LECTURER (NON-TECHNICAL)
HUMANITIES (COMMERCE)

1. Second generation reforms in our country do not comprise of which one of following :

(A) Population control

(B) Exploiting the knowledge based global economy

(C) Clean environment

(D) Growing Indian transnational corporations

2. 'X' sells a mobile phone to 'Y' a minor who pays for it by his cheque. 'X' endorses the cheque to 'Z' who takes it in good faith and for value. The cheque is dishonoured on presentation. Can 'Z' enforce payment of the cheque?

(A) 'Z' can enforce the payment of cheque only against 'X'

(B) 'Z' can enforce the payment of cheque either against 'X' or 'Y'

(C) 'Z' can enforce payment of cheque both against 'X' and 'Y'

(D) 'Z' can enforce the payment of cheque only against 'Y'

3. The Competition (Amendment) Act, 2023 revamped the competition Act in which of the following perspectives:

(i) The CCI needs to be intimated if the value of merger and acquisition deal exceeds Rs.2,000 crores

(ii) The overall time line for assessment of combination has been reduced to 150 days from 210 days

(iii) "Exclusive selling agreements" has been replaced with "exclusive dealing agreement"

(iv) Entities who are not engaged in identical or similar trade shall also be part of an Anti-competitive Agreement under Section 3(3) of the Act

(v) Anti-competitive conduct like "tie-up arrangements" "re-sale price maintenance" and "exclusive distribution agreement" have been redefined.

Choose the correct answer from the options given below :

(A) (i), (ii) and (iii) only

(B) (iii) and (v) only

(C) (i), (ii), (iii) and (iv) only

(D) (i), (ii), (iii), (iv) and (v)

4. From the following information you are required to compute Return on Total Capital employed.

Net Profit	Rs.100,000
Provision for tax	Rs.100,000
Income from Investment	Rs.10,000
Fixed Assets	Rs.450,000
Current assets	Rs.150,000
Interest on debenture	Rs.10,000
Reserves	Rs.100,000

Ⓐ 30% Ⓑ 50%
Ⓒ 60% Ⓓ 40%

5. The powers of Controller of Capital Issues of India is now shifted to

Ⓐ Ministry of Finance Ⓑ SEBI
Ⓒ AMFI Ⓓ Ministry of Corporate Affairs

6. Sequence the following steps in the operational functioning of the Asset reconstruction companies (as per SARFAESI Act 2002)

(i) Charge a 2 percent management fee
(ii) Issue security receipts to bank
(iii) Make payment to bank
(iv) Buys loans of bank at a discount
(v) Carry out the recovery

Choose the correct answer from the options given below:

Ⓐ (iii), (iv), (i), (v), (ii) Ⓑ (iv), (ii), (v), (i), (iii)
Ⓒ (ii), (iv), (iii), (v), (i) Ⓓ (iv), (i), (ii), (v), (iii)

7. The annual demand for an item is 3,200 units. The unit cost is Rs.6 and inventory carrying charges 25% p.a. If the cost of one procurement is Rs.150, determine number of orders per year.

Ⓐ 3 Ⓑ 4
Ⓒ 6 Ⓓ 800

8. 'A' and 'B' are partners in a partnership firm without any agreement. 'A' has withdrawn Rs.1,00,000 out of his capital as drawings. What is the interest on drawings that may be charged from 'A' by the firm?

Ⓐ Interest @ 5% p.a. Ⓑ Interest @ 7% p.a.
Ⓒ Interest @ 0.5% per month Ⓓ No interest

9. The total cost of producing y inverters is given by

Total Cost = $y^3 + 60y^2 + 1500y + 2000$

The Marginal Cost, when $y = 10$ units is :

Ⓐ Rs. 300
Ⓑ Rs. 600
Ⓒ Rs. 1,200
Ⓓ Rs. 2,400

1000
6000
15000
2000
24000

10. Relatively elastic demand is

Ⓐ $e_p = 0$
Ⓑ $e_p > 1$
Ⓒ $e_p < 1$
Ⓓ $e_p = 1$

11. Which of the following statements about the fiscal deficit is correct?

Ⓐ It is a part of the total government expenditure that is met by imposing more taxes
Ⓑ It is a part of the total government expenditure that is met through borrowings
Ⓒ It is a part of the total government expenditure that is met by selling the shares held by them in public companies
Ⓓ It is a Part of the total government expenditure that is met by imposing public assets

12. According to simple Kenesian theory, the slope of the aggregate consumption curve against income is

Ⓐ Positive
Ⓑ Negative
Ⓒ Zero
Ⓓ Infinity

13. The condition for the long run equilibrium of a perfectly competitive firm

Ⓐ Price = MC = AC
Ⓑ Price = TC
Ⓒ MC = AVC
Ⓓ MC = MR

14. ________ method measures elasticity between two points.

Ⓐ Proportional or Percentage Method
Ⓑ Outlay Method
Ⓒ Geometric method
Ⓓ Arc Method

15. If $b_{xy} = 0.25$ and $b_{yx} = 0.64$, correlation coefficient is

Ⓐ 0.40

Ⓑ 0.16

Ⓒ 0.89

Ⓓ 0.30

16. The mean and standard deviation of a set of value are 10 and 4 respectively. If 10 is added to each value, then the value of the coefficient of variation in the new set of values will be

Ⓐ 10

Ⓑ 20

Ⓒ 30

Ⓓ 40

17. A coin and pair of dice are tossed together, the total number of possible outcomes for an experiment is:

Ⓐ 12

Ⓑ 36

Ⓒ 60

Ⓓ 72

18. When variations in the values of two variables have a constant ratio, there will be

Ⓐ Zero correlation

Ⓑ Non-linear correlation

Ⓒ Linear correlation

Ⓓ Negative correlation

19. Which of the following arrangement of the procedural steps used in work study is correct?

Ⓐ Select > Record > Examine > Define > Measure > Develop > Install > Maintain

Ⓑ Select > Examine > Record > Develop > Measure > Define > Install > Maintain

Ⓒ Select > Record > Examine > Develop > Measure > Define > Install > Maintain

Ⓓ Select > Examine > Develop > Record > Measure > Define > Install > Maintain

20. Spearman's method is the method of calculating the coefficient of correlation by

Ⓐ Irvin Fischer

Ⓑ Lorenz

Ⓒ Karl Pearson

Ⓓ Charles Spearman

21. In a set of observations, the variance is 50. All the observations are increased by 100%. The variance of the increased observations will become:

Ⓐ 25

Ⓑ 50

Ⓒ 100

Ⓓ 200

22. Statement-I : It is no better to pay employees for little than to pay too much.
Statement-II : Competent employees will remain competent forever.
(A) Statement I is true, but II is false
(B) Statement II is true, but I is false
(C) Both Statements I and II are true
(D) Both Statements I and II are false

23. Arrange the following service gaps as per SERVQUAL approach in the logical sequence.
(i) The gap between service quality specifications and service delivery
(ii) The gap between the customer's expectations and management perception
(iii) The gap between perceived service and expected service
(iv) The gap between management perception and service quality specification
(v) The gap between service delivery and external communications.

Choose the correct answer from the options given below:
(A) (iv), (i), (ii), (v), (iii)
(B) (ii), (iv), (i), (v), (iii)
(C) (i), (iii), (ii), (iv), (v)
(D) (iii), (i), (ii), (v), (iv)

24. Which of the following are the people who purchase new products almost as soon as the products reach the market?
(A) Innovators
(B) Late majority
(C) Early majority
(D) Late adopters

25. Which one of the following is not a reason for adopting skimming price strategy
(A) Product has high price elasticity in the initial stage
(B) When the demand of new product is relatively inelastic
(C) When there are no close substitutes
(D) Elasticity of demand is not known

26. Which of the following principles is being practised by a company when it makes marketing decisions considering consumers' wants and long-run interests of the company, consumer and the general population?
(A) Innovative marketing
(B) Consumer-oriented marketing
(C) Value marketing
(D) Societal marketing

27. Which of the following is not a Customer Oriented Solution, a spun-off from the traditional marketing-mix elements, in designing an appropriate marketing strategy for rural markets?

(A) Affordability (B) Acceptability

(C) Adaptability (D) Availability

28. Which of the following marketing strategy falls under Geocentric kind of international orientation?

(A) Extension of domestic strategy to foreign markets

(B) Global standardisation

(C) Localisation

(D) Trade off between localisation and standardisation

29. Match the following with the most suitable options.

List-I		List-II	
a.	Modigliani-miller approach	1.	Commercial paper
b.	Net Operating income approach	2.	Working capital
c.	Short term money market instrument	3.	Capital structure
d.	Factoring	4.	Arbitrage

Codes :

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

30. Capital Structure is an optimal mix of which one of the following options

(A) Sales and profits (B) Debt and equity

(C) Current assets and fixed assets (D) Assets and Liabilities

31. Which of the following acts in India primarily focuses on ensuring the health, safety, and welfare of workers in factories?

(A) Factories Act, 1948

(B) Mines Act, 1952

(C) Industrial Disputes Act, 1947

(D) Employees' State Insurance Act, 1948

32. What are the main aims of Employee Assistance Programmes?

(A) To alter the organizational culture.

(B) To address team and individual performance and well-being in the workplace

(C) To focus the attention of employees to the power structures of an organization

(D) To establish effective methods of care and support for everyone in an organization

33. Training technique which teaches the importance of resolving matters is known as

(A) Built-in-Tension

(B) Shadowing

(C) Tag Teams

(D) Mirroring

34. Which of the following is a statutory body responsible for formulating and enforcing regulations related to occupational safety and health in India?

(A) National Safety Council (NSC)

(B) Bureau of Indian Standards (BIS)

(C) National Disaster Management Authority (NDMA)

(D) Indian Institute of Safety Management (IISM)

35. To help the country's credit situation, the RBI may

(A) Reduce Repo Rates

(B) Purchase stocks and bonds in the open market

(C) Reduce the cash reserve to debt ratio

(D) Sell securities in the open market

36. GDP at factor cost is

Ⓐ P(Q) + P(S)

Ⓑ GDP – IT – S

Ⓒ GDP + DT + S

Ⓓ GDP – DT + S

37. What is the primary benefit offered to businesses in special Economic Zones or SEZs?

Ⓐ Guaranteed market share

Ⓑ Tax and concessions

Ⓒ Unlimited foreign investment

Ⓓ Mandatory government contracts

38. Which of the following economic narratives relates the trade between any two countries to the sign of their economics?

Ⓐ Phillips Curve

Ⓑ Fisher effect

Ⓒ C. Gravity model

Ⓓ D. Kuznets Curve

39. IBRD (International Bank for Reconstruction and development) is also known as

Ⓐ Exim Bank

Ⓑ World Bank

Ⓒ International Monetary Fund

Ⓓ International Bank

40. ____________ was replaced by the ____________ on 1st Jan, 1995.

Ⓐ GATS, WTO

Ⓑ WTO, GATT

Ⓒ GATT, WTO

Ⓓ IMF, GATT

41. The term Euro Currency market refers to

Ⓐ The international foreign exchange market

Ⓑ The market where the borrowing and lending of currencies take place outside the country of issue

Ⓒ The countries which have adopted Euro as their currency

Ⓓ The market in which Euro is exchanged for other currencies

42. In foreign trade, an adverse balance of trade occurs when

Ⓐ Export < Import

Ⓑ Export = Import

Ⓒ Export > Import

Ⓓ Export < Production

43. Given below are two statements : One is labelled as Assertion [A] and the other is labelled as Reason [R] :

Assertion [A] : The industrial revolution brought better and faster technology allowing companies to perform more efficiently than ever before and gave them ability to dramatically increase their output.

Reason [R] : In order to meet demand, company leadership had to ensure their employees were productive.

In the light of the above statements, choose the most appropriate answer from the options given below :

(A) Both [A] and [R] are correct and [R] is the correct explanation of [A]

(B) [A] is correct but [R] is not correct

(C) Both [A] and [R] are correct but [R] is NOT the correct explanation of [A]

(D) [A] is not correct but [R] is correct

44. Given below are two statements :

Statement 1 : Policies define an area within which a decision is to be made.

Statement 2: Policies are guides to action, rather than to think.

In the light of the above statements, choose the most appropriate answer from the following options :

(A) Both the statements are correct

(B) Both the statements are incorrect

(C) Statement 1 is correct but Statement 2 is incorrect

(D) Statement 1 is incorrect but Statement 2 is correct

45. Which one of the following is not a feature of privatisation?

(A) Implementing the policy of disinvestment of public sector units

(B) Contraction of the public sector

(C) Reduction of the tax rates

(D) Promoting market dynamism

46. The doctrine of "Caveat emptor" applies in which of the following situations?

(A) When goods are sold by description

(B) When goods are sold by sample

(C) When goods are sold under implied conditions and warranties

(D) When the buyer does not intimate the purpose to the seller and depends upon his own skill and judgement

47. Which of the following was the main purpose behind setting up the Central Pollution Control Board (CPCB)?

(A) The main purpose of the Central Pollution Control Board was to regulate air pollution

(B) The main purpose of the Central Pollution Control Board was to regulate water pollution

(C) The main purpose of the Central Pollution Control Board was to regulate noise pollution

(D) The main purpose of the Central Pollution Control Board was to regulate deforestation

48. Current market price per share of Star Ltd is Rs.90. The expected dividend a year from now is Rs.5 and expected growth rate is 8%. The flotation cost for new issue will be 10%. What is the cost of new equity:

(A) 28%

(B) 14.17%

(C) 7%

(D) 7.08%

49. X ltd. assumed business of M ltd. By discharging the purchase considerations as under

(i) 6000 equity shares of Rs.10 at Rs.12 each
(ii) 1000 preference shares of Rs.10 each
(iii) Rs.7,000 in cash

Amount of purchase consideration will be

72000
10000
7000
89000

Ⓐ Rs.77,000
Ⓑ Rs.7,000
Ⓒ Rs.89,000
Ⓓ Rs.60,000

50. A and B sharing profits in the ratio of 7:3, admit C for 3/7 share in the new firm in which he takes 2/7 from A and 1/7 from Y. The new ratio of A, B and C will be:

Ⓐ 4:2:3
Ⓑ 29:11:30
Ⓒ 14:6:5
Ⓓ 7:3:2

51. Youngster ltd. has forfeited 4,000 shares of Rs.10 each on which application money of Rs.3 has been paid. Out of these 2,000 shares were reissued as fully paid up and Rs.4,000 has been transferred to capital reserve. Calculate the rate at which these shares were reissued.

40,000
20,000
12000
72000

Ⓐ Rs.11/share
Ⓑ Rs.10/share
Ⓒ Rs.9/share
Ⓓ Rs. 8/share

52. Starling ltd. produces and sells a product with a selling price of Rs.50/unit. The total fixed costs are Rs.80,000 and the variable cost per unit is Rs.30. What is the financial breakeven point for starling ltd. in terms of the number of units it needs to sell?

Ⓐ 3,000 units
Ⓑ 4,000 units
Ⓒ 5,000 units
Ⓓ 6,000 units

53. From the following data, calculate the liquid ratio : Current Assets = 50,000; Current Liabilities = 20,000; Inventory = 13,000; Prepaid Expenses = 1,000.

Ⓐ 1 : 1
Ⓑ 1 : 1.8
Ⓒ 1.5 : 1
Ⓓ 1.8 : 1

54. Which of the following statements are correct about Chi-square test?

(i) The only parameter of chi-square distribution is its number of degrees of freedom

(ii) The null hypothesis in given Chi-square test is rejected when calculated value of variable exceeds its critical value

(iii) The rejection region in goodness of fit test lies only in the right tail of distribution

(iv) The Chi-square test is a parametric test

(v) At $\alpha = 0.05$ and V = 1 the critical value of x2 is equal to z-value at the same level of significance

Choose the most appropriate answer from the options given :

Ⓐ (ii), (iv), (v) Only

Ⓑ (i), (iii), (v) Only

Ⓒ (i), (ii), (iii) Only

Ⓓ (ii), (iii), (iv) Only

55. A bag contains 7 red and 4 blue balls. Two balls are drawn at random with replacement. The probability of getting the balls of different colours is

Ⓐ 28/121

Ⓑ 56/121

Ⓒ 1/2

Ⓓ 3/4

56. Given below are two statements: One is labelled as Assertion [A] and the other is labelled as Reason [R].

Assertion [A] : Mean deviation is about 80% of Standard Deviation.

Reason [R] : The quartile deviation is about 2/3 of the Standard Deviation.

In the light of the above statements, choose the correct answer from the options given below:

Ⓐ [A] is true but [R] is false

Ⓑ Both [A] and [R] are true and [R] is the correct explanation of [A]

Ⓒ [A] is false but [R] is true

Ⓓ Both [A] and [R] are true and [R] is NOT the correct explanation of [A]

57. A population has a mean of 200 and a standard deviation of 50. Suppose a simple random sample of size 100 is selected then the probability that the sample mean will be ± 5 of the population mean is

Ⓐ 0.7523

Ⓑ 0.6928

Ⓒ 0.9544

Ⓓ 0.6826

58. Which of the following describes the main objective behind functional foremanship?

(A) To separate the top-level management of a company from its Chief Executive Officer (CEO)

(B) To separate the planning functions from the executive functions

(C) To provide zero free time to workers in a company

(D) To not divide or delegate the work within an organisation

59. Arrange the following stages of the process of organizational change in the sequential order:

(i) Detailed consideration of the proposed change

(ii) Collection of detailed information and development of alternative approaches in relation to the problem or issues

(iii) Evaluation of various alternatives and framing a proposal

(iv) Vocalization of the need to change

(v) Search for the main cause underlying the symptoms encountered

Choose the correct answer from the options given below :

(A) (iv), (v), (ii), (i), (iii)

(B) (iv), (i), (v), (ii), (iii)

(C) (i), (v), (iv), (iii), (ii)

(D) (ii), (v), (iv), (i), (iii)

60. Which of the following is not correct with respect to matrix organisation?

(A) It is a combination of functional and product organisation

(B) Team members have functional home when they are not needed on a project

(C) Functional departments are not permanent fixtures of a matrix organisation

(D) Product departments are created as the need for them arises

61. What is meant by the phrase 'teleological ethics'?

(A) Is used to judge is an action is right, fair and honest

(B) An action can only be judged by its consequences

(C) Developing the individual personal characteristics

(D) The key purpose of ethics is to increase freedom

62. Multi-stage approach to product pricing in a firm involves considerations for setting the price as follows:

(i) Selection of firm's objective

(ii) Composition of marketing-mix

(iii) Selection of target market

(iv) Selection of pricing policy and strategy

Indicate correct sequence:

Ⓐ (iv) → (ii) → (i) → (iii)

Ⓑ (iii) → (i) → (ii) → (iv)

Ⓒ (ii) → (iv) → (iii) → (i)

Ⓓ (i) → (iii) → (ii) → (iv)

63. Consider the names of organisations/persons listed in List - I and their role/functions given in List - II:

	List-I		List-II
a.	Bureau of Indian Standards (BIS)	1.	Measurement of Service quality
b.	*Zeithmal, Parasuraman and Berry*	2.	Measurement of quality of educational service
c.	ISO	3.	Standardisation and quality control of manufactured goods
d.	National Assessment and Accreditation Council	4.	Quality marking and Certification of standards

Indicate the correct matching :

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

64. Acquiring, interpreting, selecting and organising sensory information is called as

Ⓐ Retention

Ⓑ Self-actualisation

Ⓒ Perception

Ⓓ Adoption

65. The price of a company's share is Rs. 80 and the value of growth opportunities is Rs.20. If the company's capitalisation rate is 15%, how much is the EPS?

Ⓐ Rs. 3
Ⓑ Rs. 9
Ⓒ Rs. 12
Ⓓ Rs. 20

66. Which of the following is not true about Capital Budgeting?

Ⓐ Capital Budgeting decisions have an influence on the future stability of an organisation
Ⓑ Capital Budgeting decisions include investments to expand the business
Ⓒ Capital Budgeting decisions are of an irreversible nature
Ⓓ Sunk cost is a part of Capital Budgeting

67. The dividend-payout ratio is equal to

Ⓐ The dividend yield plus the capital gains yield
Ⓑ Dividends per share divided by earnings per share
Ⓒ Dividends per share divided by par value per share
Ⓓ Dividends per share divided by current price per share

68. Identify the correct sequence of the steps involved in the staffing process.

Ⓐ Recruitment, Estimating the Manpower Requirements, Placement, Orientation and Selection
Ⓑ Estimating the Manpower Requirements, Recruitment, Selection, Placement, and Orientation
Ⓒ Estimating the Manpower Requirements, Selection, Placement, Orientation, and Recruitment
Ⓓ Estimating the Manpower Requirements, Selection, Recruitment, Placement, and Orientation

69. KSA represents

Ⓐ Knowledge, Skill, Aptitude
Ⓑ Knowledge, System, Aptitude
Ⓒ Knowledge, Skill, Approach
Ⓓ Knowledge, Skill, Attitude

70. What is the value of the money multiplier when initial deposits are Rs.500 crores and LRR is 10%?

Ⓐ 0.2
Ⓑ 0.1
Ⓒ 10
Ⓓ 20

71. RRBs are a part of which of the following?

Ⓐ NABARD
Ⓑ RBI
Ⓒ Ministry of Finance
Ⓓ Ministry of Rural Development

72. Land Development Banks are a part of which of the following?

Ⓐ NABARD
Ⓑ RBI
Ⓒ Ministry of Finance
Ⓓ Ministry of Agriculture and Farmers Welfare

73. In which year did the Vaghul committee submitted its report

Ⓐ 1992
Ⓑ 1991
Ⓒ 1988
Ⓓ 1987

74. Transactional e-banking is typically a front-end system. That realises on a programming like called

Ⓐ Inter phase
Ⓑ Interlink
Ⓒ Inter join
Ⓓ Inter connection

75. What happens when margin requirements are increased?

Ⓐ There has been no change in the amount of money in circulation
Ⓑ More likely to borrow more money resulting in a rise in the money supply
Ⓒ It decreases borrowing capacity and money supply
Ⓓ It increases borrowing capacity and money supply