stage fine art	print media	1
46	Newspaper, Photo journalism, advertisements, falls under _____ medium of visual communication	Fine arts	Mass Media	Stage fine art	print media	4
47	Folk & performing arts, conventional theatre, falls under _____ medium of visual communication	Fine arts	Mass Media	Stage fine art	print media	3

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48	Special effects and Digital effects are primary division of _____	movies	visual effects	photojournalism	Stage fine art	2
49	_____ _____ is a method in which pictures are manipulated to appear as moving images	Fine arts	Mass Media	animation	print media	3
50	Traditional animation is also called as	cel animation	tradigital animation	computerbased animation	none of the above	1
51	Traditional animation is also called as	tradigital animation	computer based animation	hand-drawn animation	none of the above	3
52	What is tradigital animation ?	Cel animation uses significantly computer technology	Done by using only computer	Done by using only hand drawings	none of the above	1
53	Who patented the technique of Rotoscoping?	Walt Disney	Max Fleischer	Shyam Benegal	none of the above	2
54	What is Rotoscoping?	The Physical movement of image parts through simple mechanism of like using moving images inmagic lantern show	The technique where animators trace live action movement, frame by frame	Cel animation uses significantly computer technology	none of the above	2
55	Stop-motion animation, Puppet animation,clay animation, strata cut animation, model animation,silhouette animation, etc. are the different types of _____ _____.	Fine arts	animation	Stage fine art	all of the above	2

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QUESTION BANK

MSC IT

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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 2
SUBJECT BLOCK CHAIN

MCQS

1. _____is a peer-to-peer system of transacting values with no trusted third parties in between and have a shared, decentralized, and open ledger of transactions.
   a. Blockchain b. Bitcoin
   c. TCP/IP d. WWW

2. In which system there is no "master" node as such and yet the computation may be distributed?
   a. Centralized system b. Distributed system
   c. Master system d. Client system

3. Identify the correct property: "an entity (a person or a system) cannot refuse the ownership of a previous commitment or an action".
   a. Confidentiality b. Data Integrity
   c. Authentication d. Non-repudiation

4. In Advanced Encryption Standard (AES), the number of encryption rounds depends on _____.
   a. The key length b. The data block
   c. The data size d. The key type

5. The very first block is called as_____as it does not contain any reference to the previous blocks.
   a. The genesis block b. The first block
   c. The genuine block d. The complete block

6. _____is actually a list of instructions recorded with each transaction that describes how the next person can gain access to those Bitcoins received and spend them.
   a. A script b. A block
   c. A signature d. A command

7. In Etherum,_____is used for security during transaction.
   a. Symmetric cryptography b. Asymetric Crptography
   c. Hashing techniques d. Hashing and Asymetric Cryptography

8. EVM stands for___.
   a. Electric Virtual Machine b. Etherum Vision Mashine

c. Etherum Virtual Machine
d. Electric Vision Machine

9. _____is not a tool to work with Etherum in Mist.
   a. MetaMask
   b. Gest
   c. MistMask
   d. Parity

10. In Etherum 'smart contract' is___.
   a. Node rules
   b. Business rules implied by the contract in blockchain
   c. legal rules written in English
   d. Money rules

11. ____is the file extension for solidity.
   a. .sl
   b. .sol
   c. .solidity
   d. .s

12. Solidity is____type of programming language.
   a. Procedure Oriented
   b. Object Oriented
   c. Scripting Language
   d. Low level language

13. Gas amount is specified in_____.
   a. Wei
   b. Ether
   c. Bitcoin
   d. Satoshi

14. What are contracts called in Hyperledger?
   a. Smart Contracts
   b. Chaincode
   c. Fabric
   d. Ledger

15. How many frameworks does Hyper Ledger have?
   a. 4
   b. 6
   c. 5
   d. 9

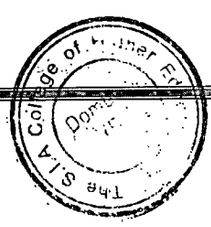
16. A_____instrument used to transfer value between two parties over a blockchain network.
   a. Dapp
   b. token
   c. Key
   d. value

17. Network Connection Profile is stored as_____file.
   a. XML
   b. JSON
   c. Dba
   d. Cto

18. Task of miners in blockchain is____.
   a. Acts as a single third party.
   b. Ensures number of corrupt nodes will stay low.
   c. Are responsible to access blockchain.
   d. Compete for a reward by trying to calculate the nonce.

19. In Ethereum an Uncle refers to_____.
   a. Spy agent
   b. Protocol
   c. A non main block
   d. A crowd funding project

20. Name the currency that exist in a distributed decentralized network?
   a. Sidechain
   b. Clone
   c. Ether
   d. Exchange



21. The term Fork is used when_____.
    a. Blockchain joins
    b. Blockchain merges
    c. Blockchain slices
    d. Blockchain splits

22. Proof of Stake refers to _____.
    a. Certificate
    b. Protocol
    c. Key
    d. Consensus

23. What is present in the top most node of Ethereum Merkle tree?
    a. Root hash
    b. Genesis block
    c. Child hash
    d. Nonce

24. ECDS Algorithm stands for_____.
    a. Energy curve digital signature
    b. Elliptic curve digital signature
    c. Encryption curve digital signature
    d. Ether curve digital signature

25. A Bitcoin transaction is mostly just a transfer of_____from one address to another.
    a. Bitcoins
    b. Information
    c. Bits
    d. Data

26. To execute a function of the smart contract, first we need to create_____class with the ABI and address of our deployed contract.
    a. a instance of the web3.bitcoin.Contract
    b. a instance of the web3.Contract
    c. a instance of the web3.eth.Contract
    d. a instance of the eth.Contract

27. What is UTXO?
    a. United Transaction Office
    b. Union of Texas Operations
    c. United Texan Xerox Organization
    d. Unspent Transaction Output

28. geth stands for_____.
    a. Go-header
    b. Go-Ethereum
    c. get-header
    d. get- Ethereum

29. _____is the value that limits the maximum amount of gas the code execution can consume when triggered by the message.
    a. gasEnd
    b. gasFinished
    c. gasLimit
    d. gasExpire

30. _____is a set of accounts if any, that will be discarded after the transaction completion.
    a. Self-destruct set
    b. Self-destroy set
    c. Log Series set
    d. Refund Balance set

QUESTIONS:

a) Explain with diagram the various layers of blockchain.
b) Explain Data Encryption Standard (DES) cryptography mechanism.
c) Explain with diagram - "How a new node becomes a part of the network".

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d) Write a short note on "Sending and Receiving Ether".

e) Explain the six steps of Ethereum state transition function for each transaction in a block, the EVM performs.

f) Describes the types of values the EVM can interpret when writing Solidity code.

g) Enlist and explain Hyperledger open source frameworks and tools.

h) What are the components that make up Hyperledger Fabric network?

i) Write a short note on "Tokens are a category of Smart Contract".

j) Write a short note on "DAG & Nonce" under mining ether.

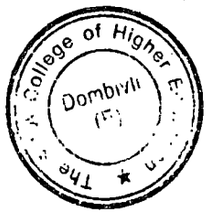
k) What are the seven steps only after which a block canonized as valid and true?

l) What is cryptoeconomics? Enlist the domains of cryptoeconomics. Why cryptoeconomics is useful?

m Explain with diagram Decentralized Application Architecture.

n) Explain how to set up a Private Ethereum Network?

o) How an EVM (Ethereum Virtual Machine) backend talks to a JS (JavaScript) frontend?



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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 2
SUBJECT HUMAN COMPUTER INTERACTION

MCQS

1. As per Norman model of interaction ,_____is the difference between the user's formulation of the actions to reach the goal and the actions allowed by the system
   a. Gulf of evaluation **b.** Gap of evaluation
   c. Gulf of expectation **d.** Gulf of execution

2. A_____is a window or dialog that forces the handler to interact with it before they can go back to using the main application. They are often used when a user is forced to make an important decision.
   a. Message Boxes **b.** Palettes
   c. Menus **d.** Modal dialog

3. The three main approaches of iterative design and prototyping are _____,_____and_____.
   a. Throw-away, Incremental and Evolutionary. **b.** Effectiveness, Efficiency and Satisfaction
   c. Storyboards, limited functionality simulations and Iterative design. **d.** Learnability, Flexibility and Robustness

4. For interactive framework to be realistic user and system has its own unique language, the language used by the user is called_____and systems response to users action in a different language.
   a. Task language **b.** Core language
   c. Natural language **d.** Interface language

5. Issue-based information system is example of_____.
   a. structure-oriented design rationale **b.** Design space analysis
   c. process-oriented design rationale **d.** Evolutionary design rationale

6. As per Donald Norman's model it concentrates on user's view of the interface and has _____number of stages in model of interaction
   a. Six **b.** Five
   c. seven **d.** four

7. One of the following is not the golden rule of interface design.
   a. offer informative feedback **b.** Enable frequent users not to use shortcuts

c. support internal locus of control
d. Permit easy reversal of actions

8. A_____of User Interface Management system (UIMS) concentrates more on describing how presentation and application are related and view the dialog as a sequence of events
   a. state transition diagrams
   b. event based approach
   c. constraint based approach
   d. declarative approach

9. Which one of the following is not the purpose of User Interface Management System?
   a. support for managing, implementing and evaluating a run-time interactive environment
   b. design a conceptual architecture for the structure of an interactive system
   c. implementing a separated application and presentation
   d. design of error occurrence

10. _____is an example of evaluation of the system through physiological responses
   a. field-study
   b. eye-tracking
   c. observation
   d. Interview

11. In cognitive walkthrough one of the following question is not considered?
   a. Is the effect of the action the same as the user's goal at that point?
   b. Will users see that the action is available??
   c. Will users see that the action is not available?
   d. After the action is taken, will users understand the feedback they get?

12. In the model-based evaluation method_____model predicts user performance with a particular interface and it can be used to choose particular design options.
   a. goals-operators-methods-selection
   b. goals-observation-methods-selection
   c. group-operators-methods-selection
   d. goals-operators-methods-substitution

13. Boings, bangs, squeaks, clicks are examples of_____.
   a. Non-Speech Sounds
   b. Noise
   c. Interference
   d. Interference

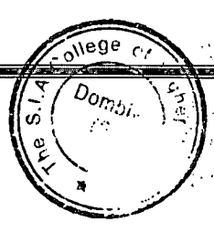
14. What is providing access to information through more than one mode of interaction is called?
   a. multi-modal interaction
   b. multi-media interaction
   c. multi format interaction
   d. multi-input interaction

15. What do Multi-modal systems add to the input channel ?
   a. Redundancy
   b. Input
   c. Accuracy
   d. data

16. In a typical GOMS analysis a single high-level goal is decomposed into a sequence of which can be further decomposed down to the level of_____.
   a. unit tasks, basic operators
   b. basic operators, unit tasks
   c. unit tasks, modules
   d. modules, unit tasks

17. Backus–Naur Form (BNF) is a _____
   a. Linguistic model
   b. Physical model
   c. Cognitive model
   d. Structural Model

18. Which of the following are TRUE with respect to Task Action Grammar (TAG)? **A.** Making consistency more explicit **B.** Encoding user's world knowledge **C.** Parameterized grammar rules **D.** Non-terminals are modified to include additional semantic features



a. A,B,C,D
b. A,B,C
c. B,C,D
d. A,C,D

19. _____models capture both human and technical requirements.
a. Socio-technical
b. Soft systems
c. Participatory design
d. Ethnographic

20. _____capture is an important part of all software engineering methodologies like what the system must be able to do – with less emphasis on non-functional human issues such as usability and acceptability.
a. Context Design
b. Requirements
c. Detailed Design
d. Data Flow Diagram

21. Socio-technical models for interactive systems are therefore concerned with technical, social, organizational and_____aspects of design.
a. Tasks
b. primary
c. secondary
d. Human

22. _____type of communication has no back channels.
a. face-to-face
b. text-based
c. video based
d. audio-based

23. Which of the following are the different types of plan that are commonly found in HTA?
A. Optional tasks B. Waiting for events C. Discretionary D. Mixtures
a. A only
b. A and B only
c. A, B and C only
d. A, B, C and D

24. In entity-based approaches, the cataloging and examination of objects and actions is central to the analysis, but the emphasis is on the_____between actions and objects.
A. relationships
B. hierarchies
C. decomposition
a. A only
b. A and B only
c. B and C only
d. A, B and C

25. STNs stands for_____.
a. State transition networks
b. Serial transition networks
c. State transport networks
d. State transition nets

26. Which tool is used for compiling regular expressions?
a. yaac
b. Awk
c. grep
d. Lex

27. In STN arc represents_____.
a. Action
b. Events
c. action and events
d. State

28. An_____is a design model that binds an application together in a way that supports the conceptual models of its target users.
a. interaction model
b. cognitive model
c. iterative model
d. Initial model

29. Which of the following is not property of state?

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a. Reachability
b. Reversibility
c. Dangerous states
d. Reconnectivity

30. Which of the following is not property of action?
a. Completeness
b. Determinism
c. Reversibility
d. Consistency

QUESTIONS

a) Explain Donald Normans model of interaction in detail
b) Enlist and explain the golden rule of design for Human computer interaction
c) What do you mean by Issue based information system(IBIS).with the help of neat diagram explain the graphical version of IBIS.
d) What is HCI design pattern? Enlist and explain the characteristics of HCI design pattern
e) What are the elements of Windowing system? Explain the architecture of windowing system.
f) What are the goals of evaluations. Explain Cognitive walkthrough, Heuristics evaluation and review based evaluation in detail
g) Write short notes on
1.Universal design principles
2.Speech synthesis and Non speech sounds
h) What are the different approaches to user modeling? Explain the different techniques for knowledge representation
i) What is Linguistic notation. Explain Backus Naur form and Task action Grammar in detail
j) Explain Socio Technical Modeling in detail with its focus on stake holders and task
k) Write short notes on
1. Conversation for Action(CFA) 2. Conversation Game
l) Explain Hierarchical task analysis and knowledge based analysis in detail.
m) Write short note on the different types of graphical notations.
n) What do you mean by Interaction model? Explain PIE model in detail.
o) Explain Status event analysis in detail

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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 2
SUBJECT DEEP LEARNING

MCQS

1. Singular matrix are?
- **a.** non-invertible
- **b.** invertible
- **c.** Both non-invertible and invertible
- **d.** composite

2. Which of the following is not a type of matrix?
- **a.** Square Matrix
- b. Scalar Matrix
- **c.** Trace Matrix
- d. Term Matrix

3. What is true regarding Determinant of a Matrix?
- **a.** The concept of determinant is applicable to square matrices only.
- **b.** To find determinant, subtract diagonal elements together.
- **c.** determinant is a vector value that can be computed from the elements of a Trace matrix
- **d.** A and C

4. The concept of Eigen values and vectors is applicable to?
- **a.** Scalar matrix
- b. Identity matrix
- **c.** Upper triangular matrix
- d. Square matrix

5. Multiplication of a matrix with a scalar constant is called?
- **a.** Complex multiplication
- **b.** Linear multiplication
- **c.** Scalar multiplication
- **d.** Constant multiplication

6. If A and B are parallel vectors then A × B =
- **a.** 0
- **b.** 1
- **c.** -1
- **d.** 2

7. Which is the most direct application of neural networks?
- **a.** vector quantization
- **b.** pattern mapping
- **c.** pattern classification
- **d.** control applications

8. How can false minima be reduced in case of error in recall in feedback neural networks?
- **a.** by providing additional units
- **b.** by using probabilistic update
- **c.** can be either probabilistic update or using additional units
- **d.** by using vector update

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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 2
SUBJECT DEEP LEARNING

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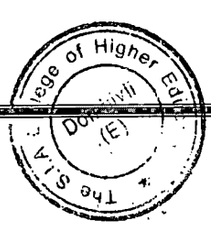
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9. How many layers Deep learning algorithms are constructed?
   a. 2 b. 3
   c. 4 d. 5
10. What property should a feedback network have, to make it useful for storing information?
   a. accretive behaviour b. interpolative behaviour
   c. both accretive and interpolative behaviour d. Accumulative behaviour
11. In Neural Network , the network capacity is defined as
   a. The traffic carry capacity of the network b. The total number of nodes in the network
   c. The number of patterns that can be stored and recalled in a network d. The total number of layers in the network
12. Which function is used to introduce non-linearity in Neural Network
   a. Transfer Function b. Error Function
   c. Action Function d. Feed Forward Function
13. The process performed in Convolution Layer called convolution operation is equivalent to which operation in Image Processing :
   a. Padding Operation b. Filter operation
   c. Stride Operation d. Accumulation Operation
14. _____will apply element wise activation function to the output of convolution layer.
   a. Input Layer b. Convolution Layer
   c. Activation Function Layer d. Pool Layer
15. In_____holds the raw input of image used to build ConvNets.
   a. Input Layer b. Convolution Layer
   c. Activation Function Layer d. Pool Layer
16. .RNN Stands for_____.
   a. Recursive Neural Network b. Recurrent Neural Network
   c. Recurring Neural Network d. Removable Neural Network
17. The main and most important feature of RNN is_____.
   a. Visible State b. Hidden state
   c. Present State d. Forward State
18. RNN remembers each and every information through_____.
   a. Work b. Time
   c. Hour d. Memory
19. _____are algorithms or methods used to minimize error function or to maximize the efficiency of production
   a. Optimizers b. Activation function
   c. Autoencoders d. Gradient Descent
20. Which algorithm uses different learning rates for each and every neuron for each and every hidden layer based on different iterations?
   a. AdaGrad b. RMS-Prop
   c. AdaDelta d. Adam
21. Which learning algorithm calculates adaptive learning rates for each parameter?

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a. Ada
b. AdaDelta
c. Adam
d. AdaDescent

22. Which algorithm was designed to handle the vanishing gradient problem?
a. BRNN
b. GRU
c. LSTM
d. RMS

23. Which networks are designed to handle vanishing gradient problem
a. Graded Recurrent Units
b. Long Short Term Memory
c. Bidirectional Recurrent Neural Network
d. Long Term Memory

24. Autoencoders consist of 3 parts :
a. Input , Bottleneck, Decoder
b. Encoder , Bottleneck, Output
c. Input, Bottleneck, Output
d. Encoder, Bottleneck, Decoder

25. _____occurs when the gradients become very small and tend towards zero.
a. Exploding Gradients
b. Vanishing Gradients
c. Long Short Term Memory Networks
d. Gated Recurrent Unit Networks

26. _____is responsible for reducing the spatial size of the Convolved Feature.
a. Hidden layer
b. Input Layer
c. Output Layer
d. Pooling Layer

27. GAN stands for
a. Generalized Adversarial Network
b. Generative Adversarial Network
c. Generative Advanced Network
d. Generative Artificial Network

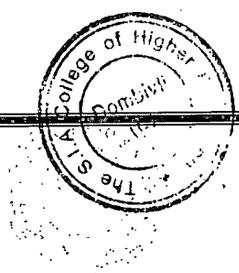
28. _____is a neural network that identified real data from the fake data created by the Generator
a. Discriminator
b. Divider
c. Detector
d. Determiner

29. _____supports convolution neural networks instead of vanilla neural network at both Discriminator and Generator.
a. Simple GAN
b. Super Resolution GAN
c. Deep Convolution GANs
d. Conditional GAN

30. Which GANs have a min-max optimization formulation?
a. Vanilla GAN
b. Simple GAN
c. Super Resolution GAN
d. Conditional GAN

QUESTIONS

a) Write detailed note on Eigen Decomposition
b) What is Gradient base optimization?
c) What is overflow and underflow?
d) Write a detailed note on Single Layer Perceptron.
e) What are Deep Feed Forward Networks explain with example?



f) Write a note on cross-entropy error.

g) What is backpropagation? What are various types of backpropagation networks?
h) Why a loss function is configured, explain with suitable example?
i) Explain Convolution operations performed at convolution layer.

j) What are optimizers? Explain various types of optimizers.
k) Explain the architecture of RNN.
l) Write a note on structure of LSTM.

m) How does a Deep Generative Model work? Explain with example.
n) What is a Discriminator in Generative Models?
o) Write a note on Deep Convolution GANs.

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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 2
SUBJECT NATURAL LANGUAGE PROCESSING

MCQS

1. _____is a type of assistive technology that reads digital text aloud.
   a. Speech to text **b.** Text to speech
   c. Text Summarization **d.** Text classification

2. _____refers to sentences and phrases that potentially have two or more possible interpretations.
   a. Homonyms **b.** Synonyms
   c. Ambiguity **d.** Sarcasm

3. What Σ of content-free grammar tuple G = (Σ, N, S, R) indicates?
   a. disjoint finite sets of terminal symbol **b.** disjoint finite sets of nonterminal symbol
   c. a finite set of production rules **d.** the start symbol

4. Syntactic Parsing deals with basic techniques for_____.
   a. Token-driven natural language parsing **b.** grammar-driven natural language parsing
   c. lexical driven natural language parsing **d.** lemma driven natural language parsing

5. A basic task of_____is to relate morphological variants to their lemma bundled up with its invariant semantic and syntactic information.
   a. tokenization **b.** sentence segmentation
   c. lexical analysis **d.** morphology

6. _____systems identify different types of proper names, such as person and company names, and sometimes special types of entities, such as dates and times, that can be easily identified using surface level textual patterns.
   a. Named entity recognition **b.** Chunking
   c. Parsing **d.** Word Sense Disambiguity

7. ____refers to the process(es) that choose the speech acts, establish the content, determine how the situation dictates perspectives, and so on.
   a. Text planning **b.** Linguistic planning
   c. Macro-planning **d.** Micro-planning

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8. _____attempts to produce useful output, such as a partial analysis, even if the input is not covered by the grammar.
   a. A robust parser
   b. An analyser
   c. A descriptor
   d. A parser

9. A grammar that produces_____parse tree for some sentence is said to be ambiguous.
   a. One
   b. more than one
   c. Two
   d. Three

10. Pushing and pulling are the interfaces used to connect_____.
   a. text planners
   b. Speakers
   c. text planner and speaker
   d. speaker and linguistic component

11. The standard way to represent the syntactic structure of a grammatical sentence is_____.
   a. a parse tree
   b. a flow tree
   c. a grammar tree
   d. a structure tree

12. An LR-parser can detect a syntactic error as soon as_____.
   a. The parsing starts
   b. It is possible to do so a right-to-left scan of the input
   c. Parsing ends
   d. It is possible to do so a left-to-right scan of the input

13. Part of speech can be regarded as simplified form of_____analysis
   a. lexical
   b. syntactical
   c. semantical
   d. Morphological

14. _____is there exist some words for which more than one POS tag is possible.
   a. Ambiguous words
   b. unknown words
   c. confused words
   d. altered words

15. _____used in classification tasks, like rule-based systems, can cover more context and enable flexible feature representations, and yield outputs easier to interpret.
   a. Support Vector Machines
   b. Neural Networks
   c. Decision tree
   d. Fuzzy set Theory

16. HMM is a_____model
   a. discriminative
   b. non discriminative
   c. non generative
   d. Generative

17. The output of the beam search is a_____, which has all the hypotheses that have been explored during the search.
   a. result
   b. output
   c. lattice
   d. Literal

18. _____is a process of using a set of linguistic and logical tools to figure out the real meaning of the text.
   a. POS tagging
   b. Wordnet
   c. Pragmatic analysis
   d. Perplexity

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19. _____uses features of the partially built dependency structure together with features of the tagged input string.
   a. CYK algorithms
   b. MST parser
   c. Earley's algorithm
   d. MaltParser

20. The Paninian framework has been successfully applied to_____languages.
   a. French
   b. Japanese
   c. Indian
   d. German

21. A data-driven parser-generator constructs a parser given_____.
   a. a grammar
   b. a treebank
   c. a graph
   d. any corpus

22. An evaluative component_____that ranks candidate analyses via a numerical scoring scheme.
   a. EVAL
   b. EVALUATE
   c. EVL
   d. EVLT

23. A generative model is one that defines a_____probability distribution over inputs and outputs
   a. conditional
   b. Joint
   c. experimental
   d. Standard

24. _____ is the problem of estimating the performance of different models in order to choose the best one.
   a. model search
   b. model selection
   c. model finder
   d. model assessment

25. NLTK stands for_____.
   a. Natural Language Tooltip
   b. Natural language Toolkart
   c. Natural language Talk
   d. Natural Language Toolkit

26. Dissimilarity between words expressed using cosine similarity will have values significantly higher than____
   a. 0.5
   b. 0.4
   c. 0.3
   d. 0.2

27. Similarity between synsets is calculated using_____
   a. HMM
   b. Hamiltonian cycle
   c. shortest path
   d. simple path

28. Words are polysemous means _____
   a. they have different but related senses.
   b. they have different senses.
   c. they have multiple spellings
   d. they have different meanings

29. Anaphoric or coreference resolution is a subset of_____.
   a. Lexical analysis
   b. Tokenization
   c. Lemmatization
   d. Discourse Analysis

30. Lesk algorithm uses_____based approach.
   a. hand-tailored procedural
   b. dictionary

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c. word expert based

d. selectional constraints

II QUESTIONS

a) What are the stages of analysis in processing of natural language?
b) Write a short note on typological classification.
c) Explain the concept of finite state transducer with suitable example.
d) Explain Cocke-Kasami-Younger (CYK/CKY) algorithm in detail.
e) Write a short note on Discourse Representation Theory (DRT).
f) Explain the components and levels of representation in natural language generation?
g) Explain transformation-based learning (TBL).
h) Write a short note on Hiero.
i) What is statistical machine learning? Discuss the problems related to the statistical machine learning.
j) Explain the two component of statistical parsing model in detail.
k) Write a short on MALT parser.
l) Enlist and explain the different subtask mapped to the classification tasks in maximum entropy model in Chinese language.
m What is idiomaticity and explain its type in detail.
n) Write a short note on association measures.
o) Explain applications of word sense disambiguation.

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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 1
SUBJECT IMAGE PROCESSING

I MCQS

1. Digitizing the coordinate values of a continuous image is called_____.
   a. Compression **b.** Sampling
   c. Segmentation **d.** Quantization

2. Which of the following is the principle energy source for images?
   a. electrical spectrum **b.** electro magnetic spectrum
   c. electro spectrum **d.** magnetic spectrum

3. A_____process is characterized by the fact that its inputs generally are images, but its outputs are attributes extracted from those images.
   a. Low-level **b.** Last level
   c. High level **d.** Mid level

4. _____are used for modeling and visualization, which are generated by computer.
   a. X-rays Images **b.** Vector Images
   c. Synthetic images **d.** Ultraviolet Images

5. _____is process which based on Visible red light.
   a. Vegetation discrimination **b.** Mineral mapping
   c. Soil moisture **d.** Water penetration

6. _____simply yields the value of the function f (t) at the location of the impulse.
   a. Rotation **b.** Scaling
   c. Shifting **d.** Correlation

7. Fourier transform pair denoted as f (t)⇔ F(m) where the double arrow indicates that the expression on the left is obtained by taking the_____of the expression on the right.
   a. Forward Fourier Transform **b.** Inverse Fourier Transform
   c. Power Law Transform **d.** Convolution

8. _____is the property of two functions that involves flipping rotating by 180°one function about its origin and sliding it past the other.

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a. Separability
b. Laplacian
c. Distribution
d. Convolution

9. Continuous functions have to be converted into a sequence of discrete values before they can be processed in a computer which requires _____.
a. Sampling and Quantization
b. Compression
c. Interpolation
d. Correlation

10. Filters are instrumental in recovering the original function from its samples, filters used for the such purpose are also called_____.
a. Notch filter
b. Statistical filter
c. Homomorphic filter
d. Reconstruction filters

11. In orthonormal basis the_____have same length as original vector
a. Vector subset
b. pixel representation
c. coordinates representation
d. scalar quantities

12. What is Heisenberg's uncertainty principle?
a. Set of points function in image where time and frequency is zero
b. Set of points function in image where time and frequency is Uncertain
c. Set of points function in image where time and frequency is Constant
d. Set of points function in image where time and frequency is non zero

13. discrete Hartley transform, discrete cosine transform, and discrete sine transform, All three transforms avoid the computational complexity of _____
a. Complex Numbers
b. Real Numbers
c. Maximum Numbers
d. Odd Numbers

14. Walsh-Hadamard transforms (WHTs) are_____transformations
a. sinusoidal
b. circular
c. non-sinusoidal
d. centrifugal

15. What is Walsh function ?
a. basic function with 0 to 1 range of pixels
b. a linear combination of N X N Matrix basis functions
c. a linear combination of circular basis functions
d. a linear combination of rectangular basis functions

16. What is use of digital image watermarking?
a. copy protection
b. image transmission
c. image compression
d. image modification

17. To expand the boundary of an object in binary images the appropriate operation is_____.
a. Erosion
b. Dilation
c. Opening
d. Closing

18. In region growing technique_____is the starting pixel.
a. original pixel
b. seed pixel
c. base pixel
d. center pixel

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19. Which of the following second order operator is most sensitive to noise in edge filtering?
   a. Sobel operator
   b. Prewitt operator
   c. Laplacian operator
   d. Laplacian of Gaussian operator

20. When we apply High pass filter in an image, we can approximate_____.
   a. Background
   b. Texture
   c. Object
   d. Boundary

21. On which properties, Gray level image segmentation is based on:
   a. Discontinuity and similarity
   b. continuity and similarity
   c. only similarity
   d. only continuity

22. Pick the correct example of clustering method
   a. Level Set Methods
   b. Neural Network Segmentation
   c. Graph Partitioning Methods
   d. Watershed Transformation

23. Similarity approach of segmentation depends on_____
   a. low frequencies
   b. smooth changes
   c. abrupt changes
   d. contrast

24. What is the opening operation in morphology?
   a. structured filling of image region boundary pixels
   b. image pattern matching and marking
   c. structured erosion using image pattern matching
   d. structured removal of image region boundary pixels

25. Points on the inside and outside of the boundary are_____because there are no discontinuities in intensity in those regions.
   a. white
   b. blank
   c. black
   d. one

26. A point(1,1) in the cartesian system is represented in slope-intercept space(m,c) as,
   a. m= - c + 1
   b. m= c + 1
   c. m= c - 1
   d. m= - c - 1

27. What is accepting or rejecting certain frequency components in an image called as ?
   a. Histogram equalization
   b. contrast stretching
   c. filtering
   d. band pass filtering

28. In image enhancement -reduced dataset contains only_____of the pixels found in the original scene.
   a. half(50%)
   b. full(100)
   c. one fourth (25%)
   d. one third(75%)

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29. Digital image magnification is usually performed for_____

a. enlarge or match the scale of an image
b. reduce and match the scale of an image
c. reduce and match the contrast of an image
d. enlarge or match the contrast of an image

30. Nearest-neighbor, bilinear interpolation, or cubic convolution are used as _____

a. searching algorithm
b. resampling algorithm
c. analysis algorithm
d. plotting algorithm

II QUESTIONS

a) Elaborate the digital image processing and its scope. Discuss basic technical process.
b) Explain the components of digital image processing with labelled diagram.
c) Explain image acquisition methods. Elaborate its types.
d) Explain sampling theorem. Describe the Fourier transform of sampled function.
e) Explain the concept of Aliasing in image processing.
f) Explain Gaussian Low pass filter transfer function with diagram.
g) Describe color model. List and explain its types.
h) Explain Walsh-Hadamard transforms (WHTs).
i) Explain the image compression model.
j) Write a note on Morphological Smoothing.
k) Write a note on segmentation methods for point, line and edge detection.
l) Explain the role of noise in image thresholding.
m) Describe the boundary following algorithm.
n) Explain a chain code representation (Freeman chain code).
o) Explain SIFT algorithm with steps.

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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 1
SUBJECT MICROSERVICES ARCHITECTURE

MCQS

1. Which architecture is goal-oriented?
   a. Microservices **b.** Microprocessor
   c. IoT **d.** Azure

2. What makes the microservices approach special?
   a. Maintaining existing components **b.** Microservice System
   c. Replacement of components **d.** Microservice implementation

3. Microservice applications does not share which important characteristics?
   a. Independently deployable **b.** Autonomously developed
   c. Centralized **d.** Consistency

4. Two microservices characteristics that might find especially concerning are_____.
   a. decentralization and autonomy **b.** Centralization and autonomy
   c. Bounded by contexts and Centralized **d.** Bounded by contexts and autonomy

5. What means that the bulk of the work done within system will no longer be managed?
   a. Messaging enabled **b.** Autonomously developed
   c. Bounded by contexts **d.** Decentralized

6. What reduces development time?
   a. Polyglotism **b.** Composability
   c. Agility **d.** Comprehensibility

7. Eliminating costly cross-team coordination challenges is indeed a significant motivation for_____.
   a. Microservice adopters **b.** Microservice architecture's
   c. Transformation **d.** API client

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8. Currently the most widely deployed container toolset is_____.
   a. Docker
   b. Orchestrator
   c. Kubernete
   d. GitHub

9. APIs provided by Microservices may call each other, may be called by _____.
   a. networking
   b. internal
   c. public-facing
   d. frontend

10. Your organization's_____is important because it shapes all of the atomic decisions that people within the system will make.
   a. Autonomy
   b. Culture
   c. System observability
   d. Toolmaking

11. The microservice designer should acknowledge that a_____of cultures occurs whenever outsourcing is conducted
   a. pollibation
   b. reverse data
   c. loss of data integrity
   d. cross-pollination

12. Bounded context should be as big as it needs to be in order to fully express its complete _____ language
   a. Methodologies
   b. Continuous Delivery
   c. MySQL
   d. Ubiquitous

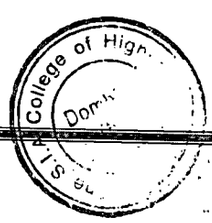
13. Which of the following is not the feature of .NET Core?
   a. It is used for developing library projects only.
   b. NET Core is the cross-platform and open-source implementation of .NET
   c. It can run applications on multiple platforms.
   d. It supports modern application frameworks.

14. A Docker registry is a place to store and distribute Docker_____.
   a. Codes
   b. Files
   c. Application
   d. Images

15. _____is a cross-platform web server which is included and enabled by default in ASP.NET Core project templates.
   a. IIS
   b. Kestrel
   c. Apache
   d. Nginx

16. Which of the Following is not an advantage of a docker?
   a. Simple configuration and interaction with docker composed as possible.
   b. Documentation provides information in detail.
   c. Docker provides a difficult set-up initially
   d. The application lifecycle can be described in detail in Docker

17. Select the docker image command,to list images
   a. docker image list
   b. docker ls
   c. docker image ls
   d. docker list



18. Which of the following is not true for Microservice Ecosystems?
    a. It is a large community of interconnected services.
    b. In Microservice Ecosystems, each service can have its own release cadence.
    c. In Microservice Ecosystems,each service can scale horizontally on demand.
    d. In Microservice Ecosystems, each service cannot be deployed on its own.

19. CRUD operations related to _____
    a. Creativity, Read, Update, Delete
    b. Create, Read, Update, Deduce
    c. Create, Run, Update, Delete
    d. Create, Read, Update, Delete

20. Queries never_____the database in CQRS.
    a. join
    b. modify
    c. restore
    d. update

21. The event processor is related to _____
    a. Event
    b. Query
    c. Command
    d. Event Sourcing

22. API stands for _____
    a. Application Programming Interface
    b. Analysis of Programming Interface
    c. Application Programming Institute
    d. Application Public Interface

23. In EF Core EF denotes to _____
    a. Entity Frame
    b. End Framework
    c. Entity Framework
    d. Empty Framework

24. Software built as_____can, by definition, be broken down into multiple component services ?
    a. Monolithic
    b. Microservices
    c. Controller
    d. Model

25. What is the meaning of OAuth?
    a. Original Authorization
    b. Open Authorization
    c. Old Authorization
    d. Other Authorization

26. Securing a microservice with no UI is called as_____
    a. headless
    b. handfree
    c. handheld
    d. handon

27. Which of the following is also referred to as Short Message Service?
    a. Mini-blogs
    b. Micro-blogs
    c. Nano-blogs
    d. big-blogs

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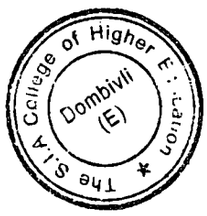
28. Which of the following about Spring Cloud is incorrect?
    a. Cloud-native based development
    b. Microservice-based architecture
    c. Inter-service communication
    d. Service integration

29. Which of the following is not the event of WebSocket API?
    a. Close
    b. Message
    c. Send
    d. Error

30. In Microservice architecture , STS stands for _____
    a. service token security
    b. security token service
    c. security to service
    d. service to security

II QUESTIONS

a) In the Microservices Value Proposition, how Microservices can be used for deriving business value?
b) Explain the following with reference to the Microservice Design: *Organization, Culture and Embracing Change.*
c) State and explain the goals for the Microservices Way.
d) Explain the API Design for Microservices.
e) Explain Asynchronous Message-Passing and Microservices.
f) Explain in detail about The Need for an API Gateway.
g) Write short note on adding Startup Class and Middleware.
h) Explain in detail CoreCLR and CoreFX.
i) What are the Strategies for Sharing Models between Services?
j) Explain the concept of Event Sourcing. How it is defined?
k) What is Event Processor? What procedure to follow in order to keep the code clean and testable?
l) What are Backing Services?
m What are the factors required for configuring Microservice ecosystem?
n) How to configure Microservices with etcd?
o) Explain how to secure a Service with Client Credentials.



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DEPARTMENT OF INFORMATION TECHNOLOGY AND MATHEMATICS
ACADEMIC YEAR 2021-22
MSC IT PART 1
SUBJECT MODERN NETWORKING

1. _____is a router that resides within the middle of the network rather than at its periphery.
   a. core router
   b. aggregation router
   c. central router
   d. edge router

2. The core network, also referred to as a_____.
   a. distribution network
   b. backbone network
   c. access network
   d. edge network

3. In times of congestion,_____traffic will continue to supply a high load, and_____traffic will be crowded off the internet.
   a. Elastic, inelastic
   b. Inelastic, elastic
   c. Elastic, real time
   d. real time, elastic

4. Which of the following is/are true about SDN Controller?
   a. Manages flow control to the switches/routers 'below' / 'above'
   b. OpenFlow is used to communicate with the networking devices via southbound APIs
   c. It is used to collect information about networking devices using SNMP.
   d. It is used to collect information about hardware using SNMP.

5. What is true for North-bound interface in SDN?
   a. North-bound interface communicate traffic with lower plane in SDN.
   b. All automation and Orchestration of system takes place via north-bound interface
   c. Communication between data plane and control plane happens via north-bound interface
   d. The controller controls the packets through north-bound interface

6. The_plane provides the "intelligence" in designing routes, setting priority and routingpolicy parameters to meet QoS and QoE requirements and to cope with the shifting trafficpatterns.
   a. application
   b. Data
   c. control
   d. Forwarding

7. _____is an open source project dedicated to acceleration the adoption of standardized NFV elements. It will establish a carrier-grade, integrated, open source reference platform that industry peers will build together to advance the evolution of NFV and to ensure consistency, performance, and interoperability among multiple open source components.

a. Tata Consultancy Services (TCS)
b. Open Platform for NFV
c. Alliance for Telecommunications Industry Solutions (ATIS)
d. United Nation Environmental Protection (UNEP)

8. _____is an open source software activity under the auspices of the Linux foundation. Its member companies provide resources to develop an SDN controller for a wide range of applications.

a. Apache Tomcat
b. Microsoft Teams
c. SciPy
d. OpenDaylight

9. The Open Networking Foundation (ONF) cites four general limitations of traditional network architectures _____

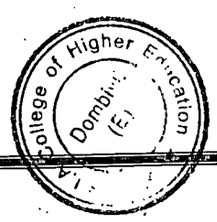
a. Static, complex architecture, Inconsistent policies, Inability to scale and Vendor dependence
b. Adaptability, Automation, Maintainability, Model management, Mobility, Integrated security and On-demand scaling
c. Atomicity, Consistency, Isolated and Durability
d. Need, Requirement gathering, Analysis, design, testing, implementation and maintenance

10. To turn the concept of SDN into practical implementation, two requirements must be met:_____

a. • There must be a common logical architecture in all switches, routers, and other network devices to be managed by an SDN controller.
• A standard, secure protocol is needed between the SDN controller and the network device.
b. • There must be a common logical architecture in all Cloud Servers to be managed by an NETWORK controller.
• A standard, secure protocol is needed between the SDN controller and the network device.
c. • There must be a common logical architecture in all switches, routers, and other network devices to be managed by an SDN controller.
• A standard, secure protocol is needed between the CPU and the DATA LINK device.
d. • There must be a common logical architecture in all APPLICATION LAYER PROGRAMS to be managed by an SDN controller.
• A standard, insecure protocol is needed between the SDN controller and the network device.

11. The OpenFlow specification defines three types of tables in the logical switch architecture: _____

a. flow table, group table and meter table
b. flow table, up table and down table
c. router table, hub table and switch table
d. data table, meta data table and control table



12. OFPFF_SEND_FLOW_REM is a_____in flow table.
    a. Memory Location
    b. Flag
    c. flow label
    d. flow status

13. The NFV framework consists of_____domains of operation
    a. Two
    b. Three
    c. Four
    d. Five

14. VNFM performs the following function
    a. Inventory of software (for example, hypervisors), computing, storage and network resources dedicated to NFV infrastructure
    b. Collection of information for capacity planning, monitoring, and optimization
    c. Visibility into and management of the NFV infrastructure
    d. Overall coordination and adaptation role for configuration and event reporting between the VIM and the EM.

15. _____provides the execution environment of a single VNFC instance.
    a. storage resource sharing
    b. Network resource sharing
    c. Virtual machine management and API
    d. Control and admin agent

16. _____used for requests for VNF lifecycle management and exchange of configuration and state information.
    a. Or-Vnfm
    b. Ve-Vnfm
    c. Or-Vi
    d. Os-Ma

17. _____domain Provides commercial off-the-shelf (COTS) high-volume servers and storage
    a. Compute
    b. Hypervisor
    c. Infrastructure network domain
    d. Functional

18. VIM Performs the following
    a. visibility into and management of the NFV infrastructure
    b. instantiation feasibility checking, if required
    c. instance assisted or automated healing
    d. lifecycle management change notification

19. _____is computed as a composite function of: the ability of the network to accept additional traffic; the "importance" of each user and the "utility" of his traffic; the data rate of each input transmission medium or the transducer used; and the tolerable delay time for delivery of the traffic.
    a. Precedence
    b. Dependence
    c. Preference
    d. Independence

20. QoS and QoE enable the network manager to determine whether_____
    a. the netwoks cause delayed in the flow of the packet due to the jitter
    b. the networks becomes congested due to the overwhelmed flow of the packets

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c. the network is behave as per users priority and to send the packet in the different routes of the networks

d. the network is meeting user needs and to diagnose problem areas that require adjustment to network management and network traffic control.

21. _____classification permits a network operator to strictly limit the effect of LE traffic on best effort/normal or all other network traffic.
a. Packers effort
b. Known effort
c. High effort
d. Lower effort

22. In Architectural Framework for QoS Support,_____refers to the assignment of packets to a traffic class by the ingress router at the ingress edge of the network.
a. Congestion avoidance
b. Traffic classification
c. Packet marking
d. Traffic shaping

23. In queue management is_____, defined in RFC 2309 drops incoming packets probabilistically based on an estimated average queue size.
a. adaptive random early detection
b. weighted random early detection
c. random early detection
d. Robust random early detection

24. _____and_____concerns monitoring the dynamic properties of a traffic stream using performance metrics such as data rate and packet loss rate.
a. Traffic shaping , packaging
b. Traffic marking , encoding
c. Traffic policing , decoding
d. Traffic metering , recording

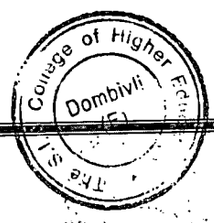
25. A/An_____cloud provides service to customers in the form of software, specifically application software running on and accessible in the cloud.
a. Software as a Service
b. Platform as a Service
c. Infrastructure as a Service
d. Storage as a Service

26. A cloud consumer may request cloud services from a cloud provider directly or via a cloud _____.
a. Provider
b. Broker
c. Auditor
d. Consumer

27. _____responsible for connecting functional components in the architecture to create a unified architecture.
a. Integration
b. Operational support systems
c. Business support systems
d. Development function

28. CoAP is a specialized_____transfer protocol for use with constrained nodes and constrained networks in the IoT.
a. File
b. Program
c. Command
d. Web

29. _____creates groups, finds appropriate member things in the network, manages member presence, and makes group action easy.
a. Protocol Plugin Manager
b. Soft Sensor Manager
c. Things Manager
d. Control Manager



30. Which is not IoT system pillar of Cisco IoT System?

a. Management and automation
b. Network connectivity
c. Fog computing
d. Data Manipulating

QUESTIONS

a) Discuss the motivation for the typical network hierarchy of access Networks, distribution networks, and core networks.

b) Explain the concepts of network convergence and unified communications

c) Write short notes on i) Quality of Service ii) Quality of Experience

d) Why traditional network architecture are inadequate for transmission for carried a data? How this limitation are solved?

e) Explain the Software-Defined Architecture.

f) What is SDN data plane? Explain the different types of functions performed by the data plane network devices.

g) What is Network functions virtualization (NFV)? Explain the key benefits of NFV.

h) Explain the elements of the NFV infrastructure and their interrelationships.

i) Write a short note on virtual local•area network (VLAN).

j) Explain the concept of differentiated services.

k) With the help of diagram, Explain the QoE/QoS Layered Model.

l) Explain the Black-Box Media-Based QoS/QoE Mapping Models.

m) Write a short note on the NIST Cloud Computing Reference Architecture

n) Write a short note on: i) Sensors ii) RFID

o) Write a short note on: IoTivity ii) ioBridge

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ACADEMIC YEAR 2021-22
MSC IT PART 1
SUBJECT BIG DATA ANALYTICS

1. _____is high-velocity and high-variety information assets that demand cost effective, innovative forms of information processing for enhanced insight and decision making.
   a. Data discovery **b.** Data Science
   c. Big Data **d.** Statistical analysis

2. _____is the science of extracting knowledge from data.
   a. Data analyst **b.** Data Science
   c. Big Data **d.** Statistical analysis

3. _____is an open-source software framework for storing data and running applications on clusters of commodity hardware.
   a. Mapreduce **b.** Spark
   c. HBase **d.** Hadoop

4. Data in_____bytes size is called B ig Data.
   a. TERA **b.** PETA
   c. GIGA **d.** META

5. In Data Analytics Lifecycle,_____requires the presence of an analytic sandbox, in which the team can work with data and perform analytics.
   a. Data preparation **b.** Data discovery
   c. distributed file system **d.** Data analytics

6. Database such as Oracle, DB2, Teradata, MySQL,PostgreSQL, spreadsheets, OLTP systems are the source of_____.
   a. Structured Data **b.** Semi-Structured Data
   c. UnStructured Data **d.** Simple Data

7. K-means clustering algorithm determines the distance between an object and its cluster centroid by_____measure.
   a. Hamming Distance **b.** Manhattan Distance
   c. Euclidean Distance **d.** Minkowski Distance

8. _____mining uses models to analyze data for patterns, transactions that consist of one or more items in a database.

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a. K-Means
b. Association rule
c. KNN Clustering
d. SVM Clustering

9. _____is one of the approaches to improve Apriori's efficiency, according to which, any item set that is potentially frequent in a transaction database, must be frequent in at least one of the partitions of the transaction database.
a. Partitioning
b. Sampling
c. Hash-based item set counting
d. Dynamic item set counting

10. _____is an analytical technique used to model the relationship between several input variables and a continuous outcome variable.
a. Regression
b. Logistic regression
c. Classification
d. Linear regression

11. In_____, there are relationship between dependent variable and independent variables.
a. Logistic regression
b. Regression
c. Linear regression
d. Association Rule

12. In regression model, when the outcome variable is a categorical variable, then _____ can be used.
a. Association Rule
b. Logistic regression
c. K-Means
d. Linear regression

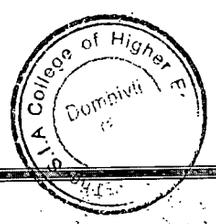
13. A_____is also called prediction tree , which uses a tree structure to specify sequences of decisions and consequences.
a. Naïve Bayes
b. K-Means
c. Decision tree
d. Clustering

14. In Naïve Bayes, the input variables are generally convert continuous variables into categorical ones and this process is referred as the_____of continuous variables.
a. discontinues
b. different
c. attributes
d. discretization

15. Raw text is converted into collections of tokens after the_____, where each token is generally a word.
a. bag-of-words
b. case folding
c. word
d. tokenization

16. In Classification methods, Bagging uses the_____technique that repeatedly samples with replacement from a dataset according to a uniform probability distribution.
a. SVM
b. sampling
c. bootstrap
d. AdaBoost

17. _____is a class of ensemble methods using decision tree classifiers
a. AdaBoost
b. k-means
c. Logistic regression
d. Random forest



18. _____is one of the first decision tree algorithms, and it was developed by John Ross Quinlan

a. ID3 - Iterative Dichotomiser 3
b. AdaBoost
c. Random forest
d. Logistic regression

19. allows the data stored in HDFS (Hadoop Distributed File System) to be processed and run by various data processing engines such as batch processing, stream processing, interactive processing, graph processing

a. Mapreduce
b. Data mining
c. YARN
d. DataWarehousing

20. Hadoop Streaming allows to create and run jobs with any script or executable as the mapper or the reducer.

a. streaming
b. MapReduce
c. HIVE
d. YARN

21. is a Data warehousing tool that is built on top of the Hadoop, and is one of the best tools used for data analysis on Hadoop.

a. ETL
b. Data mining
c. YARN
d. Apache Hive

22. The is the Hadoop Distributed File System, which keeps the directory tree of all files in the file system, and tracks the locations of all files in the cluster.

a. NameNode
b. DataNode
c. MapReduce
d. ResourceManager

23. By default in Spark, the Python API uses the_____module for serialization.

a. JSON
b. complex
c. NameNode
d. Pickle

24. An_____is a mapping from an index term to locations in a set of documents.

a. DROP index
b. inverted index
c. forward index
d. alter index

25. HBase is classified as_____.

a. Complex
b. Row family
c. Column family
d. Tree family

26. _____is a tool designed to import data from relational databases such as MySQL, Oracle to Hadoop HDFS, and export from Hadoop file system to relational databases.

a. HIVE
b. HBase
c. Sqoop
d. SQL

27. A Flume agent is a_____process.

a. JRE
b. JAVA
c. JVM
d. SDK

28. _____function is used to read data in Pig .

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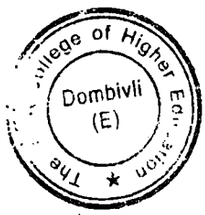
a. Show
b. Scan
c. Read
d. Load

29. Spark SQL automatically infers the schema of a _____datasets.
a. SQL
b. JSON
c. XML
d. HIVE

30. In flume the data flow from many sources to one channel is known as_____.
a. Fan-in Flow
b. fan out
c. Single agent
d. Multiple flow

QUESTIONS

a) Define big data. Why is big data required? How does traditional BI environment differ from big data environment?
b) Write a short note on Classification of Analytics.
c) Explain different phases of the Data Analytics Lifecycle each in detail.
d) What is Linear regression? Explain in detail. Explain any two of its applications.
e) Write a short note on association rules.
f) What is Logistic regression? Explain in detail. What are its applications?
g) Write a short note on decision tree.
h) Explain the Naïve Bayes theorem.
i) Explain the steps involved in Text analysis with example.
j) Explain the 4 stages of the Big Data Pipeline.
k) Explain the concept of MapReduce.
l) Write a short note on Hadoop Distributed File System.
m) What are the Distributed Analysis and Patterns? Explain.
n) Explain with example Projection in context of Pig.
o) Explain the functionality of the Design pattern.



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QUESTION BANK

BAF

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Question Bank

SYBAF

COST ACCOUNTING – 2.

Questions of practical sums.

1) From the books of accounts of M/s Avdhoot enterprises , the following details have been enacted for the quarter ending 31/3/2014.

Particulars	Rupees
Stock of material – opening	270000
Stock of material – Closing	300000
Purchases of materials	1248000
Direct wages	357600
Direct expenses	120000
Indirect expenses	24000
Salaries to administrative staff	60000
Carriage Inwards	48000
Carriage Onwards	37500
Manager's Salary	72000
General Charges	37200
Legal charges for criminal suit	20000
Commission on sales	28000
Fuel	96000
Electricity charges	72000

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Director's fees	36000
Repairs to plant & Machinery	63000
Rent , Rates & Taxes - factory	18000
Rent , Rates & Taxes – office	9600
Depreciation on plant & machinery	45000
Depreciation on Furniture	3600
Salesmen's salary	50000
Audit fees	18000

1) The manager's time is shared between the factory and the office in the ratio of 20 : 80.
2) Carriage outwards include Rs. 7500 being carriage inwards on plant & machinery.
3) Selling price is 120% of the cost price.

From the above detailed cost sheet for the quarter ending 31/12/2014 and ascertain sales.

2) M/s Vishal manufacturing Company manufactures two types of products viz. A and B. The information for the year ended on 31st March , 2014 is as under.

Particulars	Product	
	A	B
	Rs	Rs
Direct material per unit	100	120
Direct labour per unit	60	50
Direct expenses per unit	40	80

1) Factory expenses are charged at 20% of prime cost.
2) Office expenses are charged at 25% of work cost.
3) 2000 units of product A were produced of which 1500 units were sold and 5000 units of product B were produced of which 4500 units were sold.
4) Selling expenses are Rs. 15 per unit for product A and for product B is Rs. 20.
5) Company charges a profit at 20% on sales for both the products.

Prepare a cost sheet showing the cost and profit in total as well as in per unit.

3) GK Ltd. Showed net loss of Rs. 243300 as per their financial accounts for the year ended 31st march , 2018. However, cost accounts disclosed net loss of Rs. 248300 for

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the same period . On scrutinizing both the set of books of accounts, the following information were revealed:-

a) Works overheads over recovered – Rs. 30400

b) Selling overheads under recovered – Rs. 20300

c) Administrative overheads under recovered – Rs. 27700

d) Depreciation over charged in cost accounts – Rs. 35100

e) Bad debts w/off in financial accounts – Rs. 15000

f) Preliminiary expenses w/off in financial accounts – Rs. 5000

g) Interest credited during the year in financial accounts – Rs. 7500

Prepare a reconciliation statement reconciling losses shown by the financial and cost accounts by taking costing net loss at base.

4) From the following , prepare reconciliation statement of M/s XYZ and company as on 10-6-2014:-

a) Net profit as per financial accounts Rs. 40340

b) Income tax provision made Rs. 30000

c) Materials purchases of 5000 units were recorded in cost standard cost Rs. 24 per unit whereas in finance it was recorded at actual cost Rs. 22 per unit.

d) Old bad debts recovered Rs. 20500

e) Loss on sale of furniture was Rs. 4120.

5) Computed estimated of profit on a contract (which has been 90% complete) from the following particulars:-

Total expenditure to date – 2250000

Estimated further expenditure to complete the contract (including contingencies) – 250000

Contract price – 3250000

Work certified – 2750000

Work Uncertified – 175000

Cash received – 2125000

6) M/s Air craft builders undertook a contract for a contract price Rs. 6000000 and commenced the work on 1st July , 2013. The following particulars are available for 9 months ended 31/03/2014.

Particulars	Rupees
Materials issued from stores	400000
Materials bought directly	2050000

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Wages paid	1900000
Direct expenses	300000
Establishment charges	150000
Plant	650000
Sub-contract charges	100000
Scrap sold	30000
Work certified	5000000

The following further information was available :-

a) Outstanding wages and direct expenses were Rs. 10000 and Rs. 20000 respectively on 31/3/2014.

b) Materials at site at the end of the year is valued at Rs. 120000.

c) Value of work uncertified Rs. 200000 on 31/3/2014.

d) Included in wages is the salary paid to a supervisor @Rs. 30000 p.m who had devoted half of the time on this contract.

e) Working life of the plant is estimated to be 5 years at the end of which it is estimated to realise Rs. 50000 as scrap value. The plant was purchased exclusively for this contract only.

Prepare contract account for the year ended 31/3/2014.

7) A product passes through 3 distinct processes to completion. During December 2013, 500 units were produced. The cost books show the following information:-

Particulars	Process A	Process B	Process C
Materials	3000	1500	1000
Labour	2500	2000	1500
Direct expenses	500	2160	905

The indirect expenses for the period were Rs. 1400 to be apportioned on the basis of labour cost. The residue of process B was sold for Rs. 145. Residue of Process C was sold for Rs. 166. Prepare the process accounts showing the cost of each process and the cost of production of the finished product per unit.

8) Y Ltd. Manufactures a chemical product which passes through three processes. The cost records show the following particulars for the year ended 30th June , 2014.

Input to I process 20000 units @28 per unit.

Particulars	Process I	Process II	Process III

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Materials	48620	108259	103345
Labour	32865	84553	77180
Expenses	2515	10588	16275
Normal Loss	20%	15%	10%
Scrap value per unit	1	2	3
Actual Outout (units)	18000	16000	15000

Prepare process account, abnormal gain/loss account. Also show process cost per unit for each process.



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Class: SYBAF
Subject: BUSINESS LAW-II
Semester -III
Subject Teacher: MRS. SUNITA SIDHANI

1. Prior to enactment of Indian Partnership Act, 1932, the laws relating to Partnership were governed by:
   (a) English Partnership Act, 1890
   (b) **Indian Contract Act, 1872**
   (c) Companies Act
   (d) Hindu law
2. Indian Partnership Act, 1932 is governed by:
   (a) **Central Government**
   (b) State Governments
   (c) Local authority
   (d) All of these
3. A Partnership agreement maybe:
   (a) written
   (b) oral
   (c) implied from the conduct
   (d) **all**
4. A partnership firm is:
   (a) a distinct legal entity different from its partners
   (b) **not a distinct legal entity from its partners**
   (c) a juristic person
   (d) none of the above
5. The term 'persons' for the purpose of partnership agreement does not in
   (a) **firm**
   (b) Women
   (c) Company
   (d) All
6. Partnership is a result of:
   (a) **status**
   (b) contract
   (c) circumstances
   (d) none of the above
7. Under the act, business includes:
   (a) every trade and occupation
   (b) every trade and profession
   (c) every profession and occupation

(d) **every trade, occupation and profession**

8. A partnership can be:
   (a) particular partnership
   (b) partnership at will
   (c) partnership for fixed term
   (d) **all the above**
9. As per the law, which of the following is not a requisite of partnership?
   (a) Sharing of profits
   (b) **Sharing of loss**
   (c) Mutual agency
   (d) Carrying on a business
10. Where the period of partnership is not fixed, it is:
   (a) **Partnership at will**
   (b) Particular partnership
   (c) Partnership for a fixed tenure
   (d) Hindu undivided family
11. Which is not a consequence of non-registration of firms?
   (a) Set off above rupees one thousand.
   (b) Partner cannot bring an action against the firm.
   (c) Firm cannot bring an action against the third party.
   (d) **Partner can ask for dissolution of the firm.**
12. In case of banking business, the maximum number of partners permissible is:
   (a) 5
   (b) **10**
   (c) 15
   (d) 20
13. A partnership business where the number of persons exceeds than that allowed under the partnership act will be:
   (a) A company
   (b) A partnership
   (c) **Illegal association**
   (d) None of the above
14. A nominal partner:
   (a) Shares profits.
   (b) **is liable to third party.**
   (c) (a) & (b)
   (d) Neither shares profits nor is he liable
15. A registered firm is:
   (a) A legal entity.
   (b) A company
   (c) **Not a separate legal entity different from its partners.**
   (d) None of the above.
16. When a partnership firm is continued even after the expiry of fixed term it is:
   (a) **Partnership at will**
   (b) Particular partnership
   (c) Fixed Partnership
   (d) Not a partnership

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17. Under the definition of partnership, business includes:
    (a) Every trade and occupation
    (b) Every occupation and profession
    (c) **Every trade, occupation and profession**
    (d) Every trade and profession
18. A partnership can be:
    (a) A particular partnership
    (b) Partnership at will
    (c) **(a) or (b)**
    (d) (a) and (b)
19. For constituting a partnership:
    (a) The business has to be of permanent nature
    (b) The business can be of temporary nature
    (c) **It is immaterial as to whether the business is of temporary or permanent nature.**
    (d) Only (a) and not (b)
20. Profit sharing is the true test of partnership.
    (a) True
    (b) **False**
21. Liability of partners under partnership is limited.
    (a) True
    (b) **False**
22. A co-owner is the agent of the other co-owner.
    (a) True
    (b) **False**
23. Which of the statements is incorrect?
    (a) Every partner must work for the greatest common benefit of the firm.
    (b) Every partner must render true accounts.
    (c) Every partner must account for secret profits.
    (d) **The firm need not indemnify the partner for expenses incurred while discharging his duties.**
24. Consent of all partners is necessary:
    (a) **In all fundamental matters.**
    (b) In trivial matters.
    (c) In routine matters
    (d) For all the above.
25. Admission of a new partner requires:
    (a) Any partner desirous can take the decision
    (b) **Consent of all partners.**
    (c) Majority partners must consent.
    (d) Governments approval is necessary.
26. Whenever additional undertakings are undertaken by an existing firm:
    (a) Old terms and conditions only apply.
    (b) New terms and conditions must be formulated.
    (c) **Old terms and conditions apply if new terms and conditions are not formulated**
    (d) 50% old terms and 50% new terms apply.
27. Whenever the property of a partner is being used exclusively for the firm's activities, the property,

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(a) Belong to the partner nonetheless,
(b) **belongs to the firm,**
(c) The property belongs to the firm, and the partner is a creditor to that effect
(d) Does not belong to the partner nor the firm.

28. Goodwill of the firm includes:
(a) Business trend.
(b) Personal goodwill
(c) Business goodwill
(d) **(b) & (c)**

29. A partner can retire:
(a) Anytime.
(b) With the consent of all partners.
(c) In accordance with the terms of the agreement.
(d) **All the above is true.**

30. An outgoing partner:
(a) Can never start a competing business.
(b) Can start the business immediately.
(c) Can start the business subject to reasonable restriction imposed by the firm.
(d) **Can start the business immediately or subject to reasonable restriction imposed by the firm as the case may be.**

31. Property of the firm includes:
(a) Property acquired at the time of starting the firm.
(b) Property acquired during the existence of the firm.
(c) Goodwill of the firm.
(d) **All the above.**

32. Interest on the capital:
(a) Is paid out of the capital if no profits.
(b) Is paid only out of the capital
(c) **Is paid only out of the profits.**
(d) Cannot be paid at all.

33. In absence of specific provision in the partnership deed at what rate interest on advances shall be:
(a) **@ 6%**
(b) @ 8%
(c) @ 10%
(d) @ 24%

34. Which does not cause reconstitution of the firm?
(a) Admission of a partner
(b) Death
(c) Retirement of partner
(d) **Illness of a partner**

35. Which statement is correct?
(a) Partners share profit and losses in the ratio of their capital contribute
(b) Share the profits and losses equally irrespective of any agreement be them to the contrary.
(c) **Share the profits and losses equally in the absence of any agreements contrary between them.**
(d) Both (a) and (b)

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36. Dissolution of the firm means:
    (a) The firm is dissolved.
    (b) The partnership is dissolved.
    (c) **(a) & (b)**
    (d) None of the above.
37. Which of the following is not a voluntary mode of dissolution of the firm?
    (a) By agreement.
    (b) **Some event making the business unlawful if carried on in partnership.**
    (c) By consent.
    (d) By notice.
38. Which is a mode of dissolution of the firm by operation of law?
    (a) **Some event making the partnership business unlawful.**
    (b) Insanity of a partner.
    (c) Business undergoing losses.
    (d) Just & equitable ground.
39. Which statement is incorrect?
    (a) Death of a partner dissolves the firm unless otherwise agreed upon
    (b) On dissolution of the firm, public notice is required.
    (c) **Any incapacity of a partner will make the court to dissolve the firm.**
    (d) A firm gets dissolved when all but one partner become insolvent.
40. Public notice is necessary:
    (a) When an active partner retires.
    (b) When the firm is dissolved.
    (c) When a minor admitted to the benefits of partnership, decides to become a partner.
    (d) **All the above.**
41. Notice to the registrar on dissolution of the firm is necessary
    (a) if the firm is unregistered
    (b) **If the firm is registered.**
    (c) In both cases
    (d) (a) & (b)
42. Publication in the official gazette is necessary:
    (a) When a registered firm is dissolved.
    (b) When an unregistered firm is dissolved.
    (c) **(a) & (b)**
43. The death of a partner dissolves the firm.
    (a) **True**
    (b) False
44. LLP is governed by:
    (a) Indian Partnership Act, 1932
    (b) **Limited Liability Partnership, 2008**
    (c) Companies Act, 1956
    (d) Indian Contract Act, 1872
45. Which of the statement, does not apply to LLP, 2008?
    (a) **Liability of each partner is unlimited**
    (b) No limit as to maximum number
    (c) LLP has perpetual succession
    (d) Liability of the each partner is limited

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46. Minimum number of designated partners necessary for LLP:
    (a) 5
    (b) **2**
    (c) 3
    (d) 4
47. Registration of LLP is granted by:
    (a) Collector of the district
    (b) Registrar of Cooperative Societies
    (c) **Registrar of Companies**
    (d) Registrar of firms
48. Atleast one designated partner must be:
    (a) **a resident of India**
    (b) resident of a foreign country
49. Every designated partner shall obtain:
    (a) Adhar card
    (b) **DPIN/DIN**
    (c) APN
    (d) Nationalised Bank Account No.
50. If the designated number falls below 2 for 6 months, the penalty imposed on every partner is:
    (a) **Fine of Rs. 10,000 to Rs. 5 lakhs**
    (b) Fine of Rs. 7,000 to Rs. 75,000
    (c) Fine of Rs. 5,000 to Rs. 50,000
    (d) Fine of Rs. 3,000 to Rs. 30,000
51. Generally the ROC grants registration within:
    (a) 1 week of submission
    (b) **2 weeks of submission**
    (c) 3 weeks of submission
    (d) 4 weeks of submission
52. LLP is:
    (a) A partnership firm with unlimited liability
    (b) A business activity not recognised by law
    (c) A business enterprise
    (d) **A body corporate with separate entity and perpetual succession**
53. A private company can be converted into a LLP:
    (a) **Yes**
    (b) No
54. Under LLP, the term business only includes trade.
    (a) True
    (b) **False**
55. At least one of the designated partner shall be a resident of India.
    (a) **True**
    (b) False
56. Under LLP the term business only includes trade.
    (a) True
    (b) **False**
57. What entity can get converted to LLP?
    (a) Firm

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(b) Private company
(c) Unlisted public company
(d) **All**

58. Once a firm gets converted to LLP, all rights and liabilities of the firm vests with LLP
(a) **True**
(b) False

59. Once a private company gets converted to a LLP, Intimation of the conversion to be intimated to the:
(a) Registrar of firms
(b) Registrar of Companies
(c) Registrar of companies with which registered.
(d) Not required

60. A LLP can get converted to firm.
(a) True
(b) **False**

61. When a unlisted public company was converted to LLP
a) All shareholders to agree
b) Some shareholders agreeing is sufficient
c) Company Itself can apply as it is a separate entity

62. Once a firm/private company/ unlisted public company gets converted to LLP, all official correspondence must bear a statement regarding the conversion for a period of
(a) 1 month
(b) 6 months
(c) 9 months
(d) 12 months

63. (1) Liability of partner in LLP is
a) **Limited**
b) Unlimited
(c) As per the agreement

64. 2) Notice to a partner is notice to the LLP:
(a) **True**
(b) False
(c) Only in an emergency

65. (3) Ratification means
(a) An act approved by LLP done by a partner with consent.
(b) **An act approved by LLP done by a partner without authority**
(c) An act done by a partner with consent and also approved by LLP,
(d) An illegal act done by a partner without authority and approved by LLP.

66. (4) Holding out means
(a) **A person not a partner but represents or allows to represented as a partner and credit is given on the assumption**
(b) A LLP pretends to be a partner and credit is given to the LLP.
(c) A partner takes credit from an outsider, representing that he has authority from LLP

67. (5) A partner of a LLP is.
a. agent of his co-partners
b. Agent of the LLP as well as co-partners
c. Agent of the LLP

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d. The principal and LLP is the agent

68. (6) Which statement is true as regards whistle blowing?
(a) **The partner helps the investigation authority**
(b) The partner misguides the investigating authority
(c) The partner makes public disclosure of the LLP
(d) The partner helps the culprit escape

69. (7) Where a partner knowingly defrauds the creditors of LLP:
(a) His liability is limited
(b) **His liability is unlimited**
(c) His liability depends on this bargaining capacity
(d) Is Nil

70. (8) Contribution of partner may be by way of:
(a) Movable
(b) Immovable
(c) Intangibles
(d) **All**

71. (9) Contribution of a partner is determined by:
(a) LLP Act, 2008
(b) **Agreement**
(c) None of them

72. (10) Contribution shall be the criterion for determining the profit sharing.
a. **True**
b. False

73. LLP cannot be wound up.
a. True
b. **False**

74. Voluntary winding up requires
a. Ordinary resolution
b. **Special resolution**
c. No resolution
d. (d) (a) or (b)

75. Defunct LLP means.
a) LLP is not making enough profit
b) Temporary shut down
c) Permanent shut down
d) Not making profit

76. Voluntary winding up is on account of inability to pay off debts.
a) True
b) False

77. In case of voluntary winding up, the LLP is to be would up within what period of the Liquidator submitting the report?
a) 3 months
b) 6 months
c) 1 year
d) 2 years

78. Which is not a ground for Tribunal to order winding up of LLP?
a) Number of partners falls below 2
b) Unable to pay off the debts

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c) **Annual returns not submitted for 1 year**
d) LLP acting against the interest of the sovereignty

79. _____of a factory means the person who has ultimate control over the affairs of the factory.
a. Worker
b. **Occupier**
c. Manufacturer
d. Owner

80. The ___ has to ensure that the provisions of the Factory Act, 1948 are duly complied with.
a. Worker
b. Supervisor
c. **Employer**
d. State Government

81. Statutory canteen facilities are to be provided if there are more than __ workers in a factory.
a. 100
b. 250
c. 500
d. 700

82. As per the Factories Act, 1948, manufacturing means any process for ___ ordinarily
a. repairing
b. packing
c. demolishing
d. all of these

83. According to Factories Act, 1948, crèches should be provided in a factory, where more than ___ women workers are ordinarily employed
a. 10
b. 20
c. 30
d. 50

84. According to Section 2 D of the factories act 1948, young person means a person who is_____
a. child
b. an adolescent
c. either a child or an adolescent
d. an adult

85. No woman shall be required or allowed to work in any factory except between the hours
a. 6:00 a.m. and 7:00 p.m.
b. 5:00 a.m. and 6:00 p.m.
c. 7 a.m. and 10:00 p.m.
d. 6:00 a.m. and 10:00 p.m.

86. The factories act 1948 requires the appointment of the safety officer in the factories employing at least
a. 250 workers
b. 500 workers
c. 1000 workers
d. none of the above

87. Which section of the factories Act deals with appointment of welfare officer
a. section 45
b. section 49
c. section 51
d. section 55

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88. Leave with wages is allowed for employees if they work for _____ days in a month
    a. 15
    b. 25
    c. **20**
    d. 28
89. If any employee found violating the section 20 of the factories act 1948 shall be fine up to
    a. Rs 10
    b. **Rs 5**
    c. Rs 15
    d. Rs 20
90. Which provisions regarding health are mentioned in the sections 11 to 20 in factories act?
    A. Cleanliness
    B. Dust and fumes
    C. Ventilation and temperature
    D. Disposal of wastes

    a. Only B & C
    b. Only A & D
    c. None of the above
    d. **All of the above**
91. As per the factories act, after how many years should the factory premises be painted and refurbished?
    a. **5 years**
    b. 2 years
    c. 10 years
    d. Annually
92. As per section 2 in factories act, who will be called as an adult?
    a. A person who has completed 21 years of age
    b. A person who is less than 19 years of age
    c. A person who has completed 24 years of age
    d. **A person who has completed 18 years of age**
93. Section 2(k) under the act defines _____
    a. Factory
    b. **Manufacturing process**
    c. Worker
    d. Occupants
94. From the below mentioned options, which of the following is not mentioned under the welfare provision in the factories act?
    a. Canteen
    b. Creches
    c. **Drinking water**
    d. First aid
95. Which of the below mentioned provisions come under safety provisions?
    a. Lighting
    b. Crèches
    c. **Self-acting machinery**
    d. Ventilation and Temperature

SUBJECT TEACHER

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Cost Accounting - MCQ - FYBAF Semester - I

Sr.No	Questions	A	B	C	D	Answer
1	Cost accounting is an important system developed for	share holders	Government	Management	Financial institution	Management
2	The resources that have been used for attaining a particular objective is	revenue	Cost	profit	investment	Cost
3	cost accounting is a ____ reporting system	internal	external	government	financial	internal
4	the costing which determines cost after it has been actually incurred is	historical	standard	estimated	marginal	historical
5	Cost ascertainment involves	ascertainment of cost	control of cost	estimation of cost	fixation of price	ascertainment of cost
6	Product cost means	Variable cost	Fixed cost	Prime cost	Indirect cost	Variable cost
7	Notional cost is also known as	Imputed cost	Opportunity cost	Out of pocket cost	Variable cost	Imputed cost
8	Cost which can be identified with the output is called	Product cost	Direct cost	Fixed cost	Variable cost	Product cost
9	Cost of designing is	Production cost	Indirect cost	Direct material	Direct charges	Direct charges
10	Cost which can be identifiable easily is called as	Indirect cost	Direct cost	Variable cost	Fixed cost	Direct cost
11	Wages paid to the workers in machinery department in an engineering industry is called as	Indirect labour	Direct labour	Actual labour	Production labour	Indirect labour
12	BIN card is	a inspection note	a continuous record of stock stored	a statement of delivery materials	a statement of issue of material	a continuous record of stock stored

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13	A store ledger is	An evidence of delviery of materials	a ledger of the supplier	a ledger which shows movement of each item of mateials	a statement of issue of material	a ledger which shows movement of each item of mateials
14	Bill of materials	is an invoice sent by supplier	helps to calculate the cost of materials of a job	is an inspection record of materials	an acknowledgment of materials received	helps to calculate the cost of materials of a job
15	Material control includes	inventory control	labour control	overheads	cost control	inventory control
16	Under periodic inventory control	stock is verified at the end of certain period	stock is verified continuously	stock is verified everyday	stock not verified	stock is verified at the end of certain period
17	Under perpetual inventory control	sotck is verified continuoulsy	stock is verified periodically	stock is verified quarterly	stock not verified	sotck s verified continuoulsy
18	ABC analysis is	analysis of A, B and C type of material	a technique of selective control	a technique under which control is always best	no control	a technique of selective control
19	Issue of material during a period of time at the latest cost under	FIFO	LIFO	Simple average	Weighted Average	LIFO
20	Stores department maintains a record in which a separate folio is maintained for each item	Stores ledger	Bin card	Stock register	Bill of Materials	Stores ledger
21	In times of rising prices, the prcing of issues will be at more recent current market price in	FIFO	Weighted Average	LIFO	Simple average	LIFO
22	Issue of material during the period is priced at the latest purchase cost under	FIFO	LIFO	Weighted Average	Simple average	LIFO

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23	Issue of material under ___method is from oldest lots	FIFO	LIFO	Average	Weighted Average	FIFO
24	During the period of rising prices of the issue will be at more recent price under	LIFO	FIFO	Average	Replacement	LIFO
25	The inventory is valuedat most reent price under	LIFO	FIFO	Average	Weighted Average	LIFO
26	Trade disccount	Increase cost of material	Decrease cost of material	Does not affect cost of material	increase cost of labour	Decrease cost of material
27	FIFO method is	Logical	Illogical	Reasonable	Not reasonable	Logical
28	Under perpetucal inventory system stock is ascertained	Periodically	Continuously	At the beginning of every year	Between the year	Continuously
29	Under Peridodic inventory system stock is ascertained	Periodically	Continuously	At the beginning of every year	Between the year	Periodically
30	Time booking is essential for	record purpose	costing purpose	financial purpose	controlling purpose	costing purpose
31	Idle card shows	time allowed	effective use of time	idle time	busy time	idle time
32	Casual workers are employed when	workers are absent	accident takes place	the machine break down	labour turn over	workers are absent
33	The objective of time keeping is of	preparation of payroll	working in factory	working in office	working at home	preparation of payroll
34	The objective of time keeping is to	ascertain labour cost	cost control	cost allocation	cost keeping	cost control
35	the workers whor are entitled to wages on the basis of their output are called	Piece workers	cAsual workers	Out workers	Badli workers	Piece workers
36	The workers who work outside the factory premises are called as	Outworkers	Job workers	Casual worker	Absenteeism	Outworkers
37	Payroll accouting is concerned with	Computation of wages	Allocation of workers	Allocation of jobs	Salaries	Computation of wages
38	Payroll shows	Deductions	Job card	Job analysis	Job methods	Deductions
39	Deductions allowed as per payment of wages act include	House rent	Salaries	Wages	Incentives	House rent

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40	Wage sheet shows	House rent	Salaries	Wages	Net profit	Wages
41	Payslip is prepared for	Individual worker	All workers	Casual worker	Temporary workers	Individual workers
42	Labour turn over	Turnover of goods	Turnover of labour	Stock turn over	Debtors turn over	Turnover of labour
43	Labour turn over is caused by	Absenteeism	Over time	Scientific selection	friends	Absenteeism
44	Labour turn over is calculated by	Flux method	Turnover method	Scientific method	Taylor method	Flux method
45	Salary of the work manager	office overheads	factory overheads	selling overheads	all of the above	factory overheads
46	_____computed after the expenses has been incurred	Actual overhead	Pre - determined overhead	Blanket overhead	Overhead	Actual overhead
47	___overhead rate is calculated by dividing the budgeted overhead by the budgeted base	Actual overhead	Pre - determined overhead	Blanket overhead	Overhead	Pre - determined overhead
48	___overhead can be done on reciprocal and non reciprocal basis	Primary distribution	Secondary distribution	Notional distirbution	Depreication	Secondary distribution
49	Exchange of services among the service department is known as	Reciprocal method	Non reciprocal method	Plant wide method	Trial mehtod	Reciprocal method
50	____basis considers only one directional service flow from a serive cost centre to other production cost centre	Reciprocal method	Non reciprocal method	Plant wide method	Trial mehtod	Non reciprocal method
51	Example of non reciprocal method	Trial and error method	Simultaneous equation method	Step down method	Repeated distribution method	Step down method
52	Trial and error mehtod is ___basis	Reciprocal method	Non reciprocal method	Plant wide method	Trial mehtod	Reciprocal method
53	___method is continued till teh figures remaining undistributed in the service cost centres are negligibly small	Trial and error method	Simultaneous equation method	Step down method	Repeated distribution method	Repeated distribution method

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54	____method is followed when the question of distribution of service cost centre which are interlocked among themselves	Trial and error method	Simultaneous equation method	Step down method	Repeated distribution method	Trial and error method
55	____method is adopted to take care of secondary distribution of cost of service cost centres toproduction cost centres with the help of mathematical formulation and solution	Trial and error method	Simultaneous equation method	Step down method	Repeated distribution method	Simultaneous equation method
56	Step distribution method is also known as __method	Trial and error method	Simultaneous equation method	Ladder method	Repeated distribution method	Ladder method



Cost Accounting – Assignment – Semester V

Material Cost

Sum no 1.

1. The following information is provided by S Ltd .for the fortnight at April , 2014 . Stock on 1-4-2014 of material X 100 units @Rs.5

PURCHASES	**UNITS**
05-4-2014	300@ Rs. 6
08-4-2014	500@ Rs. 7
12-4-2014	600@ Rs. 8

SALES	**UNITS**
06-4-2014	250
10-4-2014	400
14-4-2014	500

Calculate value of closing stock and material consumed(cost of goods sold) using FIFO method and weighted average method.

Sum no 2.

Prepare a stores ledger on FIFO method :

1st may opening stocks is 400 units at rs. 4 per unit
4th may purchased 600 units at rs. 6 per unit
8th may issued 800 units
16th may purchased 600 units at rs. 8 per unit
20th may issued 700 units
25th may returned from factory 10 units issued on 20 may
28th may returned to vendors 12 units purchased on 16 may.

Sum no 3.

From the following details find out closing stock of Bharat Industrial LTd as per FIFO method.

Date	Purchases	Sales	Price per unit
1st November	40 opening balance	-	14
2nd November	30	-	15
4th November	20	-	15
5th November	-	40	18.5
10th November	-	10	19
17th November	30	-	16
20th November	-	25	20
28th November	50	-	13
30th November	-	40	16

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On 29th November two units were found damaged and had to be discarded.

Sum no 4.

From the following data for the year end 31st December 2018 calculate inventory turn over ratio and give comments.

Particulars	Material X	Material Y
Opening stock	20,000	18,000
Purchases	1,04,000	54,000
closing stock	12,000	22,000

Sum no 5.

Two components A and B are used as follows:

Normal usage	50 units per week each
Minimum usage	25 units per week each
Maximum usage	75 units per week each
Re - order quantity	A : 300 units B : 500 units
Re - order period	A : 4 to 6 weeks B : 2 to 4 weeks

Calculate Maximum level, Minimum Level, Re - order level and Average level

Sum no 6.

KL Ltd produces product M which has a quarterly demand of 8000 units. The product requires 3 kg quantity of material X.
for every finished unit of product.
the other information are as follows:
cost of material X is Rs. 20 per kg
cost of placing an order is Rs. 1000 per order
carrying cost 15% per annum of average inventory
calculate: EOQ for material X
should company accept an offer of 2% discount by the supplier, if he wants to supply the annual requirement of material X in 4 equal

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quarterly instalments?

Sum no 7

A firm is able to obtain quantity discounts on its orders

of materials as follows:

price per kg	**KGs**
8	Less than 250
7.9	250 and less than 500
7.8	500 and less than 1000
7.6	1000 and less than 2000
7.5	2000 and above

The annual demand for a material is 2000 kg.

Stock holding cost are 20% of material cost per annum
the delivery cost per order is Rs. 8

Minimum ordering quantity is 200
You are required to calculate best quantity to a order.

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Labour Cost

Sum no 1.

From the following particulars calculate the earnings of workers X and Y
for a day under Straight Piece Rate system and Taylor Differential Piece
Rate system.
Standard Production - 20 units per hour
Normal time rate - Rs. 5 per hour
Differential to be applied :
80% of piece rate below standard
120% of piece rate above standard
Hours of the day = 8
Output X = 150 units
Output Y = 200 units

Sum no 2.

In a manufacturing concern the daily wage rate is Rs. 5.The standard output in a 6 day week is 200 units representing 100% efficiency. The daily wage rate is paid
without bonus to those workers who show upto 66 2/ 3 % of the efficiency standard.
Beyond this there is a bonus payable on a graded scale as below:
80% efficiency - 5% bonus
90 % Efficiency - 9% bonus
100 % efficiency - 20% bonus
Further increase of 1% for every 1 % further rise in efficiency. In a 6 day week
A produced - 180 units, B produced - 150 units, C produced - 200 units
D prodcued - 208 units and E produced - 130 units

Sum no 3

In a manufacturing concern the daily wages guaranteed for workers is Rs. 5. the standard output for the month is 4,000 articles representing 100% efficiency. The rate of wages is paid without bonus those workers who show up to 66 2/3 % efficiency. Beyond this bonus is payable on graded scale

Efficiency	**Bonus**
90%	10%
100%	20%

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further increase 1% on bonus for every 1% further rise in efficiency
calculate total earnings of A, B, C and D who have worked 26 days in a month. A's output - 2,000 articles B's output - 3,600 articles C's output - 4,000 articles and D's output - 4,800 articles

Sum n o 4

XYZ co. employs its workers for a single shift of 8 hours per day for 25 days in a month.the company has recently fixed standard output of 80 units per day per worker for a mass production item and introduced an incentive scheme to boost output. Details of wages payable to the workers are as follows:

Basic wages Rs. 6 unit subject to a guaranteed minimum wages of RS. 160 per day worked

dearness allowance : Rs. 80 per day worked

incentive bonus

Upto 80% efficiency - Nil

For efficieny above 80% Rs. 100 for every 1% increase above 80%

the details of performance of 2 workers for a particular month are as follows:

Workers	No.of days worked	Output (units)
A	25	1640
B	18	1000

Sum no 5

Calculate the earnings of A and B from the following particulars for the month and allocate the labour cost to each job X, Y and Z.

Particulars	A	B
Basic wages	100	160
D.A.	50%	50%
Contribution to PF (on basic)	8%	8%
Contribution to ESI (on basic)	2%	2%
overtime	10 hours	

The normal working hours for the month are 250



Overtime are paid at double the total of normal wages and dearness allowance employers and employees contribution to PF and ESI are at equal rates
The two workers were employed on job X, Y and Z in the following proportions

	Job x	Job Y	Job Z
Worker A	40%	30%	30%
Worker B	50%	20%	30%

Overtime was done on job Y at the request of the customers.

Sum no 6.

from the following particulars work out the earnings for the week of a worker under:
straight piece
differential piece rate
halsey premium plan
rowan plan
number of working hour per week - 48
wages per hour - Rs. 7.5
normal output per week - 120 pieces
actual output per week - 150 pieces
time allowed for actual production - 60hours
differential piece rate 80% of the piece rate when output is below standard and 120% above standard

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Overheads

Sum no 1.

KVD LTd has five departments P, Q, R and S are production department and S-1 is a service department

Particulars	**Amount**
Supervision	4,00,000
Insurance on stock	1,60,000
Lighting	1,80,000
Employer liability of employee insurance	60,000
Repairs	3,50,000
Rent	2,50,000
Depriciaiton	4,20,000

The following information is also available in respect of five departments

Particulars	**P**	**Q**	**R**	**S**	**S-1**
Area (Sq ft)	1,400	1,200	1,100	900	400
No. of workers	250	300	100	100	50
Total wages	1,00,000	80,000	50,000	50,000	20,000
Value of Plant	2,00,000	1,80,000	1,60,000	1,00,000	60,000
No. of Light points	50	40	35	30	25
Value of Stock	1,50,000	1,00,000	50,00	20,000	Nil

Sum no 2

Cadila Co. Ltd has three production departments A, B, C and two service department D and E.
The following figures are extracted from the records of the company.

Particulars	**Amount**
Rent and Rates	30,000



Indirect wages	10,000
Depreciation of machinery	18,000
General Lighting	6,000
Power	10,000
Sundries	17,000

The following figures are extracted from the records of the company.

Particulars	Total	A	B	C	D	E
Floor space (sq ft)	10,000	2,000	2,500	3,000	2,000	500
Light points (nos.)	50	10	15	20	10	5
Direct wages	10,000	3,000	2,000	3,000	1,500	500
Horse power of machines	150	60	30	50	10	
Value of machinery	2,50,000	60,000	80,000	1,00,000	5,000	5,000
Apportion the cost to various departments on the most equitable basis						

Sum no 3

Radha enterprises has three production departments A,B and C and one service department S.
The following fighures are available for one month of 25 working days of 8 hours each day
All departments worked all these days with full attendance.

Particulars	total	S	A	B	C
Power and Lighting	1,100	300	200	250	350
Supervisor salary	1,500	Nil	Nil	Nil	Nil
Rent	600	Nil	Nil	Nil	Nil
Canteen expenses	500	Nil	Nil	Nil	Nil
Others	1,100	140	210	470	280

The following additional information is available:

Particulars	S	A	B	C
Supervisor salary	20%	20%	30%	30%
Floor area in sq ft	400	350	450	300
Number of workers	10	15	15	10
Service rendered by service department to production departments		20%	30%	50%

You are required to calculate the labour hour rate of each of the department A, B and C.



Sum no 4

Calcuate the comprehensive machine hour from the following
Cost of machine Rs. 45,000
Installation charges Rs. 5,000
Life of machine 5 years
Working hours per year 2,500
Repair chargse 75 % of depreciation
Electric power consumed 10 units per hour @ 15 paise per unit
Lubricant oil Rs. 4 per day of 8 hours
Consumable stores @ Rs. 10 per day of 8 hours
Wages of machine operator @ Rs. 8 per day of 8 hours

Sum no 5.
Compute a comprehensive machine hour rate for a machine in production department 'A' of factory
from the following details
Machine:
Cost including installation charges Rs. 20,00,000
Estimated useful life 20 years
Estimated salvage value 10%
Working hours:
No. of working days 300
No.of shift per day 2
Effective working hours per shift 7
Stoppages for repairs and maintenance 200 hours
Operating and other costs
Wages of two ooperators (one for each shift)@ 5,000 per month
Salary of a supervisor (one for each shift) @ Rs. 7,500 (Only 1/5th of the supervisor time devoted to this machine)
Electric power: 20 units per hour, each unit costing Rs. 3.20
Insurance charges : Rs. 5,000 per annum
Repairs and mainenance (estimated) Rs. 12,500 per month
Rent, rates and taxes (allocated) : Rs. 10,000 per annum
General lighting etc (allocated) Rs. 750 per nonth
Other facoty overheads (allocated) rs. 1,40,000 per annum

Subject Teacher

Kavitha

Kavitha Nadar

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

FYBAF - Business Environment Sem.- I
Descriptive Question Bank

Unit I – Business and Its Environment

1. **Explain the meaning of the following terms**
   a. Business objectives
   b. Three fold objectives
   c. Economic objectives
   d. Social objectives
   e. Human objectives

2. Define business and explain its features.
3. Define Business Objectives' Explain their features. National objectives of Business
4. Are objectives important for a business organisation? Why?
5. Explain the guidelines for setting of business objectives.
6. Classify business objectives. Explain threefold objectives business.
7. With the help of a chart, explain the different types of objectives.
8. Explain briefly the social objectives of business.
9. "Setting of business objectives help the successful conduct of business activities" Discuss.
10. Define business environment? Explain its features.
11. State and explain the constituents of business environment
12. State and explain the internal factors constituting the business environment.
13. Name the different types of environment? How does it affect environment?
14. Discuss "Political stability is a must for success of firm".
15. Explain the factor affecting economic environment of business.
16. What is regulatory / legal environment? How does it influence business?
17. Discuss the need / Importance for environmental analysis.
18. Explain in detail the various technique of environment analysis.

19. **Write short notes on:**
   a. Organic objectives of business
   b. Economic objectives of business
   c. Social objectives of business
   d. Human objectives of business
   e. National objectives of business
   f. Features of business objectives
   g. Importance of business objectives
   h. Business Environment
   i. SWOT Analysis
   j. PESTLE Analysis
   k. Industry Analysis

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UNIT-II Business and Society

1. What do you understand by ethics? Why is ethics important for business?
2. State and explain the sources of business ethics.
3. What are ethical dilemmas? How can they be resolved?
4. How is ethics managed in a business unit?
5. Define business Ethics and explain its features.
6. Explain in detail need for business ethics to be followed in business.
7. Explain the concept and features of business ethics.
8. State the various approaches to business ethics.
9. Mention the scope of business ethics.
10. Explain the importance of business ethics.
11. Explain the concept of entrepreneurs.
12. Define Entrepreneurship and explain the characteristics of Entrepreneurship.
13. Explain in detail entrepreneurship as a career option.
14. Explain in detail the calculation of plant & machinery value under MSMED Act.
15. State the relation between entrepreneurship and economic development.
16. Explain in details section 7 of MEMED Act 2006.
17. State the Advantage of Registration under MEMED Act 2006.
18. Discuss the various problems that a consumer norms encounters.
19. Define 'consumerism' and discuss the history of consumerism
20. What do you mean by consumerism? Explain its features.
21. Explain briefly the various functions of consumerism.
22. Discuss the impact of consumerism.
23. What are the various obstacles to consumerism?
24. "Consumerism has improved the general quality of life for the consumers". Do you agree? Why?
25. "Consumerism in India has had a slow growth". Elucidate the statement.
26. Explain the various factors responsible for the evolution of consumerism.
27. Explain in detail Basic Consumer Rights' with reference to Consumer Protection.
28. Discuss the Consumer Protection Act, 1986, along with its features.
29. What consumer redressal agencies? What is their structure under COPRA - 1986?
30. What is meant by consumer advocacy? Explain the role of consumer associations in consumer protection.
31. Explain in detail the non-statutory measures taken by the government, businesses and consumers in protecting the consumers.
32. What is consumer guidance and why do we need it?
33. How do the government and businesses guide the consumer?
34. What are consumer organisations? Explain their role in consumer guidance.
35. With reference to consumer associations discuss any two well-known consumer associations.
36. Write short note on
    a. Ethical Dilemmas
    b. Corporate Culture and Ethical Climate
    c. Factors Governing business ethics
    d. Approaches to business ethics
    e. Scope for business ethics
    f. Entrepreneurship and economic development
    g. Feature of MSMED Act
    h. Calculation of Investment in Plant and Machinery
    i. Constitution of National Board for Micro, Small or Medium Enterprise
    j. Consumer problems
    k. Consumerism

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l. History of consumerism
m. Features of consumerism
n. Tasks of consumerism
o. Role of consumerism.
p. Right to safety
q. Right to be informed
r. Right to be heard
s. Right to seek redressal

Unit-III Contemporary Issues

1. Explain the concept of Social Responsibility.
2. What are the arguments for social responsibility of business?
3. What are the arguments against social responsibility of business?
4. Explain the concept of CSR.
5. What are the different levels of CSR?
6. Give the scope of CSR.
7. Mention different ways of contributing to CSR.
8. State models of CSR.
9. Describe the obstacles encountered by the company in developing CSR?
10. Define corporate governance.
11. What are the features of corporate governance?
12. State all the objectives of corporate governance.
13. Explain the importance/need of corporate governance.
14. How corporate enhances business prospects?
15. What are the main issues on which the corporate governance focuses?
16. Briefly explain the mechanism of corporate governance.
17. Highlight the principles of good corporate governance.
18. Write a detailed note on insider trading.
19. Write a detailed note on whistle blowing.
20. Write a note on Ecology and business.
21. Write a note on Carbon Credit.
22. Write a note on Koyto Protocol.
23. Define 'Social Audit' Explain its features.
24. What is 'Social Audit"? State its nature and objectives.
25. Define 'Social Audit'. Why is it undertaken?
26. Write a note on the evolution of Social Audit.
27. Discuss the importance of Social Audit.
28. Explain the features of Social Audit. What are its limitations?
29. Explain briefly the different types of Social Audit.
30. How would you popularise the concept of social audit in India?
31. "Social audit benefits only the society and not the organisation, do you agree? Justify.
32. Explain the relevance of social audit in India.
33. **Write short notes on:**
    a. Social audit
    b. Objectives of social audit
    c. Social audit in India
    d. Types of social audit
    e. Limitations of social audit
    f. Social audit in India

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Unit- IV International Environment

1. Define the terms Multinational' and 'Transnational' firms. Explain the difference between them.
2. Define and explain features of MNCs.
3. What do you mean by Multinational Corporations? Explain its advantage and disadvantage.
4. Define and explain the features of Transnational Corporations.
5. What is the WTO? Explain its functions and objectives.
6. Explain in detail favourable and unfavourable impact of WTO an Indian Economy.
7. Distinguish between MNCs & TNCs.
8. Explain in detail foreign trade in India.
9. Define FDI and its implication for Indian industries.
10. Explain in detail foreign trade and balance of payment before 1991.
11. Explain in detail foreign trade and balance of payment after 1991.
12. State meaning of FDI & prepare flow chart for types of Foreign Investment option.
13. **Write short note on:**
    a. WTO
    b. MNCs
    c. TNCs
    d. Balance of trade and payment before 1991.
    e. Balance of trade and payment after 1991.
    f. Foreign Direct Investment.
    g. Trends in FDI Inflows to India.
    h. Sectors where FDI is prohibited.
    i. Global Trends in FDI inflows.



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The Indian Contract Act-1872

Multiple Choice Questions:

1. An agreement enforceable at law is_____
   a. agreement
   b. offer
   c. promise
   d. contract
2. An agreement enforceable at law is a contract.
   a. True
   b. False
3. Every promise and every set of promises, forming the consideration for each other, is an_____.
   a. agreement
   b. contract
   c. offer
   d. acceptance
4. Promises which form the consideration or part of the consideration for each other are called_____.
   a. reciprocal promises
   b. acceptance
   c. conditional offer
   d. conditional promises
5. In a valid contract, _____ comes first
   a. enforceability
   b. promise
   c. proposal
6. Contracts requires_____.
   a. agreement
   b. agreement + enforceability
   c. tree consent
   d. parties must be competent to contract
7. A Contract is_____.
   a. a whole lot of agreements
   b. a whole lot of obligations
   c. neither whole lot of agreements nor a whole lot of obligations
   d. none of the above
8. Which of the following is an offer?
   a. A declaration of intention.
   b. An invitation to offer
   c. An advertisement offering reward to anyone who finds the lost dog of the advertiser
   d. An offer made jokingly

9. There is_____.
    a. A contract voidable at the option of acceptor
    b. A contract voidable at the option of offerer
    c. No contract at al
    d. A valid contract
10. An offer made to Raj in a crowd. It_____.
    a. Can be accepted by him alone.
    b. May be accepted by any person who hears it
    c. May be accepted by his friend.
    d. Cannot be accepted by any
11. The offeree introduces a fresh term in acceptance. This is_____.
    a. Valid acceptance
    b. Counter offer
    c. A query
    d. None of these.
12. A makes an offer to 'B on 10-4-12 by a letter, which reaches 'B on 12-4-12 B posts his acceptance on 14-4-12 which reaches A on 16-4-12 The communication of acceptance Is complete as against A On____.
    a. 12-4-12
    b. 14-4-12
    c. 16-4-12
13. Which of this statement is true?
    a. An agreement is a wider term than a contract
    b. All agreements are contracts but all contracts are not agreements
    c. Contract many or may not create legal obligation
    d. Social obligations are enforceable by law

14. Contract means an agreement_____
    a. Between two competent persons
    b. Enforceable by law
    c. In writing and registered.
    d. None of these
15. Executory contract is one in which both parties have performed their respective obligation
    a. True
    b. False
16. Acceptance can be given latter the offer is withdrawn or revoked
    a. True
    b. False

17. when the mode of acceptance is prescribed, acceptance can be given in a usual and reasonable way
    a. True
    b. False

18. All agreements between parties are enforceable in a court of law
    a. true
    b. False
19. A minor borrows money by representing himself as a major from a money lender The money lender
    a. can sue for fraud_____
    b. cannot recover the money
    c. can recover the money on the minor attaining the age of majority
    d. guardian is liable
20. The contract entered by a lunatic during the lucid interval is.
    a. valid
    b. void
    c. voidable
    d. illegal
21. 'A', a wealthy minor orphan was taken care of by the neighbor for the education provided to the minor, the neighbor_____
    a. cannot claim the expenses as it is charity
    b. the minor can be asked to pay after he starts earning
    c. the government can be asking to pay
    d. can be claimed from the property of the minor
22. Which of the statement is true:
    a. a minor's contract is valid
    b. a minor cannot acquire property
    c. a minor can be an agent
    d. a minor cannot acquire shares even if fully paid
23. Who are competent to enter into a contract?
    a. sound mind
    b. major
    c. a person not otherwise disqualified
    d. All the above
24. An intoxicated person_____
    a. is of sound mind
    b. of unsound mind
    c. s otherwise disqualified
    d. none of the above
25. Disqualified persons are_____
    a. Incorporated bodies if they enter into contracts not permitted by MOA
    b. army major
    c. agents
    d. lunatics
    e. (a) & (C)

26. A minor is a person below:_____
    a. 14 years
    b. 16 years
    c. 18 years
    d. 22 years
27. A person is legally of sound mind provided _____.
    a. he is able to understand the terms of the contract
    b. can form a rational judgement
    c. is certified to be of sound mind by a doctor
    d. (a) & (b)
28. A minor who enters into a contract during minority_____.
    e. can ratify the same on attaining the age of majority
    f. cannot ratify the same on attaining the age of majority
    g. the agreement is illegal hence cannot be ratified
    h. the choice is of the minor whether he wants to ratify or not
29. A mortgage was executed in favour of a minor. Can the minor get a Decree, for the enforcement of mortgage?
    a. Yes
    b. No
    c. Can't say
    d. Mortgage is invalid
30. An agreement with a minor is: _____
    a. void
    b. voidable at the option of the minor
    c. voidable at the option of other party
    d. valid
31. When the consent of a party is obtained by coercion, undue influence, fraud or misrepresentation, the
    a. contract is_____
    b. Valid
    c. voidable
    d. Void
32. IF A exercises coercion against an Indian citizen 'B, at a place where IPC is not in force, the contract still is_____
    a. Valid
    b. Illegal
    c. Voidable
    d. void
33. Which of the following acts does not amount to fraud?
    a. Knowingly making a false statement
    b. Promise made without intending to perform
    c. Active concealment of facts
    d. Innocent false statement

34. Which of the following remedy/remedies is/are not available in case of misrepresentation?
    a. The aggrieved party can rescind the contract even if he had the means of discovering the truth
    b. with ordinary diligence
    c. The aggrieved party can avoid the contract
    d. The aggrieved party can affirm the contract
    e. The aggrieved party cannot claim damages.
35. A person buys some goods from a shop While paying by way of cheque, discloses his name. The cheque bounces, as he was not the person he claimed to be the contract will be_____
    a. Valid
    b. Void
    c. Voidable
36. In case of an act of coercion, the act:_____
    a. is forbidden by Indian Contract Act, 1872
    b. is forbidden by Indian Penal Code, 1860
    c. is forbidden by Criminal Procedure Code, 1973
    d. is forbidden by the Constitution of India
37. Moral pressure is exercised in case of_____.
    a. coercion
    b. undue influence
    c. fraud
    d. misrepresentation
38. 'A' informs 'B' the buyer that his farm is without any encumbrance 'B', buys the farm. Later, he comes to know that the land has been mortgaged 'B'_____.
    a. can avoid the contract
    b. cannot avoid the contract
    c. can insist 'A' to redeem the mortgage
    d. can claim damages
    e. (a).(c) and (d)
39. Does silence amount to fraud?
    (a) Yes, always
    (b) No
    (c) Yes, only when equivalent to speech
40. When the consent to the contract is not free:
    a. the contract is void
    b. the contract is voidable
    c. the contract is illegal
    d. the contract is valid
41. Mistake can be of_____.
    a. Law
    b. Facts
    c. Indian law
    d. a and b

42. Consent is_____.
    (a) accepting
    (b) agreeing in the same sense
    (c) agreeing even with variation
    (d) consensus ad idem

43. Misrepresentation can be of_____.
    (a) law
    (b) facts
    (c) both

44. Mistake of fact can be_____.
    (a) only unilateral mistake of fact
    (b) only bilateral mistake of facts
    (c) a or b
    (d) a & b

45. When two persons, agree to a same thing in the same sense, it is called_____.
    (a) consensus ad idem
    (b) offer
    (c) acceptance
    (d) consideration

True or False

1. Quasi contract are certain relations resembling those created by contract. **True**
2. Every promise and every set of promises forming the consideration for each other is an agreement **True**
3. An offer can be in the form of doing or abstaining **True**
4. Communication of offer is complete when it comes to the knowledge of the person to whom it is made **True**
5. When two persons make identical offer to each other in the ignorance of each other's offer, is called counter offer **False**
6. Special terms are automatically binding on the contracting parties **True**
7. Acceptance can be given partially **False**
8. An an auction would be bidders are making the offer **True**
9. An advertisement regarding retirement benefit insurance is an offer **False**
10. Communication of acceptance is complete as against the proposer when the acceptance is put into the course of transmission so as to be out of the power of the offeror **True**
11. Mental acceptance is valid acceptance. **True**
12. Counter offer and cross offer are same **True**
13. Legal relations mean the parties intend to create legal consequences **False**
14. A proposal when accepted becomes a contract. **True**
15. An implied contract may be oral or written

16. A contract creates legal relation
17. Free consent is consensus ad idem **True**
18. A contract where consent is not free is voidable at the instance of the innocent party **True**
19. In case of coercion, the act must be forbidden by the Indian Contract Act, 1872 **False**
20. In case of coercion, the act must be forbidden by the Indian Penal Code **True**
21. Moral or mental pressure is exercised in case of undue influence **True**
22. Silence amounts to fraud, when silence is equivalent to speech **True**
23. Bilateral mistake of fact makes the agreement void **True**
24. Fraud and misrepresentation can be of both law and fact. **False**
25. Fraud can be of law alone. **False**
26. Mistake is an error of judgement **True**

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Sale of Goods Act 1930

1. The Sale of Goods Act is of:_____
   a. 1903
   b. 1923
   c. 1930
   d. 1932
2. Seller is a person who:_____
   a. sells
   b. agrees to sell
   c. both (a) & (b)
   d. none of the above
3. Meaning of deliverable state is _____
   a. seller has to do something
   b. buyer has to do something
   c. seller has done what is required
   d. state at which buyer cannot refuse to take possession
4. Document of title includes_____.
   a. Railway receipt
   b. Bill of lading
   c. Wharfinger's certificate
   d. All the above
5. Which is not goods:_____
   a. dog
   b. shares
   c. valid Indian currency
   d. ship
6. Contract of sale may be in_____.
   a. writing
   b. oral
   c. partly in writing, partly oral
   d. all the above
7. In an agreement to sell, in the event of destruction of goods loss is borne by_____.
   a. seller
   b. buyer
   c. 50% by each of the above parties
   d. minister of consumer affairs
8. Hire purchase is governed by:_____.
   a. Sale of Goods act, 1972
   b. transfer of property Act, 1963
   c. Hire Purchase Agreement, 1972
   d. Indian Contract Act, 1872

9. Price may be determined by:_____.
    a. terms of the contract
    b. by third parties
    c. by the seller
    d. all the above
10. In case of sale where price is paid in instalments:_____.
    a. each instalment is regarded as the hire charges
    b. each instalment is regarded as part payment of the price
    c. only b
    d. a or b
11. Goods means every kind of movable property including_____
    a. Actionable claims and currency money
    b. old currency notes
    c. Goodwill and copyright
    d. Both (a) and (c)
12. Delivery means voluntary transfer of possession of goods from one person to another.
    a. True
    b. False
13. In a contract of sale, payment of price may take place at a future date.
    a. True
    b. False
14. Condition is a stipulation that is:_____
    (a) primary
    (b) secondary
    (c) collateral
    (d) irrelevant
15. Express condition may be in:
    a. writing
    b. oral
    c. partly oral partly written
    d. all of them
16. Implied condition are stipulations:
    a. **assumed to be present**
    b. assumed to be absent
    c. parties want it
    d. none of the above
17. Implied condition as to title means_____
    a. the seller has the title to sell
    b. the seller will get the title to sell
    c. id title of the seller is irrelevant
    d. a or b

18. Implied condition of sale by description includes: _____
    a. where the buyer does not see the goods but relies on description
    b. where the buyer sees the goods but relies on the description given
    c. a or b
    d. a and b
19. Implied condition of sale by sample and description means_____.
    a. goods must match the sample
    b. goods must match the description
    c. a or b
    d. a and b
20. When the goods are purchased under a trade name_____.
    a. there is an implied condition as to trade usage
    b. there is no implied condition as to quality or fitness for the buyer's purpose.
    c. it amounts to implied warranty
    d. it amounts to implied condition of wholesomeness.
21. Implied condition as to wholesomeness refers to_____.
22. merchantability
23. food products
24. anything other than food products
    (e) & (b)
25. Warranty is a stipulation that is.
26. primary
27. secondary
28. incidental
29. irrelevant
30. Breach of a warranty leads to:
31. repudiation of a contract
32. cannot repudiate the contract
33. can claim damage
34. Implied warranty of freedom from encumbrance means
35. no encumbrance
    (f) & (b)
36. no encumbrance in favour of third party unknown to the buyer
37. third party
38. there is an encumbrance
39. none of them
40. A breach of a condition may be treated as a breach of warranty in some cases.
41. True
42. False

43. Doctrine of caveat emptor places the burden on the
44. buyer
45. seller
46. government
47. Stipulation as to time of payment can only be a warranty in a contract of sale.
48. True
49. False
50. A milk vendor supplied milk which contained typhoid germ. X got infected after consuming the
51. milk. Is the milk vendor bound to pay damage?
52. Yes, breach of condition as to wholesomeness
53. Yes, condition as to merchantability
54. No, milk vendor never knew himself.
55. No, 'X', should have seen it.
56. In case of breach of condition by the seller, the buyer
57. can reject the goods.
58. only sue for damages
59. does not have any rights under SOGA.

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Negotiable Instruments Act 1881

1. Under the Negotiable Instrument Act, which of the following refers to a written document by which a night is created in favor of some person"?
    a. Promise
    b. Instrument
    c. Agreement
    d. Contract
2. The term 'Negotiable instrument' is defined in the Negotiable Instruments Act, 1881, under section
    a. 12
    b. 13
    c. 13A
    d. 31
3. Which of the presumptions in case of a negotiable instrument is not presumed:
    a. date is the correct date
    b. amount written is correct
    c. signature is genuine
    d. the instrument is invalid
    e. (a), (b) and (c)
4. The undertaking contained in a promissory note, to pay a certain sum of money is:___
    a. conditional
    b. unconditional
    c. may be conditional or unconditional depending upon the circumstances
    d. none of the above
5. According to Negotiable Instrument Act, 1881, which of the following is not a promissory note?
    a. promissory note payable to bearer
    b. promissory note payable to the order of a certain person.
    c. payable to two or more promises
    d. payable to a specified person on demand
6. A promissory note merely acknowledging a debt is:_____
    a. a valid promissory note
    b. not a valid promissory note
    c. may or may not be a valid promissory note
    d. share warrant
7. In case of bills in sets_____
    a. All copies needs to be signed
    b. all copies need to be signed and stamped.
    c. No copy need to be signed and stamped.
    d. only one copy requires stamp and all copies signed.

8. Which is valid acceptance of a bill of exchange:
   a. oral
   b. written without signature
   c. signed by drawee
   d. none of the above
9. Foreign bill of exchange are: _____
   a. Bills drawn in India and payable outside India upon Indian residents.
   b. Bills drawn outside India but payable in or drawn upon any person resident in India.
   c. Bills drawn in India upon persons non-resident in India and made payable outside India
   d. Both (a) & (b)
10. Which form of cheques is valid?
   a. (a)Bearer cheque
   b. (b)Crossed cheque
   c. (c) Account payee cheque
   d. All of above
11. According to Negotiable Instrument Act, 1881, which of the following is the essential of a cheque?
   a. it does not bear a stamp
   b. It should contain conditional order
   c. it must not be signed by drawer
   d. Cheque is not payable on demand.
12. Who is not a party to a cheque?
   a. Drawer
   b. Drawee
   c. Payee
   d. Acceptor
13. If an instrument may be construed either as a promissory note or bill of exchange, it is
   a. a valid instrument
   b. an ambiguous instrument
   c. illegal instrument
   d. none of the above.
14. If in an instrument the amount undertaken or ordered to be paid is stated differently in figures an words,_____
   a. the instrument is void due to uncertainty
   b. the amount stated in figure shall be the amount undertaken or ordered to be paid
   c. the amount stated in words shall be the amount undertaken or ordered to be paid
   d. none of the above
15. A promissory note or bill of exchange which is not expressed to be payable on demand, at sight or on presentment the date of maturity is:_____
   a. on the day payment is demanded
   b. on the Ird day after the day on which it is expressed to be payable
   c. on the 5th day after the day on which it is expressed to be payable
   d. on the 4th day after the day on which it is expressed to be payable

16. Which of the following is not a justified ground of dishonoring of cheque by the banker?
    a. the cheque is post-dated and presented before the ostensible date
    b. the banker had sufficient funds, but the funds are not properly applicable towards the payment of the cheque
    c. if the cheque is altered in parts
    d. if the cheque is duly presented
17. If the words "not negotiable" is used with special crossing in a cheque _____
    a. Transferability of the cheque is stopped
    b. The cheque should be credited to the account of the payee
    c. On transferring the cheque, the transferee cannot get a better title than that of the transferor
    d. None of the above
18. Which of the following statements are incorrect?
    a. Banker is never liable
    b. Banker is bound to make payment under certain conditions
    c. Banker is justified in dishonouring a cheque
    d. Statutory protection is given to banker under certain circumstances.
19. What is the presumption under section 137 of the Negotiable Instruments Act, 1881?
    a. A negotiable instrument drawn in a foreign country is genuine
    b. The law of any foreign country regarding promissory notes, bills of exchange and cheques is
    c. same as that of India
    d. Both (a) and (b)
    e. None of the above
20. For what term of imprisonment an offender under section 138 of the Negotiable Instruments Act can be punished?
    a. two years
    b. one year
    c. three years
    d. five years
21. A complaint against an offence under section 138 of the Negotiable Instrument Act, 1881_____
    a. must be in writing
    b. may be oral or in writing
    c. must be in writing containing a declaration by the drawee that he consents to such filing of the
    d. complaint
    e. none of the above
22. Which of the following is not applicable in case of escrow?
    a. not transferring absolutely, the property
    b. safe custody
    c. conditional delivery
    d. collateral security
    e. all

23. Maturity of an instrument is:
    a. date on which the instrument is created.
    b. date on which the instrument is payable
    c. date on which the instrument is signed.
    d. none of the above
24. _____is a person who draws a bill
    a. drawer
    b. drawee
    c. payee

Consumer Protection Act 1986

25. Which reason is not a valid reason for enacting the consumer protection act:
    a. problems on account of collective bargaining
    b. existence of multiple laws.
    c. hurdles in litigation.
    d. to decrease the number of cases being filed in the regular courts.

26. Which statement does not reflect as regards definition of consumer?
    a. A person who buys goods or services.
    b. Free services excluded from the definition of consumer.
    c. Borrower is also a consumer.
    d. Buying of goods for commercial purpose.
27. Unfair trade practice is:
    a. sale
    b. giving gifts.
    c. buy one take one free
    d. putting the tag 50% discount when the original price is not there
28. _____means an allegation in writing made by a complainant. (MU, Oct. 2018
    a. Complaint
    b. Resale
    c. Commercial purpose
29. Person includes_____
    a. Firm
    b. HUF
    c. Cooperative society
    d. All the above

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Question Bank
TYBAF Semester V
Indirect Tax Laws

1) GST stands for
(a) goods and supply tax (b) government sales tax
(c) goods and service tax (d) goods and simple tax

2) GST is levied in India on the basis of _____principle.
(a) Origin (b) destination (c) either a or b (d) both a or b

3) The main objective of GST implementation is ____
(a) To consolidate multiple indirect tax levies into single tax
(b) Overcoming limitation of existing indirect tax structures
(c) Creating efficiency in tax administration
(d) All of the above

4) Which of the following is not a bill passed by parliament for the implementation of GST in India ?
(a) the central GST act 2017 (b) the state GST act 2017
(c) the integrated GST act 2017 (d) none of the above

5) _____petroleum products have been temporarily been kept out of GST.
(a) 1 (b) 2 (c) 3 (d) 5

6) In India, GST structure is ___in nature.
(a) Single (b) dual (c) triple (d) a and b both

7) P Ltd has a contract with X Ltd. to provide book keeping services to Q Ltd. is a subsidiary of P Ltd. The liability to discharge consideration for such book keeping service is of P Ltd. As per the CGST Act 2017 who will be the recipient of the above service ?
(a) P Ltd. (b) q Ltd. (c) X Ltd. (d) both (a) and (b)

8) The definition of goods under section 2(52) of the CGST Act does not include
(a) Grass (b) money and securities
(c) actionable claims (d) growing crops

9) ____ is not included in the term "Goods" under GST Law:
(a) movable property (b) actionable claim
(c) securities (d) growing crops

10) Which of the following is not covered under the term goods under GST ?
(a) money (b) actionable claim
(c) securities (d) both (a) & (c)

11) As per the CGST Act, 2017 business includes

(i) Adventure not for a pecuniary benefit

(ii) Any activity or transaction undertaken by the central government, a state government or any local authority in which they are engaged as public authorities

(a) (ii) only (b) both (i) and (ii)

(c) neither (i) nor (ii) (d) (i) only

12) Which of the following can be treated as goods under the CGST act 2017 ?

(i) Movable property

(ii) Money ad securities

(iii) Actionable claim

13) What are different types of supplies covered under the scope of supply?

(a) Supplies made with consideration

(b) Supplies made without consideration

(c) Both of the above

(d) None of the above

14) The activities to be treated as supply of goods or supply of services as referred to in ____of CGST Act, 2017.

(a) schedule I of CGST act (b) schedule II of CGST act

(c) schedule III of CGST act (d) section 7

15) Which of the following taxes will be levied on imports?

(a) CGST (b) SGST (c) IGST (d) none of the above

16) Which of the following is not a supply as per section 7 of the CGST Act?

(a) Management consultancy services not in course of furtherance of business

(b) Import of services for consideration and in course or furtherance of business

(c) Both a and b

(d) None of the above

17) ____specifies the activities to be treated as supply even if made without consideration.

(a) schedule I of CGST act (b) schedule II of CGST act

(c) schedule III of CGST act (d) all of the above

18) Which of the following activity is outside the scope of supply and not taxable under GST?

(a) Services by an employee to the employer in the course of or in relation to his employment

(b) Services of funeral

(c) Actionable claims other than lottery, betting and gambling

(d) All of the above

19) Agreeing to the obligation to refrain from an act, or to tolerate an act or a situation, or to do an act is ____

(a) Supply of goods

(b) Supply of services

(c) Neither as a supply of goods nor a supply of services

(d) Either as a supply of goods or a supply of services

20) Transfer of the right to use any goods for any purpose(whether or not for a specified period) for cash, deferred payment or other valuable consideration shall be treated as____

(a) Supply of goods

(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

21) Works contract as defined in section 2 (119) shall be treated as____
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

22) Supply by way of or as part of any service or in any other manner whatsoever, of goods, being food or any other article for human consumption or any drink (other than alcoholic liquor for human consumption), where such supply or service is for cash, deferred payment or other valuable consideration is____
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

23) Supply of goods by any unincorporated association or body of persons to a member thereof for cash, deferred payment or other valuable consideration shall be treated as ____
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

24) Services by an employee to the employer in the course of or in relation to his employment is ___
(a) Supply of goods
(b) Supply of services
(c) Neither as a supply of goods nor a supply of services
(d) Either as a supply of goods or a supply of services

25) A ____ supply comprising of two or more supplies shall be treated as the supply of that particular supply that attracts highest rate of tax.
(a) Composite (b) mixed (c) both a and b (d) none of the above

26) ____means a supply made by a taxable person to a recipient consisting of two or more taxable supplies of goods or services or both, or any combinati5on thereof, which are naturally bundled and supplied in conjunction with each other in the ordinary course of business, one of which is a principal supply.
(a) composite supply (b) principal supply
(c) mixed supply (d) inward supply

27) ____ means two or more individual supplies of goods or services or any combination thereof made in conjunction with each other by a taxable person for a single price where such supply does not constitute a composite supply.
(a) mixed supply (b) principal supply
(c) inward supply (d) exempt supply

28) _____ supply shall attract IGST?
(a) Intra state (b) inter state (c) both

29) Is there any ceiling limit prescribed on the rate under IGST?

(a) 14% (b) 40% (c) 26% (d) 30%

30) What if an e-commerce operator having no physical presence in the taxable territory, does not have a representative in the taxable territory?

(a) He will have to discharge his tax liability in foreign currency
(b) He will not be liable to tax
(c) He has to appoint a person in the taxable territory for the purpose of paying tax on his behalf
(d) None of the above

31) Unless and until notified, GST shall not be levied on the inter-state supply of which of the following:

(a) industrial alcohol (b) works contract
(c) petroleum (d) none of the above

32) What are the supplies on which reverse charge mechanism would apply at present?

(a) Notified categories of goods or services or both under section 9(3)
(b) Inward supply of goods or services or both from an unregistered dealer under section 9(4)
(c) Both of the above4
(d) None of the above

33) Which of the following services are covered under Reverse Charge Mechanism of CGST Act, 2017?

(i) legal consultancy (ii) goods transport agency
(iii) manpower supply (iv) rent a cab
(a) (i) and (iii) (b) (i) and (iv) (c) (i) and (ii) (d) all the above

34) Which of the following is not exempted?

(a) Health care service to human beings by authorized medical practitioners / para medics
(b) Health care services to animals / birds
(c) Slaughtering of animals
(d) Rearing horses

35) Services by educational institution is exempted if the services are to:

(a) any common man (b) its own students, faculty / staff
(c) both a & b (d) none of the above

36) Tax invoice must be issued by ____ on supplies made by him.

(a) Every supplier
(b) Every taxable person
(c) Every registered person not paying tax under composition scheme
(d) All the above

37) An invoice must be issued.

(a) At the time of removal of goods
(b) On transfer of risks and rewards of the goods to the recipient
(c) On receipt of payment for the supply
(d) None of the above

38) What is the time of supply of vouchers when the supply with respect to the voucher is identifiable?

(a) Date of issue of voucher
(b) Date of redemption of voucher
(c) Earlier of a and b.
(d) A and b whichever is later

39) What is the time of supply of vouchers when the supply with respect to the voucher is not identifiable?

(a) Date of issue of voucher
(b) Date of redemption of voucher
(c) Earlier of a and b.
(d) A and b whichever is later

40) What is the time of supply of service in case of reverse charge mechanism?

a. Date of payment as entered in the books of account of the recipient
b. Date immediately following 60 days from the date of issue of invoice
c. Date of invoice
d. Earlier of a and b.

41) From the following information determine the TOS of goods where goods are taxed on reverse charge basis.

Date of issue of invoice by the supplier – 30th Nov. 2019
Date of receipt of goods – 30thNov. 2019
Date of payment by the recipient – 10th Dec. 2019
Entry of receipt of services in the recipients BOA – 12th Dec. 2019

a. 30th Nov. 2019 (b) 10th Dec. 2019 (c) 12th Dec. 2019 (d) 30th Dec. 2019

42) Place of supply in case installation of elevator is

(a) Where the movement of elevator commences from the suppliers place
(b) Where the delivery of elevator is taken
(c) Where the installation of elevator is made
(d) Where address of the recipient is mentioned in the invoice

43) Place of supply of food taken on board at Delhi for an aircraft departing from Delhi to Bangalore via Hyderabad is

(a) Address of the aircraft carrier mentioned on the invoice of the supplier
(b) Delhi
(c) Jaipur
(d) Hyderabad

44) What is location of supply in case of important of goods?

(a) Customs port where the goods are cleared
(b) Location of the importer
(c) Place where the goods are delivered after clearance from customs port
(d) Owner of the goods

45) Place of supply of goods, other than supply of goods imported into, or exported from India, when supply involves movement of goods is the

(a) Location of the goods at the time at which the movement terminates for delivery
(b) Location of the goods at the time at which the movement starts for delivery

(c) Location of the principal place of business of the recipient
(d) Location of the principal place of business of the supplier

46) Place of supply of goods other than supply of goods imported into, or exported from India, when supply does not involve movement of goods is the
(a) Location of the supplier
(b) Location of the goods at the time of the delivery to the recipient
(c) Location of the goods at the time of purchase order
(d) Location of the recipient

47) The value of supply of goods and services shall be the
(a) Transaction value (b) MRP
(c) Market value (d) None of the above

48) The value of supply of goods and services shall be the
(a) Transaction value (b) Retail sale price
(c) wholesale price (d) None of the above

49) When can the transaction value be rejected for computation of value of supply
(a) When the buyer and seller are related and price is not the sole consideration
(b) When the buyer and seller are related or price is not the sole consideration
(c) It can never be rejected
(d) When the goods are sold at very low margins.

50) If the goods are supplied to related persons then how should the taxable person ascertain the value of supplies?
(a) Seek the help of the GST officer
(b) Use the arms length price as required under the income tax law
(c) Refer the rules which prescribed for this purpose
(d) None of the above

51) Persons shall be deemed to be related persons if any person directly or indirectly owns, controls or holds _____ or more of the outstanding voting stock or shares of both of them.
(a) 25% (b) 26% (c) 51% (d) 0%

52) Persons shall be deemed to be related persons?
(a) Such persons are officers or directors of one another's businesses
(b) Such persons are legally recognized partners in business
(c) Such persons are employer and employees
(d) All of the above

(A) <u>Inclusions (S. 15 (2)</u>

53) The value of supply should include
(a) Any non GST taxes, duties, cesses, fees charged by supplier separately
(b) Interest, late fee or penalty for delayed payment of any consideration for any supply of goods or services
(c) Subsides directly linked to the price except subsidies provided by the Central and State Government
(d) All of the above

54) Which of the following shall not be included in value of supply?
(a) GST (b) Interest (c) Late fee (d) commission

55) The value of taxable supply should not include
(a) Taxes levied under SGST act 2017

(b) Taxes levied under CGST act 2017
(c) Taxes levied under GST compensation cess act 2017
(d) All of the above

56) Interest or fee or penalty for delayed payment of any consideration for any supply
(a) Shall be excluded from the value of taxable supply
(b) Shall be included from the value of taxable supply
(c) Shall require no adjustment
(d) Can be included or excluded from the value of the taxable supply

57) Subsidies provided by the central / state Govt.
(a) Shall be excluded from the value of taxable supply
(b) Shall be included from the value of taxable supply
(c) Shall require no adjustment
(d) Can be included or excluded from the value of the taxable supply

58) The value of supply should include
(a) Incidental expenses, including commission and packing, charged by the supplier to the recipient of a supply
(b) Interest, late fee or penalty for delayed payment of any consideration for any supply.
(c) Subsidies directly linked to the price except subsidies provided by the central and state government
(d) All of the above

59) From the following information determine the value of taxable supply as per provisions of section 15 of the CGST Act 2017?
Contracted value of supply of goods (including GST @ 18%) 11,80,000
The contracted value of supply includes the following:
(1) Cost of primary packing
25,000
(2) Cost of protective packing at recipients request for safe transportation
15,000
(a) 10,00,000 (b) 11,80,000 (c) 11,55,000 (d) 11,40,000

60) From the following information determine the value of taxable supply as per provisions of section 15 of the CGST Act 2017?
Price (including GST @ 18%) 11,00,000
Other information:
(1) Commission paid to agent by recipient on instruction of supplier and not included in price 5,000
(2) Freight and insurance charges paid by recipient On behalf of supplier not included in price 75,000
(a) 11,00,000 (b) 11,80,000 (c) 10,00,000 (d) 11,75,000

61) If a person opting for composition scheme is liable to be registered on 1st October 2019 and has applied for registration on 17th November 2019 and registration granted on 20th November 2019 then the effective date of registration will be
(a) 20th November 2019 (b) 1st October 2019
(c) 17th November 2019 (d) 1st April 2020

(d) Growing crops

Practical Questions

1) Compute the taxable value of supply of service of ABC Ltd. for the month of June 2019 from the following information.

Particulars	₹
1. Entry fees received for cultural program organized in open theatre to 1,250 person	5,00,000
2. Receipt on account of stand-alone ride in a mall	2,00,000
3. Receipts of video parlous exhibiting movies	2,00,000
4. Auxiliary services provided in capacity of an event manager for organizing an event	15,00,000
5. Receipts from running Rocky Circus: Entry fees 800 per person	8,00,000
6. Receipts on account of admission to award function where the consideration for admission to musical performance	5,00,000
7. Receipts on account of admission to musical performance where the consideration for admission is 1,000 per person	10,00,000
8. Receipts on account of admission on recognized sporting event where the consideration for admission is 1,000 per person	10,00,000
9. Receipts on account of admission to non-recognized sporting event where the consideration for admission is 1,000 per person	10,00,000
10. Receipts of amusement park	15,00,000

2)

Particulars	₹
Rent received	
For factory building	6,00,000
For machinery in factory	1,20,000
For residential house	3,00,000
For furniture in residential house	80,000
For open plot of land rented to circus	2,40,000
For agricultural plot	90,000
For hotel rooms (Declared tariff per day ₹ 1,200)	4,20,000
For hostel for working women	5,40,000
For renting premises for ATM machines of bank	1,40,000
For open plot on land for animal husbandry	90,000
Remuneration received as a member of parliament (MP)	3,60,000
Pension received from Ex-Employer	72,000

As per provisions of GST laws, classify above items as taxable or non-taxable and calculate the value of taxable supply, assuming that GST is not included in above amounts (ignore threshold exemption and abatement).

3) Calculate the value of taxable supply

1) Sale of rice on commission basis ₹ 2,65,000.
2) Transport facility provided by a school to its students ₹ 60,000.
3) Packing of tomato ketch up ₹ 54,000.
4) Serving food in air conditioned restaurant (taxable value) ₹ 40,000.
5) Merchant Banking services ₹ 8,00,000.
6) Royalty from temporary transfer of patents ₹ 3,00,000.
7) Upgrading of information Technology software ₹ 8,00,000.

62) In case of transport of goods by rail within India, which of the following item is an exempted supply?

(a) Transport of postal malls and postal bags
(b) Transport of defence and military equipments
(c) Transportation of household effects
(d) Transport of alcoholic beverages

63) Mr. C of Chennai supplied goods to M/s. Smart Jet airlines of Chennai flying between Delhi – Mumbai. The goods are loaded in the aircraft in Delhi. The place of supply of goods will be

(a) Chennai (b) Delhi (c) Mumbai (d) none of the above

64) Gifts not exceeding _____ in value in a financial year by an employer to an employee shall not be treated as supply of goods or services or both

(a) Rs. 20,000 (b) Rs. 25,000 (c) Rs. 50,000 (d) Rs. 1,00,000

65) Hospital charging room rent per day per room Rs. 1,200 on rooms provided to in patients. It is

(a) exempted supply (b) taxable supply
(c) not at all supply (d) none of the above

66) In cases of change in rate of tax and amount is credited to the bank account after 4 working days from the date of change in rate of tax the date of receipt of payment will be

(a) Date of book entry or date of bank entry whichever is earlier
(b) Date of bank entry
(c) Date of book entry
(d) Date of book entry or date of bank entry whichever is later

67) Who is the person allowed to cancel a GST registration?

(a) The registered person himself
(b) The GST officer
(c) The legal heir of the registered person
(d) All of the above

68) Where the application of registration is found to be deficient for any reason and the proper officer requires any further information then he shall intimate to the applicant in form

(a) GST REG – 01 (b) GST REG – 02
(c) GST REG – 03 (d) GST REG – 04

69) Aminpur Post office provided basic mail services of Rs. 2,50,000 and speed post services of Rs. 3,00,000 the value of taxable services will be

(a) Rs. 2,50,000 (b) Rs. 3,00,000 (c) Rs. 5,50,000 (d) none of the above

70) An individual acts as a referee in a football match organized by sports Authority of India. which one of the following is correct?

(a) The individual is liable to pay GST
(b) Sports authority of India is liable to pay GST
(c) Exempted from GST
(d) Outside this scope of supply

71) Goods under CGST act excludes

(a) Securities
(b) Unsecured debts
(c) Right to participate in the draw to be held in a lottery

4) Calculate the value of Taxable Supply:

1. Supply of farm labour ₹ 1,00,000
2. Transport of postal mail or mail bag by a vessel ₹ 60,000.
3. Warehousing of potato chips ₹ 1,05,000.
4. Renting of hotel rooms with food (tariff ₹ 2,000 per day) ₹ 2,10,000.
5. Asset Management Services ₹ 30,000.
6. Royalty for providing use of technical knowhow ₹ 2,50,000.
7. Development and Design of information Technology software ₹ 8,00,000.

5) Determine the GST with resapect to each of the following independent services provided:

Particulars	₹
Fees charged for yoga camp conducted by a charitable trust	5,00,000
Amount charged by Bank Mitras for the services provided to a bank with respect to Basic Saving Accounts covered by Pradhan Mantri Jan Dhan Yojana (PMJDY)	1,00,000
Amount charged by cord blood banks by way of preservation of stem cells	50,000
Service provided by commentators to a recognized sports body	5,20,000

Note: ignore the threshold exemption. GST has been changed separately, wherever applicable.

6) Form the information for June 2019 supplied by Mr. Amir compute his value of taxable supply for the month of June 2019. (ignore threshold limit and all amounts given are excluding GST).

Particulars	₹
1. Supply of Farm Labour	40,000
2. Loading and unloading of Grapes	60,000
3. Cleaning and Packing Grapes	20,000
4. Sale of Grapes	4,00,000
5. Consultation Service for Manufacturing wine from Grapes	3,50,000
6. Rent from agricultural land situated at Jammu and Kashmir	40,000
7. Renting Agricultural machinery	80,000
8. Rent from Agricultural land used for research	60,000
9. Rent from Agricultural Land given to Agricultural college for research	70,000
10. Rent from Agricultural Land given to Mela (Fun-Fair)	4,00,000
11. Rent of Agricultural Land from Cinema production house	6,00,000

7) Arun Ltd. is a manufacturing concern in Pune. In the preceding Financial Year 2018-19 total value of supplies including inward supplies taxed under reverse charge basis are ₹ 1,54,000. (excusive if taxes). Determine whether Arun Ltd. is eligible to opt for composition scheme. The break up of supplies are as follows:

Particulars	₹
Intra-state supplies made under forward charge	50,00,000
Intra-state supplies made which are which are chargeable to GST at Nil rate	88,00,000
Intra-state supplies which are wholly exempt under section 11 of CGST Act, 2017	12,00,000
Value of inward supplies on which tax payable under RCM	4,00,000

8) Virat Ltd. a manufacturing concern located in Nagpur has opted for composition scheme for the current F.Y. 2019-20. Determine tax payable by Virat Ltd. Details of supplies including inward supplies taxable under reverse charge basis as follows:

Particulars	₹
Intra-state supplies of Goods chargeable @ 12% GST	23,00,000
Intra-state supplies of Goods chargeable @ 18% GST	10,00,000
Intra-sate supplies made which are chargeable to GST an Nil rate	18,00,000
Intra-state supplies which are wholly exempt under section 11 o CGST act, 2017	16,40,000
Value of inward supplies on which tax payable under RCM (GST rate 5%)	20,00,000

9) Determine the time of supply in each of the following independent cases in accordance with provisions of CGST Act, 2017:

Date of Actual Provision of Services	Date of Invoice	Payment Entry in Supplier's Book	Credit in Bank Account	Remarks
20-10-2019	21-10-2019	26-10-2019	30-10-2019	
20-10-2019	30-10-2019	24-10-2019	22-10-2019	
16-11-2019	26-12-2019	28-01-2020	29-01-2010	
1/12/2019	30-10-2019	30-10-2019	30-10-2019	₹ 5,00,000 is received in advance on 30-10-2019
	30-10-2019	6/10/2019	8/12/2019	Balance amount ₹ 6,80,000 is received on 060-12-2019

10) Determine the time of supply in the following cases assuming that GST is payable under reverse charge:

Date of payment by recipient of services	Date of issue of invoice by Supplier of service
10-10-2019	29-08-2019
10-10-2019	01-08-2019
Part payment made on 30-08-2019 and balance amount paid on 01-11-2019	29-08-2019
Payment in entered in the books of account on 28-08-2019 and debited in recipient's bank account on 30-08-2019	01-08-2019
Payment in entered in the books of account on 30-08-209 and debited in recipient's bank account on 26-08-2019	29-08-2019

11) Determine the time of supply of goods in the following independent situations, as per the GST law, giving brief reason for your conclusion:

Sr. no.	Date of removal of goods	Date of receipt of goods by buyer	Date of issue of tax invoice	Date of credit of payment in suppliers books of account	Date of credit of payment in suppliers bank account
1	04-01-2020	05-01-2020	04-01-2020	05-01-2020	06-010-2020
2	04-01-2020	03-01-2020	05-01-2020	03-01-2020	02-01-2020
3	04-01-2020	05-01-2020	04-01-2020	07-01-2020	08-01-2020

12) Determine time of supply in following independent cases as per the provisions of CGST act, 2017.

Sr. No.	Date on which Goods are available	Date of invoice	Date of recipient of payment
1	12-12-2019	15-12-2019	06-11-2019
2	17-12-2019	20-12-2019	02-11-2019
3	25-12-2019	04-01-2020	23-01-2020
4	26-10-2019	16-10-2020	15-10-2020
5	18-12-2019	12-12-2020	10-12-2020
6	15-01-2020	16-01-2020	05-01-2020
7	17-02-2020	13-02-2020	12-02-2020

13) Determine Place of Supply of Goods in the following cases and also state the Nature of Supply and the type of tax leviable (CGST, SGST and IGST)

Supplier and his location	Location of the buyer (third person)	Recipient and his location	Place of delivery of the goods
Mr. Satish, Indore	Mr. Prakash, Indore	Mr. Sony, Surat	Surat
Mr. Satish, Indore	Mr. Sony, Surat	Mr. Prakash, Indore	Indore
Mr. Satish, Indore	Mr. Rakesh, Mumbai	Mr. Sony, Surat	Surat
Mr. Satish, Indore	Mr. Sony, Surat	Mr. Dev, Surat	Surat

14) Raman Ltd. registered supplier in Mumbai (Maharashtra) supplying goods and services, has supplied goods to Sahil Traders and Jaggi Motors Ltd. located in Ahmednagar (Gujarat) and Pune (Maharashtra) respectively. Raman Ltd. has furnished the following details for the current month:

Particulars	Sahil Traders (₹)	Jaggi Motors Ltd. (₹)
1. Price of the goods (excluding GST)	20,000	15,000
2. Packing charges	600	
3. Commission	400	
4. Weighment charges		1,000
5. Discount for prompt payment (record in the invoice)		500

Items given in points (1) to (5) have not been considered while arriving at price of the goods given in point (1) above.

15) Compute the GST liability [CGST and SGST and ISGT, as the case may be] of Raman Ltd. for the given month. Assume the rates of taxes to be as under:

Particulars	Rate of Tax
Central tax (CGST)	9%
State tax (SGST)	9%
Integrated tax (IGST)	18%

Make suitable assumptions, wherever necessary.

Note: The supply made to Sahil Traders is an inter-state supply.

16) Candy Blue Ltd. Mumbai, a registered supplier, is manufacturing chocolates and biscuits. It provides the following details of taxable inter-state supply made by it for the month of October 2019.

Particulars	₹
List price of goods supplied inter-state	12,40,000
Items already adjusted in the price given in (i) above:	
1. Subsidy from Central Government for supply of biscuit to Government School	1,20,000

2. Subsidy from Trade Association for supply of quality biscuits	30,000
Items not adjusted in the price given in (i) above:	
3. Tax levied by Municipal Authority	24,000
4. Packing charges	12,000
5. Late fee paid by the recipient of supply for delayed payment of invoice	5,000

Calculate the value of taxable supply made by M/s Candy Blue Ltd. for the month of October 2019.

17) Quantum Plans Private Limited. Delhi supplies plastic granulation machine to Capscom Ltd. Delhi.

It furnishes the following details in respect of such supply:

Particulars	₹
List price of the machine (exclusive of taxes and discounts)	1,00,000
Corrugated boxes used for packing the machine (not included in price above)	1,000
Subsidy received from Delhi Government on sale of such machine (consider in price above)	5,0000

Discount @ 2% is offered on list price of the machine
(recorded in the invoice for the machine)
Determine the value of taxable supply made by Quantum Plast Private Limited.

18) Mr. X a registered supplier in Kochi (Kerala State) has provided the following detail in respect of his supplies made within intra-state for the month of March 2020:

Particulars	₹
1. List price of goods supplied intra-state (Exclusive of item given below from 2 to 5)	3,30,000
2. Swachh Bharat cess levied on sale of goods	12,500
3. Packing expenses charges separately in the invoice	10,800
4. Discount of 1% on the list price of the goods was provided (recorded in the invoice of goods)	
5. Subsidy received from State Government for encouraging women entrepreneurs	5,000

Compute the value of taxable supply and the gross GST liability of Mr. X for the month of March 2020 assuming rate of CGST to be 9% and SGST be 9%. All the amounts given amounts given above are exclusive GST.

19) A manufacturer of machinery supplied a special machine to Modern Furnishers. Following details are provided in relation to amounts charged:

Particulars	₹
1. Price of Machinery excluding taxes (before cash discount)	5,00,000
Additional charges not included above:	
2. Freight	13,0000
3. Packing charges	10,000
4. Charges for designing the machine	17,000

Other information furnished is:

a) Cash Discount @2% on price of machinery has been allowed to the customer at the time of supply and also recorded in invoice.

20) Kanchan Started business in April, 2019. Find out from which month she will be liable for registration and to pay GST as per the provides of GST Act. Given reasons.

Month/ Year	Purchase	Sales

2019	Taxable	Tax-Free	Taxable	Tax-Free
April to June	3,50,000	1,35,000	2,50,000	14,00,000
July	2,500	24,000	2,00,000	2,60,000
August	3,500	52,000	1,00,000	6,50,000
September	3,000	25,000	4,00,000	2,80,000
October	4,500	72,000	2,50,000	7,50,000
November	6,000	2,25,000	4,500	3,26,000
December	9,000	75,000	7,000	84,000

21) Mr. Rohit supplies Goods and Services from Kolhapur. He provides the following details retaining t the business for the month of January 2019. Determine his eligibility for registration under relevant Goods and Service Tax Laws.

Sr. No.	Particulars	Amount (₹)
1	Service charge within the state	3,00,000
2	Intra-state Goods Taxable @ 18% (Exclusive of GST)	3,00,000
3	Export made to Singapore	5,00,000
4	Intra-state Goods Taxable @ 5% (Exclusive of GST)	6,00,000
5	Intra-State Services Taxable @12% (Exclusive GST)	4,00,000
6	Intra-state Goods wholly exempt under GST	2,00,000

22) Mr. Pawan resident of Assam provides you following information regarding supplies made by him. Determine his eligibility for registration under relevant Goods and Services Tax Law.

Sr. No.	Particulars	Amount (₹)
1	Agricultural produce cultivated by family member	1,00,000
2	Intra-state Goods taxable @ 18% (Exclusive of GST)	95,000
3	Intra-state Goods Wholly exempted under GST	80,000
4	Export made to USA	1,35,000
5	Intra-State Goods table @5% (Exclusive of GST)	8,80,000
6	Intra-state Service Taxable @12% (Exclusive of GST)	2,40,000

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Business Communication 1

Subjective Questions

1. Need and Importance of communication?
2. Explain grapevine chain of operation and its advantages and disadvantages?
3. Explain characteristics of verbal communication?
4. Explain oral communication advantages and disadvantages?
5. Explain nonverbal communication and its characteristics?
6. Explain feedback and its types?
7. Impact of Technology advancement on communication
8. Explain various channels of organisational communication?
9. Explain Download downward communication its advantages and disadvantages?
10. Explain business etiquettes and its types?
11. Discuss Advantages of computer internet and email in modern business communication?
12. Discuss advantages and disadvantages of telephonic communication?
13. Advantages of effective listening?
14. Importance of good listening in communication?
15. Characteristics of good listener?
16. Obstacles of effective listening and how to overcome them?
17. Importance of business ethics?
18. Explain corporate social responsibility?
19. Discuss ethics and that should govern the user of the computer and internet?
20. Write in brief types of written communication?
21. Write in brief you attitude in a business letter?

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Business Communication 1

MCQ

Communication is a _____

A. one way process.

B. two way process.*

C. three way process.

D. four way process.

The information the receiver gets is called _____

A. message.*

B. output.

C. input.

D. source.

On the _____ it is possible to get immediate feedback

A. letter.

B. telephone.*

C. e-mail.

D. fax.

The most important part of the letter is

A. the heading.

B. date.

C. body of the letter.*

D. post script.

An _____ report can be denied at any time

A. oral.*

B. written.

C. special.

D. informal.

Informal communication is otherwise known as _____ communication.

A. grapevine.*

B. lateral.

C. visual.

D. horizontal.

The downward communication flow from

A. a subordinate to a superior.

B. a subordinate to a subordinate.

C. a superior to a superior.

D. a superior to a subordinate*

Communication means _____ information, feeling and thoughts, with others.

A. to receive.

B. exchange of.*

C. conveying.

D. all the above.

Facial expressions and gestures are known as _____

A. face to face communication.

B. oral communication*.

C. both 1 & 2.

D. Multimedia communication.

_____ is usually indicated if anything is to be attached to a letter.

A. appendix.

B. annexures.

C. index.

D. enclosures.*

Gestures is an example for

A. body language.*

B. grammar.

C. speeches.

D. written.

_____ is the set of instructions given to the computers.

A. hardware.

B. software.*

C. human ware.

D. firmware.

The letter should be based on _____

A. I attitude.

B. you attitude.*

C. we attitude.

D. my attitude.

Bio-data is enclosed with the following letter _____

A. sales letter.

B. application letter.*

C. complaint letter.

D. collection letter.

Pictures, slides, films fall under

A. body languages.

B. audio-visual communication.*

C. reporting.

D. visual communication

_____ in communication increases credibility of the sender of message

A. Clarity

B. Correctness

C. Concreteness*

D. Consideration

_____ refers to mental disturbances

A. Coherence

B. Notion

C. Distraction*

D. Psychological noise

Advantage of written communication

A. Save time.

B. Save money.

C. Permanent record.*

D. Neat.

All the following are principles of business letter writing, except:

A. Consideration

B. Correctness

C. Conciseness

D. Concurrency*

Communication is derived from a Latin word "Communis" which means

A. Community

B. Share

C. Common*

D. Marxist

Communication through news papers and television are known as:

A. Group communication

B. Interpersonal communication

C. Mass communication*

D. None of these.

Down ward communication and Upward communication are:

A. Vertical communication*

B. Horizontal communication

C. Diagonal communication

D. None of these

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QUESTION BANK-21-22

Subject: Business Mathematics **Semester: II**

CLASS: FYBAF **Faculty: Pranjalee Kurundkar**

Solve the following

1. A bookseller paid Rs. 765 for a parcel of 50 books on which he had been given a discount of 15%. Find the list price of a book.
2. A merchant pays his agent 8% ordinary commission and 3% del credere. If the agent sells goods worth Rs. 5,300, find the amount which the merchant receives from the agent.
3. Define agent and commision
4. A flat sold through Mr. Patel who charged 1.5% commission for the seller and got 2.5% commission from the buyer. Thus, he earned a total amount of Rs. 15,000. Find the sales price of the flat, the total amounts paid by the buyer and received from the seller.
5. Anurag took a loan of Rs. 60,000 with 10% interest per month, to be repaid in 5 months. Calculate the EMI using reducing balance. Also calculate the interest and the principal repayment components for each EMI.
6. Viren invested Rs. 28,000 in a Mutual fund on 07-04-2008 with NAV of Rs.270.1425. He received a dividend @ Rs. 8 per unit on 18-07-2008. He redeemed all units on 07-11-2008 with total gain of Rs.9,342.58. Find NAV at which he redeemed the units by considering 2.25% entry load and 1% exit load.
7. Find the mean proportional between 6 and 150
8. Shyam and Radha have their salaries in the ratio 8:9. If Radha's salary is Rs. 22,500, what is Shyam's salary?
9. A salesman gets 5% commission on the first 20,000, 8% on the next Rs.20,000 and 12% on the excess. He also receives an incentive at the rate of 3% on total sales, if it exceeds Rs 50,000. Find the total earnings of two salesmen with total sales worth of Rs. 44,000 and Rs. 58,000.
10. An amount of Rs. 35,000 resulted into Rs.52,500 after a certain period, at 10% p.a. rate of simple interest. Find the period.
11. A firm allows 20% discount on list price and 5% discount for cash payment. What is the net price of an article which is marked Rs.240?
12. Bhoomi invested Rs. 45,000 in a Mutual fund on 02-02-08 with a NAV of Rs. 85.92 and received a dividend @8.50 per unit on 04-05-2008. She redeemed all the units on 21-08-08 when NAV was Rs. 107.54. Find her total gain and rate of return after considering 2.25% entry load and 1% exit load.
13. If the sum of three numbers is 249 and the ratio between first and second is 3:4, ratio between second and third is 5: 12, find the numbers.

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14. Pratik owned 300 shares of a company with a face value of Rs. 10 each. Find his annual dividend if the company declares a 12% dividend.
15. Define following terms
    i) Loss ii) Commission iii) broker
    iv) invoice price v) trade discount
16. The time to complete a project varies inversely with the number of students working on it. If 3 students can complete a project in 7 days, find the time taken by 7 students to complete it.
17. There are two numbers with ratio 16:9 and 24 is mean proportional between them. Find the numbers.
18. Rahul purchased 500 shares of Rs.100 of company A at Rs 700. After 2 months, he received a dividend of 25%. After 6 months, he also got 1 bonus share for every 4 shares held. After 8 months , he sold all his shares at Rs 610 each. The brokerage was 2% on both purchases and sales. Find his percentage return on the investment.
19. Pratik owned 300 shares of a company with a face value of Rs. 10 each. Find his annual dividend if the company declares a 12% dividend.
20. Mihir took a loan of Rs. 50,000 from a company for a period of 1 year at 12% p.a Find the EMI, using a reducing balance method . Find the interest component and the principal component for the first five months..

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Objective Questions

1	If a, b, c, d are in proportion, then (a+b)/(a-b) = _____ a. (c-d) / (c+d) **b. (c+d) / (c-d)** c. (c+d) / c d. (c+d) / d
2	**A student is appearing in an examination secures 438 marks out of 600, then the percentage of marks secured by the student is** a. 71 b. 72 **c. 73** d. 74
3	When two given quantities are so related to each other that if one of them is multiplied by any constant, the other is also multiplied by same constant then they are in _____ proportion. **a. Direct proportion** b. Indirect Proportion c. Inverse Proportion d. None of these
4	Mean proportional between 6 and 150 is a. 20 **b. 30** c. 40 d. 50
5	The sub-triplicate ratio of 1:27 is **a. 1:3** b. 1:9 c. 1:81 d. 1:27
6	If a : b = c : d then (a + b) : a = (c + d) : c is a. Invertendo b. Alternendo **c. Componendo** d. Dividendo
7	A positive fraction is converted into percentage by **a. Multiplying it by 100** b. Dividing it by 100 c. Adding it with 100 d. Subtracting it from 100
8	A, B, C, D are four numbers such that A : B = 3 : 4, B : C = 8 : 11, C : D = 33 : 40 then A : B : C : D is a. 3 : 8 : 33 : 40 **b. 18 : 24 : 33 : 40** c. 4 : 11 : 33 : 40 d. None of these

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9	In the ratio x : y , x is called as **a. Antecedent** b. Consequent c. Ratio d. None of these
10	Percentage Profit is equal to **a. (Profit × 100) / CP** b. (Profit × 100) / SP c. Profit / CP d. Profit / SP
11	The cash discount is calculated on a. Net Selling Price b. Cost Price **c. Discounted List Price** d. Selling Price
12	If the net selling price exceeds the cost price then there is **a. Profit** b. Loss c. No profit no loss d. None of these
13	An agent who guarantees the collection of dues from the customer is called a. Factor **b. Del credere** c. Guarantor d. None of these
14	The brokerages from buyer and seller are ____ while calculating total brokerage in a deal of the broker **a. Added** b. Subtracted c. Multiplied d. None of these
15	The commission received by a broker is called a. Rate of discount **b. Brokerage** c. Discounted list price d. None of these
16	Which of the following statement is true **a. The buyer has to pay the seller and the broker both** b. The brokerage for a seller is to be added in the sales value while calculating total amount the seller receives. c. The list price cannot be calculated if only the rates of discounts and the net selling price are given. d. The net percentage profit is calculated on total sales.
17	To express any percentage into fraction, we a. Multiply by 100 **b. Divide by 100** c. Add by 100

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	d. Subtract from 100
18	The situation where cost equals net selling price is called a. Profit b. Loss **c. Break-even point** d. None of these
19	The compound interest for an amount of Rs. P at r % p.a. after 4 years is calculated by the formula a. P ×n ×r b. P(1+r/100)^4 **c. P(1+r/100)^4-P** d. None of these
20	_____is the smallest unit of the capital of a company. a. Face value **b. Share** c. Total dividend d. Brokerage
21	**If (a/4) = (b/5) = (c/7), find the value of (a+b+c)/3c** **a. 16/21** b. 17/21 c. 18/22 d. 17/22
22	**The volume V of a gas , at a constant temperature varies inversely as pressure P. What will be the volume when the pressure is 30 kgs per square meter? (Constant of proportionality k=360)** **a. 12 cubic cm** b. 11 cubic cm c. 10 cubic cm d. 13 cubic cm
23	Which of the following statement is false a. The cash discount is calculated on the discounted list price. b. An agent may charge commission for purchasing a commodity in bulk. **c. The brokerage for a seller is to be added in the sales value while calculating the total amount the seller receives.** d. The break even point occurs when cost equals sales.
24	Which of the following option is false a. EMI consist of two parts- interest part and the principal part **b. The EMI increases if the total payment period is increased** c. The EMI decreases if the total payment period is increased d. The loan, taken from banks or any financial institution is repayed in EMI over the time period of loan.
25	A fee levied on an investor at the time of selling units is called a. Entry load **b. Exit load** c. (a) or (b)

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	d. None of these
26	A, B, C, D are 4 numbers such that A:B=2:5, B:C=15:16 then A:C=___ a. 2:16 b. 5:15 c. 2:15 **d. 3:8**
27	Percentage loss is equal to **a. (Loss × 100) / CP** b. (Loss × 100) / SP c. Loss / CP d. Loss / SP
28	A broker may receive commission from _____ a. Buyer b. Seller **c. Both of the above** d. None of the above
29	Match the following In compound interest maturity amount is

a. Interest compounded yearly	1. A= P1+r2×1002n
b. Interest compounded half-yearly	2. A= P1+r12×10012n
c. Interest compounded quarterly	3. A= P1+r100n
d. Interest compounded monthly	4. A= P1+r4×1004n

a. a-1,b-2,c-3,d-4
b. a-3,b-1,c-4,d-2
c. a-3,b-2,c-1,d-4
d. -3,b-2,c-4,d-1

30	A share of face value Rs.150 has a market price of Rs.10 below par means its market price is------- a. 160 b. 150 **c. 140** d. 130
31	If 14,16,35 and k are in proportion, then the value of k is a. 42 b. 45 **c. 40** d. 46

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Subject teacher

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Name of the Faculty- Mahesh Kandalkar

Class-S.Y.BAF

Subject-Financial Market Operations

Subjective Questions

1) Explain the function of Financial System.
2) Explain Inflation and types of Inflation.
3) Explain in detail the various Constituents of Indian Financial System.
4) Explain classification of Financial Market.
5) Elaborate Money Market and its instruments.
6) Explain Primary Market in brief and its advantages and disadvantages.
7) Explain Financial Instrument and its Characteristics.
8) Explain Derivative and types of derivative contract.
9) Explain Classification of Financial Instrument in details.
10) Explain the Mutual Funds and its Advantages.
11) Explain Credit Card & its process.
12) Explain in detail various constituents of India financial System
13) Explain various functions of financial Intermediaries.
14) Explain in detail various financial services offered in the financial system
15) What is money Markets and Explain the Instruments of money Markets.
16) Explain characteristics of capital market?
17) What are the various types of bonds?
18) Explain the status of debt markets in India?
19) Explain various sources of capital in an organization?



20) Explain characteristics of financial Instruments?

21) Explain how Derivatives are used?

22) Explain forward v/s futures contract

23) What is inflation and its causes?

24) Explain an overview of Indian Financial System with reference to savings and investmentin India.

25) Explain securities market in detail. What are the functions of securities market?

26) Explain meaning of Bond market and explain the structure of Indian Bond Markets indetail.

27) Explain classification of financial instruments in detail

28) What is Derivative market? What are the benefits of derivative markets with reference toIndia?

29) What is financial services? Explain its features and importance

30) Explain in detail about progress and scope of merchant banking in India

Subject teacher



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Question Bank

Class - S.Y.BAF, Subject - Financial Markets Operations, Semester - 3

SR.NO	Questions	Option 1	Option 2	Option 3	Option 4
1	The _____ deals in a new financial claim, therefore it is called new issue market	Money Market	Primary Market	Seconadary Market	Capital Market
2	The BSE sensex consists of a basket of _____ stocks	30	50	100	66
3	_____ is the function of financial system	Nationalization of financial	Establishment of	Intermediaries Control	Saving Function
4	Stock Holding Corporation of India was set up in Year _____	1985	1986	1987	1988
5	The central banking functions in india are performed by the _____	Central bank of India	Reserve Bank of India	State Bank of India	Punjab National Bank
6	_____	IPO	Fresh Issue	Issue	Public Issue
7	SEBI Securities exchange Board of india was established in the year _____	1990	1993	1988	2000
8	In the _____ there are no standardized rules and regulations govering their financial dealing	Fresh Issue	Unorganized Markets	Organised Markets	Secondary Markets
9	A _____ is a promissory note issued by the RBI to meet the short term requirement of funds	Treasury Bills	Commercial Banks	Commercial Paper	RRB's
10	_____ is an unsecured instrument issued in the form of promissory note	Development Banks	Reserve Bank of India	Commercial Banks	Commercial Paper
11	_____ is chairman of central board of directors of RBI	Finance Minister	Governor	President	Prime Minister

12	The central co-operative bank works at the _____ level	Base	First	Co-operative	Apex
13	_____ means a bank included in the second schedule of the Reserve bank of India Act, 1934	Schedule	Non- Schedule	Co - Operative	Commercial
15	_____ serve the rural areas and agricultural sectors with basic banking and adequate financial services	RRB	NABARD	SIDBI	RBI
16	Who controls the money market _____	Reserve Bank of India	State Bank of India	Non Banking Financial	Discount and Financial
17	A markets for borrowing and leading of funds for a very short period is _____	Cash Loan	Call Loan	Certificate of Deposits	Debenture
18	_____ is an amount borrowed or lent on demand for a very short period	Call Money	Commercial Papers	Certificate of Deposits	Treasury Bill
19	_____ market deals with short term lending and borrowing	Capital Markets	Money Markets	Treasury Bill	Commercial Paper
20	_____ are transactions or short term loans in which two parties agree to sell and repurchase the same security	Commercial papers	Call Money	Reverse REPO	REPO
21	SBTS stands for_____	Screen Based Training System	Traditional System	Based Trading	Technology System
22	The external factor that affects the industry as a whole is termed as _____ risk in capital market analysis	Systematic	Finance	Marketing	Human Resource
23	The _____ securities market is termed as the market for equities and debenture of companies of the corporate sector	Mutual Funds	Equity	Industrial	Preference
24	_____ are instruments issued by companies to raise capital and it represents the title to the ownership of a company	Preference Share	Equity Share	Corporate Debt	Bonds
25	_____ are debt instruments that are issued by companies or government to raise funds for financing their capital requirements	Mutual Funds	Preference Share	Bonds	Equity Share
26	_____ is the oldest stock exchange in india	Bombay Stock Exchange	National Stock Exchange	S & P CNX Nifty	OTCEI
27	The NSE is value weigthed index composed of _____ stocks	30	20	50	60
28	_____ of securites refer to the sanction of the right to trade the securities on the stock exchange	Listing	Delisting	Trading	Fundamental Ananlysis

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29	_____ analysis is the study of economic, industry, and company condition in an effort to regulate the value of a company's stock	Technical	Fundamental	Open	Line
30	Over the Counter Exchange of India was incorporated in _____	1995	1985	1980	1990
31	_____ are additional shares given to the current shareholders without any additional cost	Rigth issue	ESOP	Preference Shares	Bonus Share
32	ESOP stands for _____	Employee Stock Ownership Plan	Equity Stock Ownership	Earning Stock	Employer Stock
33	Book buliding is a method of determination of _____ for issue of new securities	Time	Weight	Quality	Price
34	_____ is the issue of securities of a company direct to one investor or small group of investors	Private Placement	IPO	Secondary Market	Primary Market
35	The clearing corporation of india limited (CCIL) was set up in _____	1995	2001	2005	2010
36	The _____ committee recommended that the government must borrow at market related rates	Narasimham	CV Raman	Chakraborthy	Nehru
37	_____ evaluates the financial condition and credit worthiness of the issuer of debt in india	CRISIL	Moody's	SEBI	RBI
38	_____ comprises of investor like banks RBI, insurance, Mutual funds and financial institutions	Wholesale Debt Market	Retails Debt Market	Foreign Exchange	Money Market
39	_____ are money market instruments, i.e short term debt instruments issued by the government of india, and are issued in three tenures 91 days,	Debt	Money Bill	Treasury Bills	Capital Market
40	_____ bonds are securities that do not have a fixed coupon rate	Fixed Rate	Floating Rate	Zero Coupon	Capital Indexed
41	sell commodities	Derivatives	Commodity	Forex	stock Market
42	_____ is a person buys or sells the commodity by just predicting the market movement in future	Hedgers	Arbitragers	Speculators	Broker
43	_____ demands the simultaneous sale and purchase of the same commodities in different markets	Speculators	Hedger	Arbitrage	Broker
44	_____ is a professionally managed online multi commodity exchange promoted by large national level institutions, large public sector bank and	ICEX	MCX	NMCE	NCDEX
45	_____ are trader with genuine exposure to the underlying commodities	Speculators	Hedgers	Arbitragers	Stock Broker
46	_____	1975	1775	1875	1885
47	asset	Commodity	Exchange	Derivative	Security
48	Diversification can reduce _____	Risk	Uncertainity	Probability	Loss

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49	An _____ contract is an agreement between two parties to buy or to sell an asset (a stock) at a fixed price and at a fixed date in the future	Derivatives	Future	Forward	Option
50	_____ was the first exchange to take up the issue of differential treatment of speculative loss	NCDEX	NMCE	ICEX	MCX
51	RBI was nationalized in _____	1950	1951	1949	1955
52	_____ has been set up in july 1988 as an apex institution to mobilse resources for the housing sector and to promote housing finance	Reserve Bank of India	Export- Import Bank of India	Industrial Investment	National Housing Bank
53	price by paying cash	Underwriter	Banker	Factoring	Forfeiting
54	_____ is a system where there is exchange of funds or transfer of money from the area of surplus to the area of deficit	Financial System	Primary Markets	Commonly Markets	Derivatives Markets
55	Industrial Finance Corporation of India was in the Year _____	1947	1948	1949	1950
56	_____	Banks	Banks	Banks	RRB's
57	Primary market is also known as _____ market	Markets	Stock Markets	Markets	New issue
58	requirement of cash	Short Money	Call Money	Put Money	Instruments
59	_____ is the nodal agency to regulate the capital market and other related issues in india	RBI	RRB's	SEBI	Promotional Activties
60	Reseve Bank of India has been given the statutory function of _____ on a monopoly basis	Note Issue	Treasury Bills	Promotional Activities	RRB's
61	_____ funds have fixed date of redemption	funds	funded	funds	Capital
62	but operating in india	Private Banks	Public Bank	Bank	Bank
63	The _____are been set up to supplement the efforts of cooperative and commercial banks to provide credit to rural sector	Schedule Bank	Non Schedule Bank	Regional Rural Banks	Foreign Bank
64	_____ is a process by which a firm can obtain the use of a certain fixed assets for which it must pay a series of contractual, periodic, tax	Leasing	Hire Purchase	Venturing Capital	Depository
65	A _____ is an institution which accept deposits from the public and in turn advances loans by creating credit	SEBI	Bank	Government of India	RBI
66	_____	T - Bills	CD's	Repo	CP's
67	Which of the following is an example of a non banking financial institution _____	Commercial Bank	Reserve Bank of India	Co-operative Banks	Life Insurance Corporation of
68	Which of the following is not a money market instrument_____	Paper	Treasury Bills	Debenture	Bill
69	Financial instruments are useful for _____	Creating benefits for	Providing credit creation	Mobilisation of savings	For creating direct
70	value	Share	Treasury Bills	Paper	Deposits
71	_____ market simply refer to a market for long term funds	Money	Capital	Debenture	Stock

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72	The _____ market is the market for the government and semi government securities, which carry fixed interest rates and backed by RBI	Primary	Secondary	Industrial Securities	Gilt - Edged
73	The entire pre - issue share capital, other than locked in as promoter's contribution, shall be locked in for a period of _____	One Year	Two Year	Three Year	Four Year
74	_____ are instruments issued by government of india to raise money	Bonds	Mutual Funds	Securities	Gilt - Edged
75	The capital market act as a _____ between savers and investors	Chain	Link	Block	Diversified
76	names	Jobbers	Brokers	Sub Brokers	Arbitrageurs
77	Bombay Stock Exchange was established in which year _____	1990	1875	1995	1890
78	basis	T + 1 day	T + 3 day	T + 2 day	T + 4 day
79	_____ analysis is the process of examining a security's historical prices in an effort to determine probable future prices	Technical	Fundamental	Economic	Industry
80	A company's _____ ratio is a liquidity ratio calculated by dividing current assets by current liabiliites	Net Profit	Inventory	Debt	Current
81	_____ is a prospectus which does not have facts of either price or number of shares beings, offered or the amount of issue	Prospectus	Red Herring Prospectus	Book Buliding	Draft
82	_____ are intermediaries who undertake all activities connected with new issue management	Stock Broker	Sub - Broker	Registrars	Jobbers
83	_____refers to the work of investigation, analysis and processing of new projected proposals	Delisting	Initial Public Offer	Fellow on public	Origination
84	According to Section 26 of the companies Act, 2013, _____ prospectus means a memorandum containing the silent features of fee	Red Herring	Shelf	Abridged	Deemed
85	When an issue of securities is made by an issuer to its shareholders prevailing as on particular date fixed by the issuer it is called a _____	Rights issue	Private Placement	Tender Method	Bonus Shares
86	Yield to maturity _____	Is current price of a bond	Is coupon payment of a	Is related to price of a	Is historical Price of a
87	promissory note	Bank	Treasury Bills	Paper	Management
88	_____ markets supply long term funds for the growth of the infrastructure or other sectors to fulfil long term investment needs	Equity	Debt	Internationa l	Financial
89	_____ are the most dominant category of debt markets and from a major part of the market in terms of outstanding issues, market capitalization,	Debt	Capital Market	Treasury Bill	Governemnt Securities
90	_____ are long term securities that carry a fixed or floating coupon, which is paid on the face value, payable at fixed times periods	Dated Government	State Development	Cash Managemen	Zero Coupon Bonds
91	There are _____ types of participants in a commodity market	Two	Three	Four	Five

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92	_____ has been given with higher aurthority to control FMC as well as exchanges	State Government	Central Government	Central and state	Foreign Goverment
93	churning of funds	Speculators	Investors	Hedgers	Stock Broker
94	_____ is the first listed exchange of india	ICEX	NCDEX	NMCE	MCX
95	An _____ swap can be used to transform a floating rate loan into a fixed rate loan or vice versa	Interest Rate	Swaption	Warrants	Baskets
96	_____ options provide the buyer the right to sell the underlying assets	Debenture	Equity	Call	Put
97	A _____ contract is an agreement to buy or sell an asset on a specifies date for a definite price	Future	Swaps	Forward	Option
98	A _____ option gives the option holder the right but not the obligation to buy an underlying asset	Put	Call	Swap	Warrants
99	_____ contract involves two parties thus there is exposure of counter party risk wherein one party can defraud the other	Tarding	Bilateral	Counter Party Risk	Standardised
100	A _____ contract is an agreement among two parties to buy or sell an asset at a certain time in the future at certain price	Bilateral	Forward	Future	Swaps

Faculty

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SYBAF SEM-IV
FC- Introduction To Management
Objective Questions

1. Management is_____ getting things done from people.
   a. tactic
   b. attitude
   c. art
   d. struggle
2. Co-ordination is the essence of management because_____
   a. it creates harmony between various departments
   b. it gives one clear direction to whole business unit
   c. both(a) and (b)
   d. neither (a) or (b)
3. Management is referred to as dynamic because_____
   a. it remains static
   b. it changes with situation
   c. it cannot adjust to challenges
   d. it is not influenced by the external environment
4. Management is_____
   a. tangible
   b. intangible
   c. unorganized
   d. visible
5. Management is pervasive since because it is_____
   a. applicable to all organizations
   b. applicable to business organizations only
   c. applicable to non business organizations only
   d. pertaining to profits only.

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6. Management is an_____ process
   a. individual
   b. integrated
   c. inspirational
   d. isolated.
7. Management process is considered as iterative because_____
   a. all managerial functions are separate from each other
   b. all functions must follow an order
   c. it involves only one managerial function at a time
   d. all functions can be a sub-function of each other.
8. Planning is done in order to_____
   a. To decide what has to be done
   b. To decide who and how it is to be done
   c. both (a) and (b)
   d. None of these
9. _____reduces risk of uncertainty.
   a. Organizing
   b. Directing
   c. Planning
   d. Controlling
10. _____refer to assumptions about the future.
    a. Forecast
    b. Intuition
    c. Objectives
    d. Planning Premises
11. _____provides a sense of direction to organizations.
    a. Organizing
    b. Directing
    c. Planning
    d. Controlling

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12. _____is not a limitation of planning.
    a. Time consuming
    b. Lack of accuracy
    c. Rigidity
    d. right direction

13. A manager may take hundreds of decisions consciously and _____
    a. intentionally
    b. illogically
    c. irrationally
    d. subconsciously

14. _____is not an advantage of decision making.
    a. Inefficiency
    b. Innovation
    c. Business Growth
    d. Achievement of Objectives

15. _____refers to careful study of a problem,
    a. Defining a problem
    b. Diagnosing a problem
    c. Solving a problem
    d. Avoiding a problem

16. _____is undertaken to see whether a decision is properly implemented or not.
    a. Exam
    b. Test
    c. **Follow** up
    d. Experiment

17. _____is not a demerit of Formal Organization.
    a. Systematic Working
    b. Delay in Action
    c. Emphasis on Work Only
    d. Limited Flexibility

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18. _____is an advantage of Informal Organization.
    a. Spreads Rumors
    b. Power politics
    c. Resistance to change
    d. Fast Communication
19. _____is not a factor affecting span of Control.
    a. Degree of Decentralization
    b. Job satisfaction
    c. Capacity of superior
    d. Time available to superviso
20. The Staffing function is related to_____
    a. manpower
    b. production
    c. finance
    d. marketing
21. _____implies upgrading of an employee to a higher post involving increase in rank, prestige or status and responsibilities.
    a. Transfer
    b. Training
    c. Appraisal
    d. Promotion
22. _____is the process of choosing the right person for the right job.
    a. Selection
    b. Placement
    c. Recruitment
    d. Manpower planning
23. _____is a systematic description of employees' job relevant strengths and weaknesses.
    a. Training
    b. Development
    c. Performance Appraisal
    d. Placement

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24. _____ is a source of external recruitment.
    a. Transfers
    b. Campus interviews
    c. Promotion
    d. Employee referrals
25. In the _____ type of employment test, the applicant is asked to demonstrate his ability to do the job.
    a. Intelligence
    b. Performance
    c. Knowledge
    d. Aptitude
26. _____ is not an element of Directing
    a. Supervision
    b. Leadership
    c. Motivation
    d. Cooperation
27. _____laid out four principles of effective co-ordination
    a. Mary Parker Follett
    b. Theo Haimann
    c. George Terry
    d. Henri Fayol
28. _____principle in Co-ordination, states that all factors in a given
    a. Continuity
    b. Reciprocity
    c. Early beginning
    d. Specialization
29. _____leadership style is also known as delegator leadership.
    a. Participative
    b. Paternalistic
    c. Laissez faire
    d. Situational

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30. _____leadership refers to the leader or manager of an organization must adjust his style to fit the development level of the followers he is trying to influence.
    a. **Situational**
    b. Flexible
    c. Sociocratic
    d. Autocratic
31. _____the process of ensuring the actual activities are conned to the planned activity.
    a. Planning
    b. Coordinating
    c. Organizing
    d. **Controlling**

State whether following statement is True or False:

32. Management is the art of getting things done from subordinates. **True**
33. Management is applicable only in business organizations. **False**
34. Management is not a profession. **False**
35. Management is a continuous process. **True**
36. Management depends on group efforts. True
37. Management is not a social process. **False**
38. Management is not universal in nature. **False**
39. Management is separate from ownership. **True**
40. Optimum utilization of resources is one of the benefits of Management **True**
41. The term 'POSDCORB' was coined by Henri Fayol. **False**
42. Planning bridges the gap between where we are and where we want to go. **True**
43. Planning is concerned only with selection of objectives to be achieved. **False**
44. Planning is a pervasive function **True**
45. Planning is a static process because there is no scope for change once plan is made. **False**
46. The first step of Planning Process is Evaluation of alternatives. **False**
47. Planning is a future oriented activity. **True**
48. Decision-making is the selection based on some criteria from two or more. **True**
49. Identification of a problem is the last step in the process of decision making. **False**
50. In Screening of alternatives, the ideas which seem suitable are eliminated. **False**
51. Follow up is the last step in the decision making process. **True**

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52. Programmed decisions are not repetitively taken by top executives. **False**
53. Policy decisions are taken by top level management to change the rules, procedures, organizational structure. **True**
54. Operational decisions are taken by low level management and have a long term effect. **False**
55. A manager's major job is irrational decision-making. **False**
56. When an alternative is selected, it should be communicated to the Employees **True**
57. The span of control can be increased whenever the work is routine in nature. **True**
58. In functional departmentalization, departments are segregated i.e. separated from each other based on type of product produced by company. **False**
59. Delegation is a process wherein the manager assigns responsibility to the subordinate but not the authority to accomplish the task. **False**
60. Under decentralization, the important and key decisions are taken by top management and the other levels are into implementations directions of top level. **False**
61. Staffing involves only recruitment of employees. **False**
62. Placement refers to fitting the right person at the right place of work. True
63. Usually transfer takes place between jobs paying approximately the same salaries. **True**
64. Selection does not include rejecting unfit candidates. **False**
65. Recruitment is defined as the process through which potential job applicants are attracted from available labor force. **True**
66. Promotion is an external source of recruitment. **False**
67. Exit interview is conducted to ensure that the employee leaves the company. **False**
68. Selection takes place after Recruitment. **True**
69. Direction is only concerned with telling people what to do. **False**
70. Supervision is not an element of Directing. **False**
71. Co-ordination is an act to harmonize all the activities of a concern so as facilitate its working and its success. **True**
72. Coordination is similar to Co-operation. **False**
73. Leadership is an attempt to force people to work as per the leader's demands. **False**
74. Optimism in a leader enables him/her to think negatively. **False**
75. An autocratic leader considers the opinions of his employees in decision making. **False**
76. Bureaucratic leaders rely strictly on rules and regulations. **True**
77. In a consultative leadership style, the superior does not take the responsibility of the decision. **False**

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78. Participative leadership is a managerial style where employers invite employees to take a part in organizational decision-making. **True**
79. In Laissez-faire leadership style, leaders constantly supervise the work of the employees. **False**
80. In Paternalistic style, the Leader is more of a fatherly figure rather than a Boss. **True**

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SYBAF SEM-IV
FC- Introduction To Management
Subjective Questions

Answer in brief:

1. What are the characteristics of Management?
2. What is Management Process? State its features.
3. Explain the significance of Management.
4. What, according to you, will be the future of Management?
5. Explain Nature of Planning.
6. What is the significance of Planning?
7. Enumerate the steps in the Planning Process.
8. State the limitations of Planning.
9. What is decision making and what are its benefits?
10. Explain the steps in decision making process.
11. Enumerate the different types of decisions.
12. Explain the characteristics of Organizing.
13. Elaborate on the significance of Organizing.
14. Describe the process of Organizing.
15. What are the principles of Organizing?
16. What are the features of a Formal Organization?
17. Explain the merits and demerits of a formal organization.
18. What is an Informal Organization? What are its characteristics?
19. State the Pros and Cons of Informal Organizations.
20. Distinguish between Centralization and Decentralization.
21. Define Departmentation and state its types.
22. Define Delegation and explain the process of delegation of authority.
23. List out the barriers to Delegation.
24. Elaborate on the Principles of Effective Delegation.
25. Define Staffing and State its characteristics.
26. What are the benefits of Staffing?
27. Explain the process of Staffing.
28. Explain the various sources of Recruitment.
29. Distinguish between Recruitment and Selection.
30. Enumerate the different Employment Tests
31. Elaborate on the variety of Interviews.

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32. What is the flow of the Selection Process?
33. Explain the characters of Directing.
34. Enumerate the significance of Directing
35. Explain the elements of Directing.
36. Enlist the Principles of Directing.
37. What are the characteristics of the Co-ordinating function?
38. Explain the importance of Co-ordination.
39. Enlist the Principles of Co-ordination.
40. State the significance of Motivation for an organization.
41. Explain the steps in the Control Process.



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FYBAF SEM-I
Business Environment
Objective Questions

Select the correct answer from the options given below.

1. Business means state of being _____.
   a. Lazy
   b. Alert
   c. Busy
2. Business objectives are_____.
   a. Mutually Supportive
   b. Conflicting with each other
   c. Opposite to each other
3. Objectives offer_____ justification for the existence of a company
   a. Financial
   b. Economic
   c. Social
4. To earn profit is one_____ objective of business.
   a. Economic
   b. Organic
   c. Financial
5. The economic objective is____.
   a. Reasonable profit making
   b. Raising social welfare
   c. Business expansion
6. Three fold objectives of business are ____growth and innovation
   a. Profit
   b. Survival
   c. Selling
7. Basic objectives of business is____
   a. Profit maximisation
   b. Buying and selling
   c. Profiteering
8. Business environment is____
   a. Dynamic
   b. Static
   c. Simple to understand
9. Business helps in____ of employment opportunities

a. Creation
b. Bridging
c. Objecting

10. Business objectives are concrete and____
a. General
b. Specific
c. Lengthy

11. Business objectives provide for ____performance appraisal
a. Guidelines
b. Policies
c. Standards

12. Business environment is____
a. One-dimensional
b. Multifaceted
c. One shaped

13. Business and policies are___
a. Separable
b. Inseparable
c. Interlinked

14. People makeup_____.
a. Production
b. Markets
c. Marketing

15. Natural environment creates new problems and_____
a. Blessing
b. Opportunities
c. Solutions

16. _____in a factor affecting environmental analysis
a. Political stability
b. Festival
c. Selling

17. PESTLE analysis studied environmental _____on the business
a. Criteria
b. issue
c. influence

18. Impact of economic environment on business is_____.
a. nil
b. limited
c. considerable

19. Scanning of prevailing environment is necessary for_____



a. profit making
b. information purpose
c. adjusting business policies

20. SWOT analysis is used at_____ intervals.
a. regular
b. irregular
c. frequent

21. PESTLE analysis identifies_____ factors.
a. internal
b. external
c. administrative

22. The purpose of monitoring is to_____data.
a. forecast
b. assemble
c. record

23. PESTLE analysis and SWOT analysis can work_____.
a. jointly
b. together
c. hidden

24. PESTLE analysis is created by_____.
a. Peter Drucker
b. Lawrence Harvey
c. Francis Aguilar

25. External environment offers opportunities and_____
a. Strengths
b. weaknesses
c. threats

26. Environmental analysis is synonymous with environmental_____.
a. review
b. feedback
c. scanning

27. Environmental analysis is an_____ process.
a. analytical
b. exploratory
c. assessment

28. _____stability ensures sound environmental analysis.
a. Economic
b. Social
c. Political

29. _____is a technique of environmental analysis.
a. Appraisal

b. Evaluation
c. Monitoring

30. Environmental analysis does not_____ future uncertainty.
a. Mention
b. Eliminate
c. Indicate

31. _____covers functional areas of management.
a. Strategy
b. Plan
c. Policy

32. PESTLE analysis suffers from_____
a. over-simplification
b. over-estimation
c. over-spending

33. SWOT analysis conducts_____ analysis to equip the company.
a. Operational
b. Gap
c. assessment

34. _____is a negative factor to analyse.
a. Union militancy
b. Low productivity
c. Political instability

35. Ethics is a _____ science.
a. Physical
b. abstract
c. moral

36. Only _____ethical standard exists in the society.
a. one
b. two
c. three

37. _____refers to a code of conduct to be followed by business.
a. Culture
b. Business Ethics
c. Issue

38. Corporate culture exert powerful influence on_____.
a. Society
b. managers
c. competitors

39. Corporate culture is_____.
a. Separate
b. joint

c. collective

40. Good ethics is_____ for business.
    a. good
    b. better
    c. best

41. Ethics_____ profit making.
    a. favours
    b. criticizes
    c. condemns

42. Ethical principles need to_____ .
    a. announce
    b. compromise
    c. reject

43. Members of the organisation_____corporate culture.
    a. enjoy
    b. disfavour
    c. share

44. Study of ethics is a part of _____.
    a. social science
    b. history
    c. economics

45. Ethics deal with _____in the business.
    a. punishment
    b. morality
    c. conviction

46. If it is_____ it is ethical too.
    a. demographic
    b. physical
    c. legal

47. Consumers oppose unethical business practices_____ and Collectively
    a. Individually
    b. Jointly
    c. separately

48. Ethical dilemma brings about_____conflict.
    a. Regular
    b. Regulatory
    c. mental

49. _____will guide a consumer to make ethical decision.
    a. Impulse
    b. Institution
    c. Incapacity

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50. Corporate culture_____ over a period of time.
    - **a. develops**
    - b. shows
    - c. presents

51. Corporate culture is_____.
    - a. Opposed
    - b. Favoured
    - **c. Symbolic**

52. Corporate culture earns_____reorganization.
    - a. Financial
    - b. Economic
    - **c. Social**

53. Ethical_____ covers internal environment of the organisation
    - a. practice
    - b. response
    - **c. climate**

54. Entrepreneurship is a _____.
    - **a. practice**
    - b. theory
    - c. science

55. Business in India was _____
    - a. product-based
    - **b. community based**
    - c. money based

56. No business is established unless _____ analysed
    - **a. capital**
    - b. machine
    - c. market

57. India practices_____economy.
    - a. protection
    - b. socialist
    - **c. free market**

58. _____is shifting from one setting to another
    - **a. social mobility**
    - b. transportation
    - c. social networking

59. _____is stubborn and follows a fixed procedure
    - a. Retreatist
    - **b. Ritualist**
    - c. Reformist

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60. Recession is an economic _____
    a. prosperity
    b. growth
    c. slowdown
61. Opportunity conditions relate to_____ of funds.
    a. lack
    b. adequacy
    c. overflow
62. In manufacturing sector, micro enterprise has investment upto_____
    a. Rs. 10 lakh
    b. Rs. 20 lakh
    c. Rs. 25 lakh
63. Entrepreneur has desire to be his own_____
    a. servant
    b. master
    c. owner
64. Entrepreneur is the person who undertakes the_____ of new enterprise.
    a. risk
    b. profit
    c. none
65. National Consumer Redressal Commission is headed by a_____judge.
    a. sitting
    b. new
    c. retired
66. _____profession is covered by Consumer Protection Act, 1986,
    a. Medical
    b. Civil activist
    c. Dancing
67. Strong consumer movement is_____ in India,
    a. present
    b. absent
    c. not necessary
    d. not useful
68. To honour rights of consumers is the responsibility of business towards_____
    a. government
    b. consumers
    c. shareholders
    d. employee
69. Consumer Rights day is celebrated on _____of every year,
    a. February 15
    b. March 15

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c. April 15

70. Consumerism flourishes in_____ economy.
    a. democratic
    b. capitalist
    c. free market

71. Consumerism_____ against consumer exploitation,
    a. speaks
    b. fights
    c. writes

72. Indian consumers suffer from_____ gap.
    a. financial
    b. educational
    c. **information.**

73. Consumer guidance need_____ support.
    a. police
    b. social
    c. media

74. The motto of CGSI is _____at fair price,
    a. service
    b. guidance
    c. quality

75. _____ is a member of International Organisation of Consumer Union.
    a. CGSI
    b. MGP
    c. CERC

76. Consumer Protection Act 1986 covers deficiency in_____ service
    a. entertainment
    b. medical
    c. maintenance

77. Consumers can submit complaints in_____ language
    a. English
    b. Hindi
    c. Any

78. Corporate social responsibility is a_____ aspect of business management
    a. conservative
    b. dynamic
    c. out-dated
    d. old

79. Attention to corporate social responsibility_____ financial performance of a company.
    a. improves

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b. reduces
c. creates
d. negative

80. Corporate social responsibility creates_____ public image
a. unfavourable
b. favourable
c. negative
d. adverse

81. Audit committee meetings should be_____
a. as per need
b. at regular intervals
c. once in a year
d. at any time

82. There is_____ about corporate governance in corporate sector.
a. growing awareness
b. growing anger
c. growing opposition
d. growing ignorance

83. Progressive companies_____ CSR as their business philosophy
a. need not adopt
b. should adopt
c. should avoid using
d. should oppose

84. Business_____ accept certain obligations towards different social groups
a. need not
b. must
c. can refuse to
d. can forget to

85. Business has to earn _____profit for survival and growth
a. reasonable
b. huge profit
c. minimum
d. abnormal

86. Consumer rights are _____to business enterprises
a. not important
b. important
c. unimportant
d. irrelevant

87. To pay taxes honestly and regularly is the responsibility towards_____
a. consumers
b. government

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c. itself
d. dealers

88. Business has to make the business _____of the nation.
a. an asset
b. a liability
c. as a burden
d. a profit-making agency

89. Social responsibility concept is_____.
a. universally accepted
b. accepted in India only
c. not accepted in India
d. anti-social

90. Expectations of social groups from businessmen are_____
a. decreasing
b. increasing
c. stable
d. limited

91. Social responsibility constitutes _____on business
a. social obligation
b. social liability
c. unnecessary burden

92. Social audit is _____balance sheet of a company
a. social
b. legal
c. financial
d. marketing

93. Social audit is_____in India.
a. voluntary
b. binding
c. optional
d. compulsory

94. Social audit reporting should be made _____in India
a. compulsory
b. voluntary
c. legally Binding
d. optional

95. _____audit is a systematic checking of books of accounts of the company
a. Marketing

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b. Social
c. Commercial
d. Personnel

96. _____audit determines social performance of an organisation.
a. Social
b. Commercial
c. Personal

97. Coca-Cola is an example of _____company
a. Large
b. multinational
c. TNC
d. none of above

98. MNCs are _____to developing countries
a. helpful
b. harmful
c. helpful and harmful
d. none of these

99. MNCs facilitate _____in developing countries
a. FDI
b. Loans
c. Bank finance

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- **State whether following statements is True or False.**

1. Business activities are less risky but certain **False**
2. Objectives should be defined in quantitative terms **True**
3. Business firms without objective is journey without destination **True**
4. Business objectives need not to be multiple **False**
5. Profit and profiteering are identical terms **False**
6. Objectives provide the basis for strategic decision making **True**
7. Business and objectives are interdependent **True**
8. The primary objective of any business is to earn profit **True**
9. Business and objectives are depend at on each other **True**
10. Business objectives are mutually supporting **True**
11. To earn profit is one of the social objective of business **False**
12. Impact of economic environment on business is limited **False**
13. Socio cultural factors change gradually **True**
14. Well defined objective gives clear direction to the activities of company **True**
15. Business has limited capacity to influence environment **True**
16. No skilled personnel are needed to conduct environmental analysis. **False**
17. PESTLE analysis exerts internal environmental factors on the business. **False**
18. Political uncertainty and economic prosperity go together. **False**
19. Business and its environment are not interdependent. **False**
20. Environmental analysis develops linkage between organisation and its environment. **True**
21. Environmental scanning comprises information processing. **True**
22. SWOT analysis is useful to match organisation's resources with the environment. **True**
23. Ethics distinguishes between bad and worst. **False**
24. Ethics needs willing acceptance. **True**
25. Ethical climate is unspoken understanding. **True**
26. Corporate culture is static. **False**
27. Internal politics weakness corporate culture. **True**
28. Ethical dilemma is a simple situation. **False**
29. In ethical dilemma there is a choice to be made. **True**
30. Unethical business practices are acceptable in the society. **False**
31. Intuition solves ethical dilemma. **True**
32. The maximum compensation sought is up-to Rs. 5 lakh on filling a complaint before the district forum. **True**
33. Consumer rights are essentially for agitation. **False**
34. Right to health and safety are violated by the manufacturers. **True**
35. Consumer movement motivates consumers to fight for their rights. **True**
36. Consumerism is a socio-political movement. **False**

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37. Consumer movement is an evolutionary concept. **True**
38. Anti-consumer activities go unpunished. **False**
39. Consumer courts award delayed justice. **True**
40. CSR makes business accountable for its actions.
41. Philanthropy is not within the scope corporate social responsibility
42. Corporate governance is against profit making in business.
43. Corporate governance is beyond the realm of law.
44. Corporate governance leads to fair and ethical business.
45. Clause 49 of the listing agreement was introduced by SEBI.

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Department of Accounting and Finance

Class: TY B.Com (Accounting and Finance)

Subject : Security Analysis and Portfolio Management **Semester : VI**

Name of Teacher: Ranjana Mhalgi

Theory Question Bank

Unit 1

1) Explain the investment process in detail
2) What are the factors affecting the investment process
3) What are the various investment avenues to park surplus funds
4) Elaborate the various participants in the capital market
5) What is the role of investment banker
6) What are the different market indices and their role
7) What are the benefits of Depositary settlement
8) What are the advantages of online trading
9) Explain Investment Process
10) Investment vs Speculation vs Gambling
11) Explain Any 5 Investment Avenues.

Unit 2

1) What are the different types of risk
2) Numerically on Risk, SD, Variance, Co-efficient of variation, weighted returns, Beta

Unit 3

1) Explain the portfolio management process
2) What are the objectives of portfolio management
3) What are the approaches and principles for portfolio construction
4) What is fundamental and technical analysis (Fundamental vs technical)
5) What are the different types of charts and uses of them
6) Use of moving averages and oscillators
7) Numerical on ratios

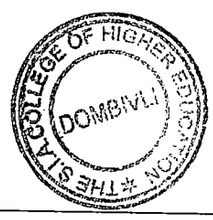
Unit 4

1) Elaborate some theories on portfolio constructions
2) What is Security market line and what are the assumptions of the CAPM model
3) Numericals on CAPM and portfolio evaluation

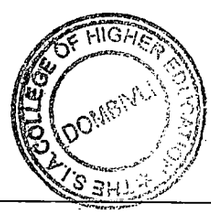
MCQS Question Bank

Subject : Security Analysis and Portfolio Management

1. _____ is the employment of funds with the aim of getting return on it.
   a. Investment
   b. Risk
   c. Gambling
   d. All of the above
2. _____ is a reward for waiting for money.
   a. Investment
   b. Risk
   c. Gambling
   d. All of the above
3. _____refers to the loss of principal amount of an investment.
   a. Debt
   b. Risk
   c. Gambling
   d. Speculation
4. _____ refers to the expected rate of return from an investment.
   a. Investment
   b. Risk
   c. Return
   d. All of the above
5. _____refers to the protection of investor principal amount and expected rate of return.
   a. Investment
   b. Risk
   c. Safety
   d. All of the above
6. _____refers to an investment ready to convert into cash.
   a. Speculation
   b. Risk
   c. Liquidity
   d. All of the above
7. _____refers to buying and selling of securities in market.
   a. Liquidity
   b. Marketability
   c. Investment
   d. Speculation
8. _____refers to appreciation of investment.
   a. Liquidity
   b. Risk
   c. Capital growth
   d. All of the above
9. _____investment represent ownership in a running company.
   a. Debt



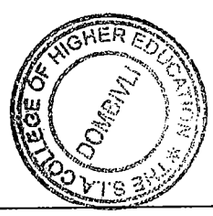
9. _____investment represent ownership in a running company.
   a. Debt
   b. **Equity**
   c. Preference share
   d. All of the above
10. _____ are long term investment options with a fixed stream of cash flows depending on the quoted rate of interest .
   a. **Debentures**
   b. Equity
   c. Preference share
   d. All of the above
11. A _____ is a professionally managed investment scheme usually run by an asset management company that brings together a group of people and invest their money in stocks, bonds and other securities.
   a. **Mutual fund**
   b. Debt
   c. Equity
   d. All of the above
12. The _____ is a saving cum tax saving instrument in India introduced by the national saving institute of the ministry of finance in 1968.
   a. Mutual fund
   b. Bond
   c. NSC
   d. **Public provident fund**
13. _____ are the shares which are preferred over common or equity share in payment of surplus or dividend .
   a. Right shares
   b. Equity shares
   c. **Preference shares**
   d. All of the above
14. The _____ Account is the deposit scheme offered by the department of post on which fixed interest is paid.
   a. **Post office savings**
   b. Fixed deposit
   c. Current
   d. Savings
15. _____ refers to the unsecured deposits invited by companies from the public mainly to finance working capital needs.
   a. **Public deposit**
   b. Fixed deposit
   c. Current deposit
   d. Corporate deposit
16. A _____ is a interest bearing deposit bank product offered to corporate banking customers by banks and accredited financial institutions .
   a. **Public deposit**
   b. Fixed deposit
   c. Current deposit
   d. Corporate deposit
17. A _____ is an insurance plan where the premium paid is invested in equity, debt, or money market instrument.
   a. **ULIP** LIC Mutual funds All of the above



18. Section ____ is the most widely used section for claiming income tax deductions .
    a. **80C**
    b. **70C**
    c. **60C**
    d. All of the above
19. The maximum deduction which can be claimed under sec80C is Rs _____
    a. 100000
    b. **150000**
    c. 125000
    d. 75000
20. _____ investor is conservative .
    a. **Type A**
    b. Type B
    c. **Type D**
    d. All of the above
21. _____ investor is moderately conservative .
    a. Type A
    b. **Type B**
    c. Type D
    d. All of the above
22. _____ is an activity quite contrary to its literal meaning in which a person assumes high risk, often without regard for the safety of his invested principal to achieve large capital gains.
    a. Investment
    b. **Speculation**
    c. Gambling
    d. All of the above
23. _____ is the wagering of money or something of value on an event with an uncertain outcome with the primary intent of winning money or material goods.
    a. Investment
    b. Speculation
    c. **Gambling**
    d. All of the above
24. _____ is one attractive tax sheltered investment scheme for middle class and salaried persons.
    a. Mutual fund
    b. Bond
    c. NSC
    d. **Public provident fund**
25. A _____ is a type of debt instrument that is not secured by physical assets or collateral .
    a. Debenture
    b. Equity
    c. Preference share
    d. All of the above
26. _____ is an Indian government saving bond primarily used for small savings and income tax saving investments in India.
    a. **Mutual fund**
    b. **Bond**
    c. **NSC**
    d. **Public provident fund**
27. This type of risk is avoidable through proper diversification .
    a. Portfolio risk
    b. Systematic risk
    c. **Unsystematic risk**
    d.total risk

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28. A statistical measure of the degree to which two variable move together.
    a. Coefficient of variation
    b. Variance
    c. Covariance
    d. Certainly equivalent
29. An aggressive common stock would have a beta .
    a. Equal to zero
    b. Greater than one
    c. Equal to one
    d. Less than one
30. A line that describe the relationship between an individual security return and returns on the market portfolio.
    a. Characteristic line
    b. Security market line
    c. Capital market line
    d. Beta
31. According to the CAPM a security is expected return is equal to the risk free rate plus a premium.
    a. Equal to security beta
    b. Based on the security risk of the society
    c. Based on total risk of the security
    d. None of the above
32. The risk free security has a beta equal to, while the market portfolio beta is equal to.
    a. One and more than one
    b. Ones and less than one
    c. Zero and one
    d. Less than zero and more than zero
33. Carrie has a certainty equivalent to a risky gamble expected value that is less than the gamble expected value . Carrie shows
    a. Risk aversion
    b. Risk preference
    c. Risk indifference
    d. None of the above
34. Beta is slope of .
    a. The security market line
    b. The capital market line
    c. Characteristic line
    d. CAPM
35. A measure of risk per unit of expected return
    a. Standard deviation
    b. Coefficient of variation
    c. Correlation and coefficient
    d. Beta
36. The greater the beta the of the security involved
    a. Greater the unavoidable risk
    b. Greater the avoidable risk
    c. Less the unavoidable risk
    d. Less the avoidable risk
37. The oldest approach to common stock selection is .
    a. Fundamental analysis
    b. Technical analysis
    c. Random walk analysis
    d. Value analysis



38. Technical analysis reflects the idea that stock prices :
    a. Move upward over time
    b. Move inversely over time
    c. Move in trends
    d. Move randomly

39. One of the most popular tools used by technical analysis is :
    a. P/E ratio
    b. Book-to-market-value ratio
    c. Moving averages
    d. Growth rate to dividends
e. Both (i) and (ii)

40. A bar chart is used to illustrate :
    a. High, low and closing stock prices on a daily basis
    b. Reversal in the direction of stock prices without consideration of time
    c. High, low opening and closing prices on a daily basis
    d. Advances and declines of stock prices
    e. The candlestick line

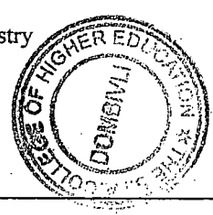
41. According to the Dow Theory, daily fluctuations and secondary movements in the stock market are used to identify the :
    a. Primary trend
    b. Short-term trend
    c. Moving average
    d. Intermediate trend
    e. Seasonal patter n

42. Which of the following indicates a sell signal to technical analysts?
    a. The advance-decline line is rising in a falling market
    b. The amount of short selling done by specialists is high
    c. The resistance level is broken
    d. The majority of stock market newsletters are bearish
    e. Both (ii) and (iv)

43. Which of the following indicates a buy signal to technical analysts?
    a. The advance-decline line is falling in a rising market
    b. The support level is broken
    c. The stock breaks through the moving average line from below
    d. Both the Dow Jones industrial average and the Dow Jones transportation average are moving down
    e. Odd-lot buying exceeds odd-lot selling

44. When odd-lot selling exceeds odd-lot buying, this is considered a :
    a. Neutral signal
    b. Bullish signal
    c. Signal to switch from stock to bonds
    d. Bearish signal
    e. Bearish signal by some technical analysts and as a bullish signal by another technical analysts

45. When technical analysts say a stock has good relative strength, they mean the :
    a. Ratio of the price of the stock to a market index has trended upwards
    b. Recent trading volume in the stock has exceeded the normal trading volume
    c. Ratio of the price of the stock to a market index has trended downwards
    d. Total return on the stock has exceeded the total return on other stocks in the same industry
    e. Stock has performed well compared to other stocks in the same industry



46. A basic assumption of technical analysis in contrast to fundamental analysis is that :
a. A technical analyst would evaluate the amount of short selling, the volume of trading, and the P/E ratio of a stock
b. A stocks price will approach its intrinsic value overtime
c. Security prices move in patterns, which repeat over long periods
d. Financial statements provide information crucial in valuing a stock
e. The stock market is inefficient

47. A resistance level is the price range at which technical analysts would expect the :
a. Demand of a stock to decrease substantially
b. Demand of a stock to increase substantially
c. Supply of a stock to increase substantially
d. Supply of a stock to decrease substantially
e. Both (ii) and (iv)

48. Which of the following terms represents an upper price limit for a stock, based on the quantity of willing sellers?
a. Support
b. Channel
c. Trend line
d. Resistance

49. The daily high prices represented on a candlestick chart by the :
a. Trend line
b. Channel
c. Real body
d. Shadow

50. The daily opening price is represented on a candlestick chart by the :
a. Trend line
b. Channel
c. Shadow
d. Real body

51. Which of the following do technical analysts believe is a lower bound on a stocks price?
a. Shadow
b. Moving average
c. Trend line
d. Resistance
e. Support

52. Which of the following is a sentiment indicator?
a. Trend line
b. Relative strength ratio
c. Advance-decline line
d. Odd-lot trading

53. Which of the following is a breadth?
a. Odd-lot trading
b. Advance-decline line
c. Put/call ratio
d. Channel

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54. On which of the following does a hammer sometimes appear?
a. Candlestick chart
b. Moving average chart
c. Point-and-figure chart
d. Bar chart

55. The number of stocks hitting new 52-week highs is a(n) :
a. Primary trend indicator
b. Breadth indicator
c. Sentiment indicator
d. Intermediate trend indicator

56. Which type of chart includes daily high price, low price, opening price, and closing price?
a. Candlestick chart
b. Point-and-figure chart
c. Moving average chart
d. Bar chart

57. Which of the following contains the real body?
a. Candlestick chart
b. Point-and-figure chart
c. Bar chart
d. Moving average chart

58. Which type of chart has no time horizon?
a. Moving average chart
b. Point-and-figure chart
c. Candlestick chart
d. Bar chart

59. Which type of chart is formed using only closing price data?
a. Point-and-figure chart
b. Advance-decline chart
c. Candlestick chart
d. Bar chart

60. Which of the following is most closely associated with the terms "primary trend", "intermediate trend" and "short-term trend"?
a. Channel
b. Candlestick chart
c. Bar chart
d. Dow Theory

61. Which of the following is not breadth indicator?
a. Volume
b. New high/new low indicator
c. Odd-lot trading
d. Advance-decline line
e. Relative changes in trading volume

62. When technical analysts say that a stock has "good relative strength", they mean that :

a. The recent trading volume in the stock has exceeded the normal trading volume
b. The total return on the stock has exceeded the total return on other stocks in the same industry
c. The ratio of the price of the stock to a market index has trended upward
d. The stock has performed well compared with other stocks in the same risk category as measured by beta

63. Which of the following is not part of the bar chart?
a. Opening price
b. Closing price
c. High price
d. Low price
e. Both the third and fourth answers

64. Which of the following is not a part of the candlestick chart?
a. Shadows
b. Closing price
c. Real body
d. Volume of trading
e. Opening price

65. According to the Dow Theory, the primary trend represents a cycle lasting approximately :
a. To 3 ½ years
b. To 4 ½ years
c. To 12 months
d. 3 to 6 weeks
e. 3 to 6 months

66. Which of the following is not a basic tenet of the Dow Theory?
a. The financial market has three distinct types of movements : the primary trend, the intermediate trend, and short-term trends
b. There is usually a positive relationship between a trend and the volume of shares traded
c. A bear market is established when the Dow Jones industrial Average is moving down
d. The intermediate trend has a duration of three weeks to six months
e. No additional information is needed for the stock market outside of data on stock indexes

67. Which of the following is not part of technical analysis?
a. Put/call ratio
b. Support level
c. Trendline
d. Channels
e. P/E ratio

68. The opportunity line is the :

a. Set of all portfolios with the same expected rate of return but different standard deviations

b. Set of portfolios among which the investor is different

c. Set of investment opportunities made available by mixing a risky asset and a risk free asset

d. Set of investment opportunities made available by mixing two risky assets

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69. Consider a graph with standard deviation on the horizontal axis and the expected return on the vertical axis. The line that connects the risk free rate and the optimal risky portfolio is called:

a. The security market line

b. The characteristics line

c. The capital market line

d. The indifference curve

70. Market risk is also called:

a. Unique risk and non-diversifiable risk

b. Non-diversifiable risk and systematic risk

c. Systematic risk and diversifiable risk

d. Systematic risk and unique risk

80. Suppose you estimate the characteristic line for stock X. You find that the standard deviation of X's error term is 7%, X's beta is 1.4 and the standard deviation of the market is 12%. What is the total standard deviation for Stock X ?

a. 19.0 %
b. 18.2 %
c. 30.5 %
d. 15.8 %
e. 23.8 %

81. The risk-free rate for the next year is 3% and the market risk is premium is expected to be 10%. The beta of Acme's stock is 1.5. If you believe that Acme's stock will actually return 18.2 % over the next year, then according to the CAPM you should:

a. Buy the stock because it is under priced.
b. sell the stock because it is underpriced
c. Sell the stock because it is overpriced
d. Be indifferent between buying and selling the stock
e. Buy the stock because it is overpriced

82. Which one of the following is true?

a. Alpha is the slope of the characteristic line
b. Alpha is the slope of the opportunity line
c. Beta is the slope of the capital market line
d. Beta is the slope of the security market line
e. All of the above are false

83. The market risk premium is 15% and the risk-free rate is 5%.The beta of Asset Dis 0.2. What is Asset D's expected returnUnder the CAPM?

a.20%
b. 30%
c. 7%
d. 3%
e. 8%



84. According to the CAPM, overpriced securities have:

a. Negative alphas
b. zero alphas
c. negative betas
d. Positive alphas
e. Zero betas

85. The beta of the risk-free asset is:

a. -1.0
b.2.0
c.1.0
d. 0
e.0.5

86.Stock A has a beta of 1.0 and very high unique risk. If the Expected return on the market is 20%, then according to the:

a.More than 20% because of Stock A's very high unique risk
b.At least 20% if the investor holds only Stock A
c. The answer cannot be found without knowing Stock A's correlation Or covariance with the market
d. Exactly 20

87.The beta of the market portfolio is:

a.0.5
b. 0
c. -1.0
d.1.0

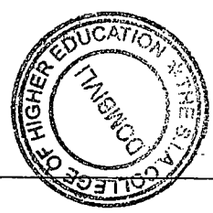
88. If an asset's expected return plots above the security market Line, the asset is:

a. **Under priced**
b. Overpriced
c. Fairly priced
d. If it has an Unusually large amount of unique risk
e. Both the first and third answers

89.The market risk premium is the slope of
a. the capital market line
c. the Characteristic line
d. The opportunity line
e. the security market line

90. Capital asset pricing theory asserts that portfolio returns are best explained by:

a. specific risk
b. diversification
c. economic factors
d. systematic risk



91. The market portfolio has a beta of:
a. -1.0
b 2.0
c. 1.0
d.0.5

92. According to security market line, the expected return of any security is a function of

a. Total risk
b. systematic risk
c. Unsystematic risk
d. diversifiable risk
e. Unique risk

93. Accordingccording to the capital market line, the expected return of any

a. systematic risk
b. unsystematic risk
c. total risk
d. beta

94. Which of the following statements about the market portfolio is False?

a.The market portfolio contains both systematic and unsystematic risk
b.The market portfolio lies on the capital market line
c. The market portfolio lies on the security market line
d. The market portfolio includes all risky assets in the world
e. The market portfolio is on the efficient frontier

95. Fundamental analysis is a method of finding out the ____ price of a security

a. Intrinsic
b. Past
c. Recent
d. Market

96. When the fim takes advantage of borrowed funds to increase the ROI, it is termed as

a. Trading on equity
b. Over Capitalization
c. overtrading
d. Capital Gearing

97.Investors have to _____ review and revise their portfolios.

a. Regularly
b. Quarterly
c. Yearly
d. Daily

98.The primary purpose of investment is to _____

a. Gain
b. Loose
c. Win
d. Appreciation



100. According to CAPM, investors are ___

a. Risk averse

b. Risk Neutrals

c. Risk Takers

d. None of the above.

101. According to CAPM, the correct measure of risk is termed as _____

a. Business risk
b. Financial Risk
c. Beta-Coefficient
d. Systematic Risk

102. ____ is a money market security.

a. Debenture
b. Commercial paper
c. Gold and Silver
d. Mutual fund

103 Which of the following is a tax saving investment?

a. Gold
b. Post office monthly income scheme
c. Company Debentures
d NSC

104. ____ is a market where short term funds are borrowed and lent.

a. Money Market
b. Capital Market
c. Bank

105. _____ is a good investment alternative for high-tax paying investors

a. Equity shares
b. T-Bills
c. **PPF**

Subject Teacher

Convener

The South Indian Association
The S.I.A. College of Higher Education
Affiliated to University of Mumbai
Accredited B+ by NAAC
P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Department of Accounting & Finance

Class: TY B.Com (A&F)

Subject : Cost Accounting

Semester : V

Name of Teacher: Ranjana Mhalgi

Theory Question Bank

Unit -1 - Uniform Costing and Inter-Firm Comparison

1) Define Uniform costing. What are the essential requisites for the installation of a uniform costing system?
2) Write a short note on uniform costing.
3) State the essential pre-requisites for the installation of uniform costing system in an industry?
4) What are the requisites for installation of a Uniform Costing System?
5) Explain in brief the advantages and limitations of uniform costing.
6) Write notes on points on which uniformity is essential before introducing uniform costing.
7) Enumerate the points on which uniformity is essential before introducing uniform costing system?
8) Explain, what do you understand by uniform costing?
9) Write short notes on Uniform Cost Manual.
10) Write a short note on 'Inter Firm Comparison'.
11) What is meant by 'Inter-firm comparison'? Describe the requisites to be considered while installing a system of inter-firm comparison.
12) What are the pre-requisites of an inter firm comparison system?
13) Discuss the role of ratios in inter-firm comparison.
14) Write four limitations of inter-firm comparison.

Unit -2 - Integrated System and Non Integrated System of Accounts

1) Explain 'Non-integrated costing system'.
2) Explain the advantages of cost accounting system.
3) Explain need for a cost accounting system.
4) Explain basic documents used in a cost accounting system in recorded.
5) Explain features of a non-integrated system.
6) Explain subsidiary ledgers and their corresponding control accounts.
7) Define – Cost coding costing system.
8) Explain Control accounts.
9) Explain Cost ledger control account.
10) SHORT NOTES:

1. Need for Cost Accounting System
2. Basic documents used in Cost Accounting
3. Features of Non-Integrated System
4. Cost Ledger Control Account
5. General Ledger Adjustment Account
6. Work-in-Progress Control Account
7. Overhead Suspense Account
8. Advantages of Cost Control Account

Unit – 3 Operating Costing

1) Explain which types of undertaking uses Operating Cost System
2) Explain Operating Costing
3) What statistics should a Transport Operating Company keep in respect of each vehicle to get correct operational and maintenance costs ?
4) Explain Composite Cost Unit.
5) State main features of Hospital costing.

Unit – 4 - Process Costing

1) Explain Cost Accounting procedure in process industries.
2) Explain the following :
   a. Normal Wastage and Abnormal Wastage.
   b. Treatment of losses in process.
   c. Waste, Spoilage, Salvage, Rectification, Scrap.
   d. Equivalent production.
   e. Inter Process Profits.
3) What do you mean by a process?
4) What do you mean by process costing?
5) What do you mean by process cost?
6) which are the industries in which process costing is applicable.
7) Explain whether process costing can be employed in an oil refinery.
8) Enumerate any 4 advantages of process costing.
9) Explain any one disadvantages of process costing.

Unit – 5 - Activity Based Costing System

1) Describe the drawbacks of traditional costing which led to the development of ABC.
2) Define and explain the following terms - ABC, Activity, Resource, Cost Pool and Cost driver.
3) What is activity based costing?
4) When is ABC suitable and unsuitable?
5) Discuss the different stages in the Activity-based Costing.
6) Explain in brief the different categories of activities under the ABC System.
7) Give two examples for each of the following categories in activity based costing:
   (a) Unit level activities
   (b) Batch level activities
   (c) Product level activities
   (d) Facility level activities.
8) Explain and illustrate Cost Drivers.
9) Explain the concept of cost drivers. Indicate what you will consider as cost drivers for the following business function: Research & development; and Customer service.
10) Give three examples of Cost Drivers of following business functions in the value chain:
   (a) Research and development
   (b) Design of products, services and processes
   (c) Marketing
   (d) Distribution
   (e) Customer service (CA Inter, May 2000)
11. Enumerate the advantages and disadvantages of ABC.



MCQs Question Bank

Q1.The use by several undertakings of the same costing principles and/or practices._____,

(a) **Unit costing** (b) Uniform costing (c) Standard costing (d) Differential costing.

Q.2. Uniform Costing helps an individual firm in_____,

(a) Ascertainment of cost (b) **Cost control and cost reduction**

(c) Allocation of costs (d) apportionment of costs

Q.3. Inter-firm comparison is one of the aims of_____,

(a) Unit costing (b) **Uniform costing** (c) Standard costing (d) Marginal costing

Q.4. Inter-firm comparison is_____,

(a) A method of costing (b) A method of allocation of overheads

(c) A technique of evaluating the performance of firms in an industry

(d) Related to marginal costing

Q.5._____Accounts is the name given to a system whereby cost and financial Accounts are kept in the same setof books.

(a) **Integrated** (b) Non integrated (c) Operating costing (d) PROCESS COSTING

Q.6. In Entry under Integrated System for Credit purchase of materials for stock, Stores LedgerControl_

_____

(a) **Debited** (b) credited (c) No entry (d) None of the above

Q.7. In Entry under Integrated System for Cash purchase of materials for stock_____, Account is debited.

(a) **Stores Ledger Control** (b) General Ledger Adjustment (c) WIP (d) Finished Goods

Q.8. In Entry under Integrated System for Cash purchase of Special Materials for direct use in job_____, Account is debited.

(a) **Stores Ledger Control** (b) General Ledger Adjustment (c) Work-in-Progress (d) None

Q.9. In Entry under integrated System for Abnormal spoilage_____Account is debited.

(a) Store A/c (b) **Costing P/L A/c** (c) Abnormal Loss A/c (d) WIP

Q.10. In Entry under Integrated System for Absorption for Administration Overhead, is debited._____,

(a) Store A/c (b) Costing P/L A/c **(c) Finished Goods A/c** (d) None of the above

Q.11. In Entry under Integrated System for Absorption of Selling and Distribution Overhead, Account is debited.

(a) Store A/c (b) Costing P/L A/c (c) Abnormal Loss A/c (d) **Cost of Sales**

Q.12. In Entry under Integrated System for Materials returned to suppliers from stock, Account is debited.

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(a) **Creditors** (b) Costing P/L A/c (c) Abnormal Loss A/c (d) Cost of Sales

Q.13. in Entry under Integrated System for Recording of Depreciation on Machinery, Account is credited.

Account

(a) Store A/c (b) **Factory** (c) Depreciation (d) Cost of Sales

Q.14. Entry under Integrated System for Materials returned from Production, Credited to_____,

(a) Store A/c (b) Factory **(c) WIP** (d) Cost of Sales

Q.15. Entry under Integrated System for issues of Direct Materials for production,

(a) Work in Progress Dr.

Stores Control Cr

(b) Work in Progress Control Dr

Stores Control Cr

(c) Factory Overhead Control Dr

Stores Control Cr

(d) No entry

Q.16. Entry under Integrated System for issues of Direct Materials for Factory,

(a) Work-in-Progress Dr.

To Stores Control

(b) Work in Progress Control Dr

To Stores Control Cr.

(c) Factory Overhead Control DrTo

Stores Control Cr.

(d) No entry

Q.17. Entry under Integrated System for Transfer of goods completed from production to finished goods.

(a) Work in Progress Dr.

Finished Goods Control Cr

(b) Finished Goods Control Dr

Work-in-Progress Cr

(c) Work-in-Progress Control Dr

Store Control A/c

(d) No entry

Q.18. Purchase of raw materials of 1000 on credit. Under Integrated Accounts, the transaction appear as

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(a) Stores Ledger Control A/C

To Creditors A/C

(b) Stores Ledger Control Ale Dr.

To General Ledger Adjustment Ale

(C) Purchases AVC Dr

To Creditors A/C

(d) Cost Ledger Control A/C Dr.To

Creditors A/C

Q.19. Materials Requisition Note_____

(a) Authorises and records the issue of Materials for use (b) Records the return of unused materials

(c) Records the transfer of materials from one store to another

(d) A classified record of materials, issues, returns and transfers

Q.20. Materials Transfer Note_____

(a) Authorizes and records the issue of materials for use (b) Records the return of unused materials

(c) Records the shifting of materials from one store to another

(d) A classified record of materials, issues, returns and transfers

Q.21. A document which is a classified record of material issues, returns and transfers

(a) Materials Requisition Note (b) Materials Return Note (c) Materials Transfer Note

(d) Materials Issue Analysis Sheet

Q.22. This is essential to make the cost ledger 'self-balancing_____,

(a) General Ledger Adjustment Account (b) Stores Ledger Control Account

(c) Work-in-Progress Ledger (d) Finished Goods Control Account.

23. This is debited with all purchases of materials for the stores and credited with _____

(a) General Ledger Adjustment Account (b) Stores Ledger Control Account

(c) Work-in-Progress Ledger (d) Finished Goods Control Account

Q.24. In this, cost of materials, wages and overheads of each job undertaken is posted._____

(a) General Ledger Adjustment Account (b) Stores Ledger Control Account

(c) Work-in-Progress Ledger (d) Finished Goods Control Account

Q.25. This represents the total value of finished goods in stock._____

(a) General Ledger Adjustment Account (b) Stores Ledger Control Account

(c) Work-in-Progress Ledger **(d) Finished Goods Control Account**



Q.26. Material amounting to 58,300 is purchased on credit_____, The entry in Cost Ledger under non-integrated System is

(a) Purchases A/C Dr.

To Sundry Creditors

(b) Stores Ledger Control A/c Dr.

To General Ledger Adjustment Ac

(c) Purchases ledger adjusts Ac Dr.

To Cost Ledger Control Ac

(d) Work-in-Progress Control A/c Dr. To

General Ledger Adjustment A/c

Q.27. Salaries and wages amounting to 262,100 gross and earned by the employees, and deductions 58,300 of 5,400 as ovident fund, 22,400 as ESIC and 4,300 as Income Tax are made from the gross amount The entry inCost Ledger under non-integrated System is

(a) Salaries and Wages Control A/C Dr. 62,100To

General Ledger Adjustment A/c 62,100

(b) Salaries and Wages Control Alc Dr. 62,100To

General Ledger Adjustment Alc 62,100

(c) Salaries and Wages Control Alo Dr. 62,100To

Cost Ledger Adjustment Alc

(d) Salaries and Wages Control Alc Dr. 62,100To

Provident Fund Alc 5.400

To E.S.I.C. A/C 22400

To General Ledger Adjustment Alo 261000To

Income tax Ala 4300

Q.28. What is a cost ledger control account_____,

(a) An account in the cost ledger to record financial accounting items

(b) An account in the financial ledger to record cost accounting items

(c) An account that summarises outstanding payables balances

(d) An account that summarises outstanding receivables balances

Q.29. The advantages of maintaining cost control accounts include the following:

(a) Facilitate prompt preparation of costing profit and loss account

(b) Help management in policy formulation (c) Facilitate internal check **(d) all of the above**



Q.30. The Work-in-Progress Control Account is not debited with:

(a) Direct materials and direct labour (b) Direct expenses

c) Production overheads (recovered) (d) **Selling and distribution overhead**

Q.31. The application of factory overheads usually would be recorded as an increase

(a) Cost of goods sold **(b) Work-in-progress control** (d) Finished goods control

(C) Factory overheads control

Q.32. The debit balance of the overheads adjustment account may be transferred to

(a) Cost of sales account (b) **Profit and loss account** (c) Finished goods account (d) WIP Account

Q.33. Materials lost in stores due to fire is_____,

(a) A part of normal loss and hence part of cost (b) Capitalized

(c) **A part of abnormal loss and hence excluded from cost** (d) Transferred to the next period

Q.34. A credit to Work in Process Inventory represents_____

(a) Work still in process (b) Raw material put into production

(c) The application of overhead to production

(d) The transfer of completed items to Finished Goods Inventory

Q.35. A journal entry includes a debit to Work in Process Inventory and a credit to Raw Material InventoryThe explanation for this would be that

(a) Indirect material was placed into production (b) raw material was purchased on account

(c) **Direct material was placed into production** (d) direct labour was used for production

Q.36. Non-integrated cost accounting system follows the principles of-_____

(a) **Double** (b) Single (c) Mixed (d) none

Q.37. _____Ledger Control Account is debited with purchases of materials,

(a) **Store** (b) CLC (c) WIP (d) Finished goods

Q.38._____Ledger Control Account is credited with issue of materials.

(a) **Store** (b) CLC (c) WIP (d) Finished goods

Q.39. On sale of goods, cost of such goods is credited to_____,

(a) Store (b) CLC (c) WIP (d) **Sales A/c**

Q.40. The balance of Costing Profit and loss Account. Transfer to_____,

(a) Store **(b) CLC** (c) WIP (d) Sale A/c



Q.41. Wages Control Account is debited with_ (a)Factory Cr **(b) CLC Cr** (c) WIP Cr (d) None

Q.42. Administration overhead recovered is debited to_____, Control Account

(a) **Finished goods** (b)WIP (c) Profit and loss (d) none of the above

Q.43. Selling overhead recovered is credited to_____Ac

(a) **Cost of Sales** (b) Finished Goods Control (c) CLC (d) Profit and loss

Q.44. Paseenger transport_____

(a) **Per Passenger Seat** (b) Per Passenger Day (c) Per Ton day (d) Per Passenger hour

Q.45. Goods transport_____,

(a) Per Ton Day **(b) Per Ton Kms** (c) Per Passenger hour (d) none

Q.46._____Costing is the method used to ascertain the cost of providing a service such as transport, hotel,hospital, gas or electricity.

(a) **Operation** **(b) Operating** (c) Process (d) Job

Q.47. Operating Costing uses the methods of_____Costing when ascertaining the cost of supply of electricity, steam etc.

(a) Operation (b) Marginal (c) Process (d) Job

Q.48. Operating Costing uses the methods of_____costing when costing a particular trip by a bus.

(a) Operation (b) Standard Costing (c) Process **(d) Job**

Q.49. In Road Maintenance Industry, Per K. M. of Road maintained is a_____,

(a) **Simple** (b) Composite (c) Average (d) None

Q.50. In Water Supply Industry, Per Kilo Litre of Water Supplied is a_____,

(a) **Simple** (b) Composite (c) Average (d) None

Q.51. For a hospital, the composite cost unit is_____,

(a) Patient –day (b) Visitor – day (c) **Bed –day** (d) none

Q.52. For a Passenger transport, the composite cost unit is_____,

(a) Patient –day (b) Visitor – day (c) Bed –day **(d) Passenger -kms**

Q.53. In case of passenger transport, Carriage capacity is in terms of_____,



(a) **Seat** (b) Visitor (c) Bed (d) kms

Q.54. In case of_____transport, Carriage capacity is in terms of Tonnes.

(a) Seat **(b) Goods** (c) Bed (d) km

Q.55. Normal Loss is equal to

(a) Normal Output - Actual Output (b) Actual Output - Normal Output

(c) **Input x % of Normal Loss** (d) None of the above

Q.56. Normal Output is equal to

(a) Input - Abnormal Loss (b) **Input - Normal Loss** (c) Input - Abnormal Gains (d) output - loss

Q.57. Unit Cost is equal to_____,

(a) Normal Cost - Normal Output **(b) Total Cost / Normal Output** (c) Normal Cost Total Output

(d) Total Cost Total Output

Q.58. Abnormal Loss is equal to_____,

(a) Input - Actual Output (b) Actual Output - Normal Output (c) **Normal Output - Actual Output**

(d) Actual Output – Input

Q.59. Abnormal Gains are equal to _____,

(a) **Actual Output - Normal Output** (b) Normal Output - Actual Output

(c) Actual Output – Input (d) Input - Actual Output

Q.60. Which of the following does not use process costing?

(a) Oil refining **(b) Distilleries** (c) Sugar (d) Aircraft manufacturing

61. Process Cost is based on the concept of _____,

(a) **Average Cost** (b) Marginal Cost (c) Standard Cost (d) Differential Cost

Q.62. Process costing is applied when_____,

(a) Small number of different products are manufactured

(b) Large number of different products are manufactured

(c) Large number of identical products are manufactured

(d) Fixed costs exceed variable costs

Q.63. The following statements relate to process costing_____,

(1) The higher the net realisable value of normal losses the lower will be the cost per unit of normal output.



(2) The higher the abnormal losses the higher will be the cost per unit of normal output.Are the statements true or false?

Statement 1

Statement 2

(a) False, False

(b) False , True

(c) True, False

(d) True , True

Q.64. Consider the following statements relating to process costing:

Statement 1: normal losses are credited to the process account at the cost per unit incurred on normal production. Statement 2: abnormal gains are debited to the process account at the cost per unit incurred on normal production,Which statement(s) are true?

(a) Both statements are true

(b) Neither statement is true

(c) Statement 1 only is true

(d) Statement 2 only is true

Q.65. When FIFO method is used in process costing, the opening stock costs are:

(a) kept separate from the costs of the new period

(b) added to new costs

(c) subtracted from the new costs

(d) averaged with other costs to arrive at total costs

Q.66. Traditional Costing allocates overheads on the basis of_____,

(a) **Volume** (b) activities (c) Events (d) job

Q.67. ABC allocates overheads on the basis of_____,

(a) Volume **(b) activities** (c) Events (d) job

Q.68. ____costing is defined as "Cost attribution to cost units on the basis of benefits received from indirect activities i.e. ordering, setting-up, assuring quality etc.

(a) ABC **(b Target** (c) Joint Cost (d) job

Q.69_____. are elements that are used for performing the activities?

(a) ABC (b) Target (c) Joint Cost (d) Resources

Q.70 A cost_____is a term used to indicate grouping of costs incurred on a particular activity which drives them

(a) Pool **(b) Drive** (c) Joint Cost (d) job



Q.71 ABC is suitable when there is a_____range of products

(a) **Wide** (b) narrow (c) Average (d)job

Q 72 ABC is suitable when the operations are____,

(b) Complex **(b) simple** (c) Easy (d) batch

Q 73 ABC is suitable when the overheads form a_____proportion of the total costs.

(c) **high** (b) low (c) average (d) job

Q 74 Producing parts specifications is a/an_____level activity

(d) **Facility** (b) Custody (c) Product (d) none

Q75 Plant security is a/an_____,

(e) Facility **(b) Custody** (c) both (d) none

Q 76 The use by several undertakings of the same costing principles and / or practices is know as_____

(a) Inter-firm comparison (b) **uniform costing** (c) process costing (d) operating costing

Q 77 Uniform costing helps an individual firm in cost_____

(a) Control (b) Ascertainment (c) reduction (d) Allocation of cost

Q 78 Inter-firm comparison is on of the aims of _____

(a) Standard costing **(b) uniform costing** (c) marginal costing (d) Contract costing

Q 79 Inter-firm comparison is a_____

(a) Method **(b) technique** (c) formula (d) ratio

Q 80) Give the Journal Entry for recording Sale Value of Abnormal Loss.

Subject Teacher

Convener



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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Introduction to Cost Accounting -- SEmester I

Sr.No	Questions	A	B	C	D
1	Cost accounting is an important system developed for	share holders	Government	**Management**	Financial institution
2	The resources that have been used for attaining a particular objective is	revenue	**Cost**	profit	investment
3	cost accounting is a ____ reporting system	**internal**	external	government	financial
4	Cost ascertainment involves	**ascertainment of cost**	control of cost	estimation of cost	fixation of price
5	Notional cost is also known as	**Imputed cost**	Opportunity cost	Out of pocket cost	Variable cost
6	Cost which doesnot require current cash payment is	**Book cost**	Product cost	Cash cost	Opportunity cost
7	The cost which remains constant irrespective of output upto capacity limit is	**Fixed cost**	product cost	Variable cost	sunk cost
8	Variable cost is also known as	**Product cost**	Period cost	Indirect cost	Semi fixed cost
9	The cost which is directly chargeable to the product is	Indirect cost	**Direct cost**	Overheads	Period cost
10	Primary packaging is	**Direct materials**	Indirect material	OVerheads	Selling cost
11	Cost of gresase and oil is a	**Indirect expenses**	Packaging cost	Indirect material	Indirect labour
12	The cost which does not involve any cash outlay	Sunk cost	Relevant cost	**Imputed cost**	Book cost
13	Raw material directly identifibale with the product is	**Direct materials**	Indirect material	Process materials	Production materials
14	Royalty paid on use of patents is called as	**Direct expenses**	Indirect expenses	Production expenses	Distribution expenses
15	Cost which is unaffected by the change in output is called as	**Fixed cost**	Variable cost	Period cost	None of the above
16	goods received note is normally prepared in	**six copies**	five copies	four copies	five copies
17	eoq also known as	**ecnomic size of order**	economic order to be placed	maximum level of stock to be fixed	re order level
18	the objective of material control is	**adequacy of inventory**	use of space	effective storage	Not adequate
19	purchase order is prepared generally in	4 copies	**5 copies**	7 copies	2 copies

20	material requisition is signed	production department	purchase department	**foreman**	accountant
21	material inspection note is signed by the	**inspector**	storeskeeper	cost accountant	auditor
22	goods received note is prepared by	purchase department	**stores depatment**	sales department	finance department
23	material transfer note is prepared when	**material is transferred from one department to another department**	material sold	Material issued	Material not issued
24	average inventory is	opening inventory	closing inventory	**opening inventory + closing inventory /2**	no inventory
25	abc analysis is a technique developed for	inventory management	**inventory control**	wip control	finishing stock control
26	BIN card is	a inspection note	**a continuous record of stock stored**	a statement of delivery materials	a statement of issue of material
27	A store ledger is	An evidence of delviery of materials	a ledger of the supplier	**a ledger which shows movement of each item of mateials**	a statement of issue of material
28	When prices fluctuate widely the method that will smooth out the effect of fluctuation is	Simple average	FIFO	**Weighted Average**	LIFO
29	Issue of material under ___method is from oldest lots	**FIFO**	LIFO	Average	Weighted Average
30	During the period of rising prices of the issue will be at more recent price under	**LIFO**	FIFO	Average	Replacement
31	FIFO method is	**Logical**	Illogical	Reasonable	Not reasonable
32	Under perpetucal inventory system stock is ascertained	Periodically	**Continuously**	At the beginning of every year	Between the year
33	Under Peridodic inventory system stock is ascertained	**Periodically**	Continuously	At the beginning of every year	Between the year
34	The objective of time keeping is of	**preparation of payroll**	working in factory	working in office	working at home
35	Piece worker are paid wages on	**piece rate basis**	time rate basis	payroll basis	job card basis
36	The card which shows time spent by a worker on eveyr order or job is	**Job card**	Job analysis	Job methods	Job evaluation
37	Payroll accouting is concerned with	**Computation of wages**	Allocation of workers	Allocation of jobs	Salaries
38	Payroll shows	**Deductions**	Job card	Job analysis	Job methods
39	Payslip is prepared for	**Individual worker**	All workers	Casual worker	Temporary workers
40	Labour turn over is caused by	**Absenteeism**	Over time	Scientific selection	friends

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41	Labour turn over is calculated by	**Flux method**	Turnover method	Scientific method	Taylor method
42	Cost of welfare services	**Preventive cost**	Turnover method	Scientific method	Taylor method
43	Cost of accident is	**Replacement cost**	Preventive cost	Turn over cost	Sales cost
44	Unavoidable cause of labour turn over may be	**Death**	Appointment	No death	No appointment
45	Labour turn over can reduced by	**Exit interview**	Payroll	Replacement	Preventive
46	Under Halsey premium method __% of time saved is shared by employer	110	**50**	100	150
47	The method which differentiate between efficient and inefficient worker	Time rate method	**Piece rate**	Halsey plan	Rowan
48	Under Taylor differential piece rate plan efficient workers are paid	100% normal rate	**120% normal rate**	150% normal rate	180% normal rate
49	Taylor differential plan rate penalises	efficient workers	Poor workers	**inefficient workers**	Average workers
50	Efficiency of workers is measured on the basis of	**Time taken**	Time allowed	Time misused	Standard time
51	Travelling time from one job to another job is	**Normal idle time**	Abnormal idle time	overtime	No time
52	Machine break down time is	Normal idle time	**Abnormal idle time**	overtime	No time
53	Power failure is	Normal idle time	**Abnormal idle time**	overtime	No time
54	Power is allocated on the basis of	**H.P.of machines**	cost of machines	machine hours of machine	labour hours
55	Employee welfare expenses are alloacted on the basis of	**number of employees**	machine hours	cost of machine	prime cost
56	Eectricity is allocated on the basis of	**number of light points**	machine hours	cost of machine	prime cost
57	Charging overheads is allocated on the basis of	allocation	apportion	**absorption**	collection
58	Direct expenses are also known as	**chargeable expenses**	prime cost	Varibale cost	period cost
59	The process of arranging items into groups according to their degree of similarity is called	**classification**	Analysis	identification	ascertainment
60	The cost directly attributable to a department is called	allotment	**allocation**	recovery	charging
61	The process of re - distribution of overheads of support department to production department is called as	**secondary distribution**	primary distribution	repeat distribution	recurring distribution
62	The process by which cost items are charged direct to cost unit is called	Absorption	apportionment	**allocation**	allotment

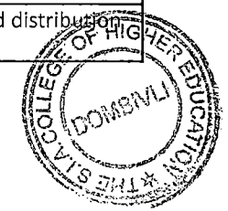
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63	a common absorption rate used through out the following for all jobs and units of output irrespective of dpeartment in which they were produced is called	**machine hour rate**	department absorption rate	overall absorption rate	blanket absorption rate
64	Machine hour rate is calculated by the equation	**Overheads / Machine hours**	Direct materials / Machine hours	Direc labour /Machine hours	Machine / Machine hours
65	___ doesnot facilitate the prompt preparation of cost sheet	**Actual overhead**	Pre - determined overhead	Blanket overhead	Overhead
66	___overheads is also known as recovery overheads	Allotment	allocation	**Absorption**	Consumption
67	Depreciation of office building will be allocated on the basis of	Value of building	**Floor area of building**	Premises	Outspace
68	___overhead can be done on reciprocal and non reciprocal basis	Primary distribution	**Secondary distribution**	Notional distirbution	Depreication
69	Exchange of services among the service department is known as	**Reciprocal method**	Non reciprocal method	Plant wide method	Trial mehtod
70	____basis considers only one directional service flow from a serive cost centre to other production cost centre	Reciprocal method	**Non reciprocal method**	Plant wide method	Trial mehtod
71	Example of non reciprocal method	Trial and error method	Simultaneous equation method	**Step down method**	Repeated distribution method
72	Trial and error mehtod is ___basis	**Reciprocal method**	Non reciprocal method	Plant wide method	Trial mehtod
73	___method is continued till teh figures remaining undistributed in the service cost centres are negligibly small	Trial and error method	Simultaneous equation method	Step down method	**Repeated distribution method**
74	____method is followed when the question of distribution of service cost centre which are interlocked among themselves	**Trial and error method**	Simultaneous equation method	Step down method	Repeated distribution method
75	____method is adopted to take care of secondary distribution of cost of service cost centres toproduction cost centres with the help of mathematical formulation and solution	Trial and error method	**Simultaneous equation method**	Step down method	Repeated distribution method
76	Step distribution method is also known as ___method	Trial and error method	Simultaneous equation method	**Ladder method**	Repeated distribution method

Subject Teacher

Kavitha

Kavitha Nadar



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Question Bank

Cost Accounting - Semester I

1. **Features of Cost Accounting**
2. **Classification of Cost on basis of behaviour, Time, Management**
3. **Elements of Cost Accounting**
4. **Distinguish between Financial Accounting & Cost Accounting**
5. **Classification of cost by Nature**
6. **Explain Cost Structure**
7. **Explain Coding**
8. **Explain Principles of Material Cost**
9. **Explain procedure of Purchase Requisition**
10. **Explain Continuous Stock Verification**
11. **Explain ABC Classification**
12. **What do you mean by Inventory turn over ratio? What are the objectives?**
13. **Inspection of goods**
14. **Time keeping & Time booking**
15. **Job Card**
16. **Piece rate wages**
17. **Halsey Premium Plan**
18. **Idle Time & Abnormal Idle Time**
19. **What are the causes of labour turnover**
20. **Blanket overhead and department overhead rate**
21. **Machine hour rate**
22. **Primary Distribution of Overheads**
23. **Standing charges v/s Running charges**
24. **Secondary Distribution of overheads**
25. **Actual v/s Pre - Determined of overhead absorption**

Question Bank
Sums
Cost Sem-I
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Material Cost

Sum no 1.

2. The following information is provided by S Ltd .for the fortnight at April , 2014 . Stock on 1-4-2014 of material X 100 units @Rs.5

PURCHASES	**UNITS**
05/04/2014	300@
08/04/2014	500@
12/04/2014	600@
SALES	**UNITS**
06/04/2014	250
10/04/2014	400
14/04/2014	500

Calculate value of closing stock and material consumed(cost of goods sold) using FIFO method and weighted average method.

Sum no 2.

Prepare a stores ledger on FIFO method :

1st may opening stocks is 400 units at rs. 4 per unit 4th may purchased 600 units at rs. 6 per unit
8th may issued 800 units
16th may purchased 600 units at rs. 8 per unit 20th may issued 700 units
25th may returned from factory 10 units issued on 20 may 28th may returned to vendors 12 units purchased on 16 may.

Sum no 3.

From the following details find out closing stock of Bharat Industrial LTd as per FIFO method.

Date	Purchase	Sales	Price per
1st November	40	-	14

2nd November	30	-	15
4th November	20	-	15
5th November	-	40	18.5
10th November	-	10	19
17th November	30	-	16
20th November	-	25	20
28th November	50	-40	13
30th November	-		16

On 29th November two units were found damaged and had to be discarded.

Sum no 4.

From the following data for the year end 31st December 2018 calculate inventory turn over ratio and give comments.

Particulars	Material	Material Y
Opening stock	20,000	18,000
Purchases	1,04,000	54,000
closing stock	12,000	22,000

Sum no 5.

Two components A and B are used as follows:

Normal usage 50 units per week each

Minimum usage 25 units per week each

Maximum usage 75 units per week each

Re - order quantity A : 300 units

B : 500 units

Re - order period A : 4 to 6 weeks

B : 2 to 4 weeks

Calculate Maximum level, Minimum Level, Re - order level and Average level



Sum no 6.

KL Ltd produces product M which has a quarterly demand of 8000 units. The product requires 3 kg quantity of material X. for every finished unit of product. the other information are as follows: cost of material X is Rs. 20 per kg cost of placing an order is Rs. 1000 per order carrying cost 15% per annum of average inventory calculate: EOQ for material X should company accept an offer of 2% discount by the supplier, if he wants to supply the annual requirement of material X in 4 equal quarterly instalments?

Sum no 7

A firm is able to obtain quantity discounts on its orders
of materials as follows:

price per kg	**KGs**
8	Less than 250
7.9	250 and less than 500
7.8	500 and less than 1000
7.6	1000 and less than 2000
7.5	2000 and above

The annual demand for a material is 2000 kg.
Stock holding cost are 20% of material cost per annum
the delivery cost per order is Rs. 8
Minimum ordering quantity is 200
You are required to calculate best quantity to a order.

Labour Cost

Sum no 1.

From the following particulars calculate the earnings of workers X and Y
for a day under Straight Piece Rate system and Taylor Differential Piece
Rate system.
Standard Production - 20 units per hour Normal time rate - Rs. 5 per hour Differential to be applied :
80% of piece rate below standard 120% of piece rate above standard Hours of the day = 8
Output X = 150 units Output Y = 200 units

Sum no 2.

In a manufacturing concern the daily wage rate is Rs. 5.The standard output
in a 6 day week is 200 units representing 100% efficiency. The daily wage rate is paid
without bonus to those workers who show upto 66 2/ 3 % of the efficiency standard.
Beyond this there is a bonus payable on a graded scale as below: 80% efficiency - 5% bonus
90 % Efficiency - 9% bonus
100 % efficiency - 20% bonus



Further increase of 1% for every 1 % further rise in efficiency.

In a 6 day week A produced - 180 units, B produced - 150 units, C produced - 200 units
D prodcued - 208 units and E produced - 130 units

Sum no 3

In a manufacturing concern the daily wages guaranteed for workers is Rs. 5. the standard output for the month is 4,000 articles representing 100% efficiency. The rate of wages is paid without bonus those workers who show up to 66 2/3 % efficiency. Beyond this bonus is payable on graded scale

Efficiency	**Bonus**	**Bonus**
90%		10%
100%		20%

further increase 1% on bonus for every 1% further rise in efficiency calculate total earnings of A, B, C and D who have worked 26 days in a month. A's output - 2,000 articles B's output - 3,600 articles C's output - 4,000 articles and D's output - 4,800 articles

Sum n o 4

XYZ co. employs its workers for a single shift of 8 hours per day for 25 days in a month.the company has recently fixed standard output of 80 units per day per worker for a mass production item and introduced an incentive scheme to boost output. Details of wages payable to the workers are as follows:

Basic wages Rs. 6 unit subject to a guaranteed minimum wages of RS. 160 per day worked

dearness allowance : Rs. 80 per day worked

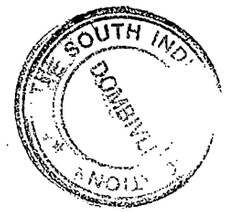
incentive bonus

Upto 80% efficiency - Nil

For efficieny above 80% Rs. 100 for every 1% increase above 80%

the details of performance of 2 workers for a particular month are as follows:

Workers	No.of days worked	Output (units)
A	25	1640



B	18	1000

Sum no 5

Calculate the earnings of A and B from the following particulars for the month and allocate the labour cost to

	A	B
Basic wages	100	160
D.A.	50%	50%
Contribution to PF	8%	8%
Contribution to	2%	2%

overtime 10 hours

The normal working hours for the month are 250

Overtime are paid at double the total of normal wages and dearness allowance employers and employees contribution to PF and ESI are at equal rates

The two workers were employed on job X, Y

The normal working hours for the month are

	Job X	Job Y	JOB Z
Worker A	40%	30%	30%
Worker B	50%	20%	30%

Overtime was done on job Y at the request of the customers.

Sum no 6.

from the following particulars work out the earnings for the week of a worker under:

straight piece differential piece rate halsey premium plan rowan plan

number of working hour per week - 48 wages per hour - Rs. 7.5

normal output per week - 120 pieces actual output per week - 150 pieces

time allowed for actual production - 60hours

differential piece rate 80% of the piece rate when output is below standard and 120% above standard



Overheads Sum no 1.

KVD LTd has five departments P, Q, R and S are production department and S-1 is a service department

Particulars
Supervision
Insurance on stock
Lighting
Employer liability
Repairs
Rent
Depriciaiton

The following information is also available in respect of five departments

Particulars	Q	R	S	S-1
Area (Sq ft)	1,200	1,100	900	400
No. of workers	300	100	100	50
Total wages	80,000	50,000	50,000	20,000
Value of Plant	1,80,000	1,60,000	1,00,000	60,000
No. of Light points	40	35	30	25
Value of Stock	1,00,000	50,000	20,000	Nil

Sum no 2

Cadila Co. Ltd has three production departments A, B, C and two service department D and E.
The following figures are extracted from the records of the company.

Particular	E
Rent and Rates	500
Indirect wages	5
Depreciation of	500
General Lighting	
Power	5,000
Sundries	



The following figures are extracted from the records of the company.

Particulars	A	B	C	D

Floor space (sq ft)	2,000	2,500	3,000	0	
Light points (nos.)	10	15	20	10	
Direct wages	3,000	2,000	3,000	1,500	
Horse power of	60	30	50	10	C
Value of	60,000	80,000	1,00,000	5,000	350
Apportion the cost to various departments on					Nil
the most equitable basis					Nil
Sum no 3					Nil
Radha enterprises has three production departments A,B and C and one s					280

The following fighures are available for one month of 25 working days of 8 hours each day
All departments worked all these days with full attendance.

Particulars	**total**	**S**	**A**	**B**
Power and	1,100	300	200	250
Supervisor salary	1,500	Nil	Nil	Nil
Rent	600	Nil	Nil	Nil
Canteen expenses	500	Nil	Nil	Nil
Others	1,100	140	210	470

The following additional information is available:

Particulars	**S**	**A**	**B**	**C**
Supervisor salary	20%	20%	30%	30%
Floor area in sq ft	400	350	450	300
Number of	10	15	15	10
Service rendered		20%	30%	50%

You are required to calculate the labour hour rate of
each of the department A, B and C.



Sum no 4

Calcuate the comprehensive machine hour from the following Cost of machine Rs. 45,000
Installation charges Rs. 5,000 Life of machine 5 years Working hours per year 2,500
Repair chargse 75 % of depreciation
Electric power consumed 10 units per hour @ 15 paise per unit Lubricant oil Rs. 4 per day of 8 hours
Consumable stores @ Rs. 10 per day of 8 hours

Wages of machine operator @ Rs. 8 per day of 8 hours

Sum no 5.

Compute a comprehensive machine hour rate for a machine in production department 'A' of factory from the following details Machine:
Cost including installation charges Rs. 20,00,000 Estimated useful life 20 years
Estimated salvage value 10% Working hours:
No. of working days 300 No.of shift per day 2
Effective working hours per shift 7
Stoppages for repairs and maintenance 200 hours Operating and other costs
Wages of two ooperators (one for each shift)@ 5,000 per month
Salary of a supervisor (one for each shift) @ Rs. 7,500 (Only 1/5th of the supervisor time devoted to this machine)
Electric power: 20 units per hour, each unit costing Rs. 3.20 Insurance charges : Rs. 5,000 per annum
Repairs and mainenance (estimated) Rs. 12,500 per month
Rent, rates and taxes (allocated) : Rs. 10,000 per annum General lighting
Other facoty overheads (allocated) rs. 1,40,000 per annum

Y
10%
0

Sum no 6.

PH Ltd is a manufacturing companyhaving three produciton departments A, B and C and two service dpeartment X and Y the following is the total of overheadsas per primary distribution
A - 4,100 B - 2,700 C- 6,200 X - 4,200 & Y - 5,300
A technical assessment for apportionment of service department is as under

Departments	A	B	C	X
X	45%	15%	30%	0
Y	60%	35%	0	5%

You are required to prepare secondary distribution summary under trial and error mehtod and arrive at the overhead finally charged to each production department



Sum no 7

The following particulars relate to a manufacturing company with three production departments A, B and C and two service departments S1 and S2. The following are details c
the department as per primary distribution summary.

S2
10%

Department A	6,300
Department B	7,400
Department C	2,800
Department S1	4,500
Department S2	2,000

The service department costs are shared as follows:

Particulars	A	B	C	S1	Q
S1	40%	30%	20%	_	
S2	30%	30%	20%	20%	1,000

Find out the overheads of production department on the basis of :-

Simultaneous equation method, Trial and Error method, Repeated distrib

Q
15%
_

Sum no 8

In a factory there are two service department P and Q and three production departments A, B and C

In April 2020 the department expenses were:

Department	A	B	C	P
Amount	6,500	6,000	5,000	1,200

The service department expenses are allotted on a percentage basis as follows:

Department	A	B	C	P
P	30%	40%	15%	_
Q	40%	30%	25%	5%

Prepare statement sjowing distribution of two service department expenses of the three production department by REpeated distribution method, Step method, Trial and error method & Simultaneous equation mehtod



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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Class: SYBAF

Subject: BUSINESS LAW-II

Semester -III

Subject Teacher: MRS. SUNITA SIDHANI

Subjective Questions

1. Define partnership. Explain its essentials.
2. How will you determine whether a partnership does or does not exist between a group of persons? "Sharing of profits is not the real test of partnership". Discuss.
3. Explain the procedure for registration of firms. What are the consequences of non- registration?
4. What constitutes property of the firm?
5. Explain the circumstances with examples, where there is sharing of profit, yet no relation of partnership.
6. Define partnership. Explain its types.
7. Mutual Agency is a true test of partnership? Explain.
8. Write short notes on:
    a. Non-partnership interest.
    b. Partnership deed.
    c. Types of partners.
    d. Types of partnership.
    e. Nominal partner.
    f. Actual or Ostensible partner.
    g. Holding out.
9. Discuss the mutual rights and duties of partners.
10. What constitutes partnership property? Explain
11. Write note on: (a) Goodwill of the firm

12. Explain the circumstances under which a firm is compulsorily dissolved.
13. What is dissolution of a firm? Under what circumstances can a court dissolve the firm? Explain.
14. Explain the rights and liabilities of a partner on dissolution of a firm?
15. Explain in detail the rules regarding public notice under the partnership law.
16. "Dissolution of the partnership need not result in the dissolution of the firm." Comment.
17. What is dissolution of a firm? Explain the grounds of dissolution of firm by court?
18. Explain the salient feature of the LLP Act, 2008.
19. Discuss the advantages and disadvantages of LLP.
20. Write short note on Designated Partners.
21. Who can be partners in a LLP?
22. "LLP on registration is a body corporate". Comment.
23. Discuss the characteristics of LLP.
24. Explain the procedure for registration of LLP.
25. Who is a designated partner? Explain in detail the incorporation of LLP
26. Define LLP. Discuss the nature of LLP.
27. What is the advantage of LLP? Distinguish between 'LLP' and 'Partnership firm.
28. Distinguish between:
    (a) LLP, 2008 and Indian Partnership Act, 1932.
    (b) LLP and Company.
29. Discuss the extent and liability of Partner in an LLP.
30. Discuss the extent of liability of the LLP.
31. Discuss all about contribution of a partner towards the LLP.
32. Define contribution. Explain its provision under LLP Act.
33. What is the provision of contribution under LLP Act?
34. Explain the procedure and consequence of conversion of a firrn to LLP.
35. Can a private company be converted to LLP? If so explain the procedure and impact of such conversion.
36. Discuss the rules regarding conversion of a unlisted public company to LLP together with the effect of the conversion.
37. Write briefly on effect of registration of firm/private company/unlisted public company as LLP.
38. What is the meaning of winding up of a LLP and dissolution of a LLP? Explain when a LLP can be declared defunct?
39. Explain the procedure for voluntary winding up of LLP?
40. Under what circumstances can the Tribunal order for winding up of a LLP? Discus the procedure to be followed.

41. Short note on winding up of LLP.
42. Define following terms:
    (a) Factory
    (b) Manufacturing process
    (c) Workers
43. Explain safety measures as per the factory act.
44. Explain health measures as per the Factory Act.
45. Explain welfare measures as per the factory act.
46. What are the provisions for working hours and holidays of adults in the factories?
47. What are the provisions for working hours and holidays for child workers in the factory?
48. What are the general duties of Occupier?
49. Write short notes on:
    (a) Restriction of employment of women
    (b) Working hours for children
    (c) Welfare measures
    (d) Health measures
    (e) Occupier
    (f) Hazardous Process

Subject Teacher

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

Class: FY BAF

Subject: Foundation Course-I

Semester -I

Subject Teacher: Mrs. Sunita Sidhani

Subjective Questions

1. Characteristics of Indian culture
2. Multi-cultural society
3. Multi-religious society
4. Religion wise population of India
5. Caste wise population of India
6. Gender ratio of Indian population
7. Concept of Linguistic diversity
8. Characteristics of Indian rural population
9. Characteristics of Indian urban population
10. Tribal characteristics
11. Any two aspects of diversity in Indian culture
12. Discuss the pluralistic nature of Indian society
13. Explain the status of women from the Vedic period to the modern times.
14. Explain the interplay of tradition and modernity in respect of women status in India.
15. What measures would you recommend to solve women's problems in India?
16. Explain the factors responsible for declining gender ratio (female foeticide) in India.
17. Explain the causes and effects of violence against women.
18. Write a note on Women and Mass Media.

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19. Enlist and explain the socio-economic problems faced by women in India.
20. Write a detailed note on visually challenged persons.
21. Explain the various issues relating to auditorily challenged persons.
22. Write a note on mentally challenged persons.
23. Explain the various issues relating to orthopedically challenged persons.
24. Examine the types of physical disabilities.
25. Explain the services available to handicapped persons in India.
26. Discuss in detail the problems faced by socially handicapped persons.
27. What steps should be taken to prevent violence against women in India?
28. Explain the manifold problems faced by the disabled in the country.
29. Discuss the causes for gender disparity and violence against women in India.
30. Discuss the reasons for gender disparity in India and give reasons to combat the same.
31. Write short notes on:

    (a) Status of women in the Vedic period.
    (b) Types of deafness
    (c) Different types of violence against women
    (d) Representation of women by the Indian media.
    (e) Inequalities against people with physical disability
    (f) Special provisions for people with disabilities
    (g) Causes of declining sex ratio

32. Explain the features of political parties in India
33. Explain the concept of urban local self-government
34. Explain the concept of Panchayati Raj in India
35. Bring out the role and significance of women in politics
36. Major features of 74th Amendment Act 1992
37. Explain the concept of rural local self-government
38. Major features of 73rd Amendment Act 1992
39. Explain the characteristics of political parties in India
40. Explain the inequalities generated due to caste system in India
41. Discuss the inequalities caused by the caste system.
42. Explain the consequences of caste conflicts in India.
43. Discuss the causes and consequences of communalism in India.
44. What are the measures to overcome the problem of communalism and casteism?

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45.Discuss the inter-group conflicts caused due to caste inequalities

46.Indian society. Suggest measures to eradicate caste conflicts,

47.Write a note on linguistic conflicts in India.

48.Discuss the problems of regionalism.

49.What are the measures to resolve linguistic conflicts in India?

50.Define communalism. Describe the causes of communalism.

51.What is regionalism? Examine the causes of regional conflicts in India.

52.Explain the various issues related to regional conflicts in India.

53.Write a note on regional conflicts in India. Substantiate with examples.

54.Explain the various causes of Regionalism in India with suitable examples.

55.Explain the term caste. What are the inequalities caused by caste system in India?

56.Discuss the reasons for communal violence in modern India.

57."Issues related to regionalism are integral to India" Comment.

58.Define communalism and explain the factors responsible for the growth of communalism in India.

59.Discuss linguism as a basis for inter-group conflict and suggest measures to resolve linguistic conflicts in India.

60.Comment on various issues regarding communalism in India.

61.Discuss the reasons for communal violence in modern India. Suggest measures to overcome the problems of communalism.

62.Write short notes on:

(a) Inequalities caused by caste system in India
(b) Causes of linguistic conflicts
(c) Caste conflicts in India
(d) Linguistic conflicts in India.

Subject Teacher

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Convenor

The South Indian Association's
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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

CLASS	FYBAF	Subject	Foundation Course-I
SEM	I	Teacher	Mrs. Sunita Sidhaui

SR NO	QUESTIONS	A	B	C	D
1	The term _____ refers to a state of intellectual development or manners.	**culture**	religions	languages	None of the above
2	_____ is defined as the study of the size, growth, age and geographical distribution of human population.	geography	**demography**	diverse	None of the above
3	Tamil, Telugu, Kannada and Malayam are _____ languages.	northern	central regions	**Dravidian**	None of the above
4	Ethnic groups in Assam and other parts of eastern India speak _____ languages.	Sino-Tibetan	Brahmi	**Austro-Asiatic**	None of the above
5	People in Northern Himalayas and near the Burmese border speak _____ languages.	Dravidian	**Sino-Tibetan**	Austro-Asiatic	None of the above
6	The written forms of language and script come from an ancient Indian script called _____.	**Brahmi**	Austro-Asiatic	Dravidian	None of the above
7	_____ has the federal status of associate / subsidiary official language.	Marathi	**English**	Tamil	None of the above
8	The Indian constitution uses the term _____ instead of language or dialect.	**mother tongue**	*language*	*dialect*	None of the above
9	_____ means all religions and citizens irrespective of their faith would be treated impartially.	religions	citizens irrespective	**secular state**	None of the above
10	_____ and _____ are two important words that should be borne in mind in a multi-religious society.	**tolerance and respect**	multi-religious	atmosphere	None of the above

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11	The Sanskrit word for caste is _____ which means colour.	Vaishya	**varna**	Shudra	None of the above
12	The caste stratification of the Indian society had its origin in the _____ system.	Vedic period	caste	**chaturvarna**	None of the above
13	_____ and _____ have been the bases of varna vyavastha.	Varna Vyavstha	**purity and pollution**	Varna Dharma	None of the above
14	Gender study is carried out in relation to _____.	number of males	number of females	**sex-ratio**	None of the above
15	_____ is defined as the number of females per thousand males.	**sex-ratio**	males	females	None of the above
16	India is the _____ largest country by area in the world.	**fourth**	tenth	seventh	First
17	The eighth schedule of Indian constitution enumerates _____ languages.	**22**	26	29	24
18	A system of structured inequality which rates and ranks members of a society based on definite criteria	**Social stratification**	Demography	Diversity	Unity
19	an established system of classifying groups, based on caste, economic status, etc.	**Social stratification**	Demography	Diversity	Unity
20	Caste system is _____ a form of stratification	political	economic	**social**	Democratic
21	_____ opposed the practice of sati.	**Raja Rammohan Roy**	Mahatma Phule	Sardar Vallabhai Patel	Mahatma Gandhi
22	Denial of share in property is a _____ form of violence.	**domestic**	psychological	spiritual	criminal
23	Dr. Ambedkar burnt Manu Smriti symbolically in 1927 to destroy _____ and caste discrimination	child marriage	**untouchability**	child labour	dowry
24	_____ is the main reason of female foeticide.	**Preference for male child**	Unemployment	Globalisation	All of the Above
25	The major cause of declining sex ratio is _____.	**poverty**	pollution	smoking	population
26	Gender is a _____ concept.	**sociological**	economic	biological	scientific
27	Pre-Conception and Pre-Natal Diagnostic Techniques Act (PCPNT) is aimed at preventing _____	**female foeticide**	child marriage	maternal mortality	domestic voilence
28	The traditional Hindu society was divided into _____ Varnas.	one	three	**four**	six

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29	_____ has the lowest child (0-6 age group) sex ratio in India.	Punjab	**Haryana**	Meghalaya	Bihar
30	_____ are persons below the age of 18 years who commit socially undersirable acts.	Victims	Destitutes	**Delinquents**	Dyslexia
31	_____ is a defect due to extra chromosome.	Cretinism	Microcephalus	**Down's Syndrome**	Dyslexia
32	In — system, a person's social position was determined by ownership, occupation and heredity status.	class	caste	**estate**	None of above
33	The ancient Hindu scriptures depict women as _____ where references are made to Goddess Kali.	Prakriti	Sati	**Shakti**	All of the Above
34	_____ is the only State where females out number males.	Mizoram	**Kerala**	Maharashtra	Goa
35	Every caste or sub-caste insists that its members should _____ within the group.	Mr. Nesfield	Prof. Ghurye	**Marry**	None of the above
36	Each caste or a group of allied castes was traditionally associated with a particular _____.	specific occupation	skilled activity	**Occupation**	None of the above
37	55 per cent of SC population are still deprived from _____ regarded as the basic and essential component of human development.	sub-castes	**Education**	Caste System	None of the above
38	According to census definition a worker is categorized as '_____' if she/he has worked for 6 months or more.	**Main worker**	total workers	marginal workers	None of the above
39	Inter-caste conflicts arise when higher castes _____ the lower castes,	**Exploit**	features of caste	caste system	None of the above
40	With the passing of political power to the people, castes have become _____ groups	small segments	single caste category	**Pressure**	None of the above
41	A caste is 'dominant' when it wields _____ and political power.	caste is crucial	**Economic**	lower_castes	None of the above
42	The _____ of the upper castes has always been to consolidate and maintain their high social status.	high caste	lower castes	**Attitude**	None of the above
43	The MCC collects a levy called _____ tax from contractors and big landlords to meet its day-to-day expenses.	individual annihilation	**Rangdari**	caste enemies	None of the above

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44	The best examples of these caste conflicts due to exploitation, economic grievances and deprivation are found in _____.	**Bihar**	lower castes	intermediate	None of the above
45	Anti–Hindi agitations took place in _____ India.	Northern	**Southern**	Western	None of the above
46	Dr. Ambedkar burnt Manu Smriti symbolically in 1927 to destroy _____ and caste discrimination.	Child Marriage	**Untouchability**	Child Labour	None of the above
47	Endogamy is the essence of Caste System.	**True**	False		
48	Caste system does not enforce any restriction with regard to inter – dining and inter – marriage.	True	**False**		
49	For what period does the Vice President of India hold office ?	**5 years**	Till the age of 65 years	6 years	2 years
50	The President gives his resignation to the	Chief Justice	Parliament	**Vice President**	Prime Minister
51	The Governor of a State is appointed by the President on the advice of the	**Prime Minister**	Vice- President	Chief Minister	Chief Justice
52	The total number of members nominated by the President to the Lok Sabha and the Rajya Sabha is	16	18	**14**	12
53	Who appoints the Prime Minister of India ?	Vice-President	**President**	Parliament	Citizens of India
54	Who was the first Prime Minister of India ?	**Jawaharlal Nehru**	Mrs. Indira Gandhi	Dr. Rajendra Prasad	Mahatma Gandhi
55	Chief Minister of a State is responsible to	Prime Minister	Rajya Sabha	**Legislative Assembly**	Governor
56	Which of the following is described as the 'Soul of the Constitution'?	Fundamental Rights	Fundamental Duties	Directive Principles of State Policy	**Preamble**
57	The term 'We' in Preamble means	Indian Government	Supreme Courts	Indian Parliament	**The People of India**
58	Indian Constitution ensures 'Justice' in which of the following form	Social	Economic	Political	**All of the above**

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59	Preamble has been amended by which Amendment Act?	27th Constitutional Amendment	**42nd Constitutional Amendment**	44th Constitutional Amendment	40th Constitutional Amendment
60	As per Preamble, date of adoption of the Constitution is	26th January 1950	**26th November 1949**	11th December 1946	(a) None of the above
61	The correct sequence of the following words in the Preamble is	Sovereign, Democratic, Socialist, Secular, Republic	**Sovereign, Socialist, Secular, Democratic, Republic**	Sovereign, Socialist, Democratic, Secular, Republic	None of these
62	Dr. Ambedkar burnt Manu Smriti symbolically in 1927 to destroy _____ and caste discrimination.	Child Marriage	**Untouchability**	Child Labour	None of the above
63	A caste is 'dominant' when it wields _____ and political power.	caste is crucial	**Economic**	lower castes	None of the above
64	Political parties that contest local, state, national elections are requiredto register with the_____of India.	**Election Comission**	Supreme Court	**President**	High court
65	Political parties recognized in_____or more States are consideredas national parties.	Six	Five	**Four**	Two
66	The political parties which do not get a majority, plays the role of _____parties	**Opposition**	ruling	suppressing	winning
67	The_____governments enjoy greater degree of autonomy in decision-making	Union	state	**local**	None of above
68	The urban areas in India are looked after by the_____	**Muncipalities**	State	Panchayati Raj	Zilla parishad
69	The Municipal Corporation of Greater Mumbai operates under the _____	State government	**Brhanmumbai Muncipal Corporation**	Union Government	Local government
70	The Councillor enjoys a term of_____years.	two	three	**five**	six
71	The_____is the first citizen of the city.	President	Governor	**Mayor**	Ward member
72	_____is formed according to the 74th constitutional amendment.	Nagar Parishad	**Nagar Pachayat**	Panchayati Raj	Union Government

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73	The rural local self-government in India is described as_____	Nagar Parishad	Nagar Parishad	**Panchayati Raj**	State government
74	_____was the first State to establish Panchayati Raj system in India.	**Rajasthan**	Maharastra	Gujarat	Shimla
75	_____is the apex institution in the Panchayati Raj system in India.	**Zilla Parishad**	Pachayat samiti	Gram Pachayat	Nagar Parishad
76	_____is the head of the Gram Panchayat.	President	Chairperson	**Sarpanch**	Mayor
77	Empowerment of women in politics means the participation of women in political_____process.	**decision making**	formation	alliance	decenteralisation
78	73rd Amendment of the Indian Constitution is related to_____	indipendent judiciary	**Pachayat Raj**	parlimentary system	Local government

Subject Teacher

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FYBAF - BC SEM II QUESTIN BANK

Explain the principles of effective presentation.

What preparation does a candidate do for an interview?

What is Public Relations? State the primary responsibilities of Public Relations Department.

Discuss the advantages and disadvantages of a Conference.

What is a committee? State its types.

How does public relations department maintain relations with internal public?

What are the necessary points to be considered for a meeting?

Explain the stages in an interview

Define Interview. Explain steps involved in interviewing process in detail.

Discuss in detail pre conference activities

List out the functions of Public Relations.

Discuss the role of Chairperson in a meeting.

SHORT NOTES

Appraisal interview

Skype

Video conferencing

Disadvantages of committees

Disadvantages of committees

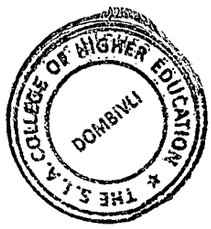
Grievance interview

What is a press release? How to write a press release.

Advantages of forming a committee

Preparation by interviewee.

Types of meetings.



AIDA Formula.

Crisis Management.

Appraisal Interview.

Webinar



FYBAF - AUDITING SEM II QUESTION BANK

Define Errors and explain its types
Explain the advantages of Auditing
Explain the Principles of Auditing
Define Interim Audit and explain its advantages
Define Audit Programme and explain its contents
What are the essentials of good Audit Evidence
Explain the different techniques of Auditing
Explain the contents of Permanent Audit File
Distinguish between Test Checking and Routine Checking
Explain the advantages of Statistical Sampling
Distinguish between Internal Audit & Statutory Audit
Explain the disadvantages of Audit Programme
Explain the limitation of Internal Control
Explain Internal Control for Debtors
Define Fraud and explain its types
Explain the disadvantages of Auditing
Explain the Principles of Auditing
Define Final Audit and explain its disadvantages
Define Audit Programme and explain its advantages
Explain the classification of Audit Procedures
Explain the different Auditing Techniques
Explain the contents of Current Audit File
Define Internal Check and explain auditor's duty regarding Internal Checks
Explain the functions of Internal Audit
Distinguish between Test Checking and Routine Checking
Explain the factors to be considered while designing the Audit Sample
Explain the features of Internal Control
Explain Internal Control for Creditors
Define the term Auditing and explain the basic Principles of Auditing.
Explain the difference between Internal Audit and Statutory Audit.
What is Audit Programme and explain the advantages of Audit Program.
What are the Pre-audit considerations ?
Write the steps to design an internal control system for salaries and wages.
How does an auditor select the audit samples?
What is Continuous Audit and explain the advantages of Continuous Audit
Write the contents of Working Papers.
Explain the different qualities of an Auditor
What do you mean by Final Audit ? Explain the advantages of Final Audit.
Define Audit Sampling and explain the methods of selecting sample items.
What is Test check? Write the advantages of Test check.
Write the steps to design an internal control system for debtors.
Write the distinguish between Auditing and Accounting

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FA SEM II FYBAF QUESTION BANK

You are given a) The Balance Sheet of Prince as on 31st March, 2014 b) A cash account for the year ended 31st March, 2015 and c) Additional Information

You are required to prepare Trading and Profit and Loss A/c for the year ended 31st March, 2015 and Balance Sheet as on that date.

Balance Sheet as on 31st March, 2014

Liabilities	Amt	Assets	Amt
Creditors	108000	Cash Balance	27000
Bills Payable	216000	Bank Balance	54000
Capital	540000	Billls Receivable	108000
		Debtors	135000
		Stock	108000
		Furniture	54000
		Plant	378000
	864000		864000

COLLEGE OF HIGHER EDUCATION * THE S.I.E.S. * DOMBIVLI

Cash and Bank Account for the year ended 31st March, 2015

Receipts	Amt	Payments	Amt
To Balance b/d	81000	By Drawings	64800
To cash Sales	186000	By Wages	108000
To Collection from Debtors	432000	By payment to creditors	186000
To Bills Receivable	405000	By Bills Payable	324000
		By Sundry Exps	162000
		By Rent, Rates and Taxes	108000
		By Balance c/d	151200
	1107000		1107000

Additional Information :

1. Debtors as on 31st March, 2015 - 216000
2. Creditors as on 31st March, 2015 - 135000
3. Bills Receivable as 31st March, 2015 - 162000
4. Bills Payable as on 31st March, 2015 - 270000
5. Stock as on 31st March, 2015 - 162000
6. Discount Allowed - 5400
7. Discount Received - 10800
8. Bills Receivable Endorsed - 81000
9. Bills Receivable in Hand dishonoured during the year - 27000
10. Bills Receivable as endorsed dishonoured - 10800
11. Bills Payable dishonoured - 10800

Armstrong of Beed on 1st January, 2015, 1600 Hard disk costing Rs. 3000 per piece to Tom of Delhi. Freight charges incurred on the consignment were Rs. 51000. On 1st January, 2015 Armstrong drew a bill on Tom for Rs. 900000 payable on 31st March, 2015 which was duly accepted by Tom. The bill was discounted by Armstrong with his

bankers on the same day at 12 % p.a discount to be treated as consignment expenses. Tom rendered account to Armstrong on 31st March, 2015 showing cash sales of 600 Hard Disks at Rs. 3400 per disk and credit sales of 1000 hard disk at Rs. 3600 per hard disk. He incurred selling expenses of Rs. 88160. Tom was entitled to a commission of 10 % and additional 2 % as Del Credere Commssion. On 31st March, 2015, Tom remitted to Armstrong the amount due to him. You are required to prepare Consignment Account and Tom A/c in the books of Armstrong.

Moon Corporation of Mumbai has a branch at Pune. The head office invoice goods to branch at cost plu . The branch transfers all cash received to head office daily. All branch expenses are paid from t head office.

From the following information prepare Branch Stock, Branch Debtors A/c, Branch Adjustmtent , and Branch Profit and Loss A/c.

Particulars	Amt
Branch Stock (01/01/2015) at IP	160000
Branch Debtors (01/01/2015)	40000
Petty Cash (01/01/2015)	4000
Cash Sales	60000
Discount allowed to Branch Debtors	8000
Bad Debts Written off	6000
Returns from customer	3000
Collection from Debtors	240000
Goods sent to Branch (IP)	400000
Goods Returned to H.O (IP)	32000
Credit Sales	300000
Closing Stock (31/12/2015 at IP)	200000
Cheques recd from HO for Expenses	
Salaries	24000
Rent and Taxes	12000
Advertising	10000
Petty Cash	6000
Actual petty expenses incurred by branch	8000

THE S.I.A. COLLEGE OF HIGHER EDUCATION DOMBIVLI

On 17th June, 2018, due to a fire in the warehouse of Badluck Ltd. The greater part of the stock were destroyed. The business books and records were saved, and the stocks of the value of Rs. 8460 was salvaged.

The following particulars were ascertained :

Particulars	Amt
Stock at cost as on 31/03/2017	43200
Stock as on 31/03/2018	47100
Purchases for the year ended 31/03/2018	91800
Sales for the year ended 31/03/2018	150000
Purchases from 01/04/2018 to 17/06/2018	37500
Sales from 01/04/2018 to 17/06/2018	53400

In valuing the stock as on 31st March, 2018 Rs. 900 was written off a particular line of goods which were originally purchased at Rs. 1800 and actually sold in April 2018 for Rs. 1500. Except for this transaction the Gross Profit remains the same.

You are required to calculate the claim to be presented to the Insurance Company in respect of stocks destroyed by fire.

M/s Mitran Steel Suppliers does not maintain double entry books of accounts. They have furnished you with the following information :

Particulars	01/04/2015	31/03/2016
Sundry Debtors	287040	268560
Stock	72480	125080
Sundry Creditors	251280	290840
Furniture	130000	?
Machinery	200000	?
Cash and Bank Balance	50700	?

Summary of Cash Transactions for the year 2015-16

Particulars	Amt
Cash Sales	50000
Received from Debtors	1380760
Paid to Creditors	980520
Wages paid	65120
Salaries paid	88760
Printing and Stationary Exps paid	24720
Drawings	24000
Machinery Purchased on 1st Oct, 2015	100000
Additional Capital introduced	70000
Commission received in cash	105200
Cash purchases	84300
General Exps paid	38900



Discount Allowed was Rs. 5300 and discount received was Rs. 5060. Bad Debts written off were Rs. 8240. Depreciation is to be provided on Furniture @ 10 % p.a and on Machinery @ 20 % p.a. Wages outstanding Rs. 11000.

Prepare Trading, Profit and Loss A/c of M/s Mitran Steel Suppliers for the year ended 31st March, 2016 and Balance Sheet as on that date.

Amy of Kolkata consigned on 01/01/2013 goods at invoice value of Rs. 37500 which was made up by adding 25% on cost. To Jackson of Chennai. Amy paid Rs. 900 as freight and Rs. 600 as insurance on these goods.

On 30/06/2013 Amy received a remittance of Rs. 21000 with an account sales from Jackson showing that he had :

1. Sold 3/5th of goods for Rs. 27000
2. Paid Rs. 450 as landing charges and Rs. 750 as selling expenses.
3. Retained his commission of 10 % on gross sales.

You are required to write up
Consignment A/c and Jackson A/c in the books of Amy. For the period ended on 30/06/2013 which is the end of his accounting year.

Mumbai soap mills Ltd has branch at Surat. Goods are invoiced to branch at cost plus 50 %. Branch remits all cash received to the head office and all expenses are met by Head Office. From the following particulars prepare Branch Stock A/c, Branch Debtors A/c, Branch Profit and Loss A/c, Branch Expenses A/c and Branch Adjustment A/c

Particulars	Amt
Stock as on 1st April, 2017 at IP	186000
Debtors as on 1st April, 2017	136000
Goods Invoiced to Branch at cost	680000
Sales at branch	
Cash sales	500200
Credit sales	620000
Collection from debtors	608000
Goods returned by debtors	24000
Goods returned by branch to Head Office	3000
Shortage of Stock	9000
Discount allowed to customers	4000
Expenses at Branch	108000

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On 30th March, 2014 fire occurred in the premises of M/s BadKismat Brothers. The concern had taken an insurance policy of Rs. 120000 which was subject to average clause. From the books of accounts, the following particulars are available relating to the period 1st January, to 30th March, 2014
Stock as per Balance Sheet as at 31st December, 2013 - 191200
Purchases (including Purchases of Machinery costing Rs. 60000) - Rs. 340000
Wages (including wages Rs. 6000 for installation of Machinery) - Rs. 100000
Sales - Rs. 536800
Gross Profit Ratio is 20 % of sales
The value of salvage goods was Rs. 24600
You are required to compute the amount of the claim to be lodged with the insurance company.

Mr. Virat does not maintain proper books of accounts. He produces following information:

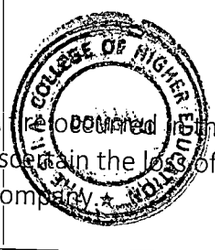
Particulars	Rs.
Receipts:	
From Debtors (cash)	30,000
Capital introduced (Bank)	15,000
Loan From (Bank)	10,000
Cash Sales	12,000

Payments:	
To Creditors (Bank)	12,500
For Expenses (Cash)	6,000
Salaries (Cash)	9,000
Drawings (Cash)	18,000
Cash Purchases	9,000

Additional Data:

Particulars	*1-4-18* *Rs.*	*31-3-19* *Rs.*
Bank Balance (O/D)	1,000	?
Cash on Hand	800	2,800
Debtors	8,600	6,800
Creditors	3,000	3,600
Stock	6,000	8,400
Plant	20,000	20,000

Note: Depreciation plant @ 20% p.a. Prepare Final Accounts.



A fire occurred in the premises of Miss Dipti on 14-10-2019. From the following particulars ascertain the loss of stock and prepare a statement of claim to be lodged with insurance Company.

Particulars	Rs.
Stock as on 1-1-2018	61,200
Purchases from 1-1-2018 to 31-12-2018	2,44,000
Sales from 1-1-2018 to 31-12-2018	3,60,000
Stock as on 31-12-2018	54,000
Purchases from 1-1-2019 to 14-10-2019	2,94,000
Sales from 1-1-2019 to 14-10-2019	3,00,000

The stocks were always valued at 90% of cost price. Salvage was Rs.36, 000. The amount of policy was Rs.1, 26,000.
The claim was subject to average clause.

The Mumbai Motors Ltd. Consigned to their agent in Pune two motor cars costing Rs. 48,000 each for sale. Commission was payable ordinary 8% and del-credere commission 2%. The agent was to bear all expenses in Patna which amounted to
Rs.6, 500. The agent sold one car for Rs.65, 000 and remitted Rs.52, 000 on account. The second car was sold for Rs. 71,500 but out of this a sum of Rs.13, 000 became bad debt. Open the necessary accounts in the books of both consignor and consignee.

Ajay sold goods on behalf of Vijay on consignment basis. On January1, 2019, he had with him a stock of Rs.20, 000 on consignment.
Ajay had instruction to sell the goods at cost plus 25% and was entitled to a commission of 4% on sales, in addition to 1% Del credere commission on total sales for guaranteeing collection of all the sales proceeds.
During the year ended 31st December, 2019 cash sales were Rs.1, 20,000, credit sales Rs.1, 05,000 and Ajay's expenses relating to the consignment Rs.3, 000 being salaries and insurance. Bad debts were Rs. 3,000 and goods sent on consignment Rs.2, 00,000.
From the above, prepare consignment Account and consignee's Account in the books or Vijay and important Ledger accounts in the books of Ajay

Following Information is given to you from the books of Kalyan Law Agency for its branch at Virar for the financial year 2018-19. Prepare Virar Branch A/c in the books of Kalyan Law Agency.

Particulars	*Rs.*	*Particulars*	*Rs.*
Balance as on 1-4-2018	-	Transactions during 2013-19	
- Branch Debtors	1,200	- Goods sent by H.O.	7,800
- Stock	600	- Cash sent by H.O. for petty cash	2,000
- Cash	100	- Goods lost at branch	750
Balance as on 31-3-2019		- Credit Sales	3,600
- Branch Debtors	?	- Insurance claim received by branch	600
- Cash	600	- Cash received from debtors	2,400
- Stock	1,000	- Discount allowed	480
		- Bad debts	520
		- Goods returned by debtors	100
		- Branch Exp. Paid by H.O.-Salary	320
		- Advt.	780
		- Amount remitted by branch to H.O.	8,460

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From the following details relating to the Delhi Branch for the year ending on 31st March 2019, prepare the Branch Account in the books of the Head office.

Particulars	*Rs.*	*Particulars*	*Rs.*
Stock as on 1-4-2018	25,000	Cash received from Debtors	65,000
Debtors as on 1-4-2018	10,000	Cash paid by Debtors	
Furniture as on 1-4-2018	6,000	Directly to H.O.	5,000
Petty Cash as on 1-4-2018	1,000	Stock as on 31-3-2019	15,000
Insurance Pre-paid as on 1-42018	300	Goods returned by Branch	2,000
Salaries outstanding as on 1-4-2018	4,000	Goods returned by Debtors	1,000
Goods sent to Branch during 2018-19	2,00,000	Cash sent to Branch for Expenses:	
Cash sales during the year	2,70,000	- Rent (Rs.800 p.m.)	9,600
Total Sales	3,50,000	- Salary (Rs.4, 000 p.m.)	48,000
Petty Cash Expenses	2,200	- Petty Cash	2,000
Discount allowed to Debtors	500	Insurance (up to June, 2019)	1,200

Goods costing Rs.2, 500 were damaged in transit and a sum of Rs.2, 000 was recovered from the insurance company in full settlement of the claim. Depreciate the Furniture @ 10% p.a.

Long answers

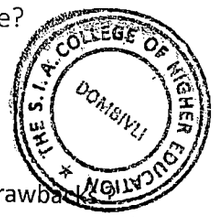
Distinguish between Single Entry and Double Entry System.

What are the different types of commission on consignee?

what do you mean by consignment ? Explain its features ?

Explain in brief Memorandum Trading A/c ?

what do you mean by single entry system? Enumerate its drawba



Distinguish Between Debtors Method and Stock and Debtors Method

short note

Valuation of Consignment Stock

Stock and Debtor System

Memorandum Trading Account

Goods in Transit

Conversion Method – Double Entry System.

Note on Conversion method

Del-Credere Commission

Note on Dependent Branch

Branch Adjustment A/c

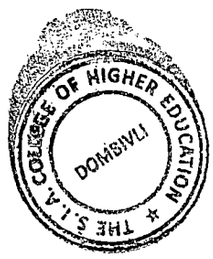
Note on Memorandum Trading A/c

Note on Conversion method

Del-Credere Commission

Note on Dependent Branch

Branch Adjustment A/c



ECS SEM II QUESTION BANK

Explain the various parts of General Reports.

Draft an internal circular informing the employees of extra working hours for the next one month increase in order received from a foreign supplier.

Explain the essential parts of a letter.

What is a press release? How can you write a good press release.

Draft a letter of complaint for shortage in quantity of goods received.

You have applied for a passport 3 months ago and haven't heard from the department so far. Wri RTI letter asking for the reason for delay.

Explain the qualities required for an efficient copywriter.

Explain the parts of Ad Copy.

What are the principles of editing?

How does one achieve clarity in an article?

How do graphs and charts help in interpreting data.

Write a report on the misappropriation of funds in Moodwin Jewellers.

Give the essentials of a notice.

You are the Chairperson of a Committee in the Electricity Board. The Chairman of the Electrici Board, Dombivli Branch has asked you to submit a report on the irregularities in his branch.

What is a notice. What are the essentials of a notice.

Draft a letter of complaint for goods not received as per your specification.

What is publicity? Explain the types of publicity or advertising

Discuss the importance of publicity in today's world.

Describe the tools of print and electronic media.

Explain the principles of copywriting.

Write a report on the Spread of Corona Virus in Mumbai

Heavy rainfall has blocked the major routes of the city. Write a news report.

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Discuss importance of publicity in today's world.

How do graphics illustrations such as graphs, charts, tables etc, help us to understand the content better.

Write a letter under RTI Act to passport office asking them the reason for delay in issuing your passport.

Describe the various types of news report.

Describe tools of print and electronic media.

Write a complaint letter to "Samsung Company for the late delivery of L.E.D T.V.

Write a letter to the editor of a newspaper drawing attention to a civic problem in your area.

Explain the concepts

E-mail

Sales letter

Notice

Punctuation

Paraphrasing

Precis writing

Copy writing

Circulars

RTI

AIDA

Press Release

Health reporting

Hard news

Press release

Body copy

Plagarism

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Notice

RTI

Copywriting

Plagiarism

Circulars

Political Reporting

Press Release

Short Notes

Synopsis

Headlines

e-mail

Advertising spot

Soft news

Circular

Write a Jingles of 4 – 6 lines

Punctuation

Soft news and hard news

Body copy

RTI

Types of report

Magazine Editing.

FC SEM II QUESTIO BANK - FYBAF / BMM

Define migration. Explain Types and effects of migration.

Answer the following questions
Discuss globalization and changes in agrarian sector.

Define UDHR. Explain the characteristics of UDHR.

Answer the following questions
Discuss guidelines of Sustainable development.

Explain impact of environmental degradation on human life.

Answer the following questions

What are stress. Explain organization stressors.

What is globalization? Explain the impact of globalization on IT and agriculture.

Explain the term Migration. Give its causes and effects.

Explain the evolution of Human Rights

Discuss Cultural and Educational Rights and Right against Exploitation as described in the Indian Constitution

"Environment enhances quality of human life". Justify.

Explain the causes of Agression & Violence in society and measures to resolve them.

Explain Maslow's extended theory with a diagrammatic representation and example.

Short note

Significance of values in individual development

Maslow's Theory of Self –Actualization.

Types of migration.

Reasons for farmers suicide.

Globalization

Family as an agent of socialization

Values

Ecology

First steppers

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LAW SEM II QUESTION BANK

Explain agency by holding out and agency by exception.

Define bailment. Give the essentials of bailment.

Explain the rules as to delivery of goods.

Define Goods. Give its type with examples.

What is an auction? Explain the procedure of an auction sale.

What are the rights and duties of the buyer.

Give the meaning of the term 'Holder' and state the rights of holder in due course.

What is a negotiable instrument? Give the characteristics of negotiable instruments.

What is a Bill of Exchange? Give the difference between a Bill of Exchange and a Promisory Note.

Under the Consumer Protection Act, who is a consumer & who is not a consumer

What is a consideration? Give the essentials of a consideration.

When is Consent not said to be Free. Explain.

Explain the term bailment. Give its essentials.

What is consideration? State the essentials of consideration.

Explain the various rights of an unpaid seller

Explain how an agency is created.

Elaborate on the rules as to Delivery of Goods.

Distinguish between Sale and Agreement to Sell.

What is a Promisory Note? How does a promisory note differ from a Bill of Exchange.

Draw and explain the different types of crossing

What are the ways in which the liability of a party to a negotiable instrument comes to an end?

Write in detail regarding Maturity of an Instrument.

Define contract distinguish between agreement and contract

Distinction between coercion and undue influence

"No consideration no contract" discuss and state exceptions to the rule.

Define bailment and state it's essential elements

Who can be appointed as an agent and a principal?

Distinguish between sale and hire purchase agreement

Write a note rights and duties of the buyer under sale of goods act 1930

Define negotiable instrument ? What are their special features ?

Distinguish between promissory note and Bill of exchange

Distinguish between Cheque and Bills of exchange

Define and explain the essential elements of bills of exchange

Short Notes

Mistake

Minor

Unfair trade practice

Hire purchase agreement

Buyer beware

Goods

Types of bailment

Auction sale

Manufacturer

Contract of Guarantee

Defect in goods

Dishonour of Cheque

Classification of contract

Unfair trade practices

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