Test Booklet Code & Serial No.

प्रश्नपत्रिका कोड व क्रमांक

Paper-III MANAGEMENT

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Signature and Name of Invigilator	Seat No.						
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Γime Allowed : 2½ Hours]		[Ma	axin	num	Ma	rks	: 150
Number of Pages in this Booklet : 20	Number of Que	estion	ns ii	n thi	s Bo	okle	t : 7 8
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Instructions for the Candidates

- Write your Seat No. and OMR Sheet No. in the space provided 1. on the top of this page
- This paper consists of 75 objective type questions. Each question 2 will carry two marks. All questions of Paper-III will be compulsory, covering entire syllabus (including all electives, without options).
- At the commencement of examination, the question booklet 3 will be given to the student. In the first 5 minutes, you are requested to open the booklet and compulsorily examine it as follows
 - To have access to the Question Booklet, tear off the paper seal on the edge of this cover page. Do not accept a booklet without sticker-seal or open booklet.
 - (ii)Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to missing pages/ questions or questions repeated or not in serial order or any other discrepancy should not be accepted and correct booklet should be obtained from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given. The same may please be noted.
 - After this verification is over, the OMR Sheet Number should be entered on this Test Booklet.
- Each question has four alternative responses marked (A), (B), 4. (C) and (D). You have to darken the circle as indicated below on the correct response against each item.

Example: where (C) is the correct response.









- Your responses to the items are to be indicated in the OMR 5. Sheet given inside the Booklet only. If you mark at any place other than in the circle in the OMR Sheet, it will not be evaluated.
- 6. Read instructions given inside carefully.
- Rough Work is to be done at the end of this booklet.
- If you write your Name, Seat Number, Phone Number or put any mark on any part of the OMR Sheet, except for the space allotted for the relevant entries, which may disclose your identity, or use abusive language or employ any other unfair means, you will render yourself liable to disqualification.
- 9. You have to return original OMR Sheet to the invigilator at the end of the examination compulsorily and must not carry it with you outside the Examination Hall. You are, however, allowed to carry the Test Booklet and duplicate copy of OMR Sheet on conclusion of examination
- Use only Blue/Black Ball point pen. 10.
- Use of any calculator or log table, etc., is prohibited. 11.
- There is no negative marking for incorrect answers. 12.

विद्यार्थ्यांसाठी महत्त्वाच्या सूचना

- परिक्षार्थींनी आपला आसन क्रमांक या पृष्ठावरील वरच्या कोप-यात लिहावा. तसेच आपणांस दिलेल्या उत्तरपत्रिकेचा क्रमांक त्याखाली लिहावा
- सदर प्रश्नपत्रिकेत 75 बहुपर्यायी प्रश्न आहेत. प्रत्येक प्रश्नास दोन गुण आहेत. या प्रश्नपत्रिकेतील **सर्व** प्रश्न सोडविणे अनिवार्य आहे. सदरचे प्रश्न हे या विषयाच्या संपर्ण अभ्यासक्रमावर आधारित आहेत.
- परीक्षा सुरू झाल्यावर विद्यार्थ्याला प्रश्नपत्रिका दिली जाईल. सुरुवातीच्या 5 मिनीटांमध्ये आपण सदर प्रश्नपत्रिका उघडून खालील बाबी अवश्य तपासून
 - प्रश्नपत्रिका उघडण्यासाठी प्रश्नपत्रिकेवर लावलेले सील उघडावे. सील नसलेली किंवा सील उघडलेली प्रश्नपत्रिका स्विकारू नये.
 - पहिल्या पृष्ठावर नमुद केल्याप्रमाणे प्रश्नपत्रिकेची एकण पृष्ठे (ii)तसेच प्रश्नपत्रिकेतील एकुण प्रश्नांची संख्या पडताळून पहावी. पृष्ठे कमी असलेली/कमी प्रश्न असलेली/प्रश्नांचा चुकीचा क्रम असलेली किंवा इतर त्रुटी असलेली सदोष प्रश्नपत्रिका सुरुवातीच्या 5 मिनिटातच पर्यवेक्षकाला परत देऊन दुसरी प्रश्नपत्रिका मागवन घ्यावी, त्यानंतर प्रश्नपत्रिका बदलून मिळणार नाही तसेच वेळही वाढवन मिळणार नाही याची कुपया विद्यार्थ्यांनी नोंद घ्यावी.
 - वरीलप्रमाणे सर्व पडताळून पहिल्यानंतरच प्रश्नपत्रिकेवर (iii) ओ.एम.आर. उत्तरपत्रिकेचा नंबर लिहावा.
- प्रत्येक प्रश्नासाठी (A), (B), (C) आणि (D) अशी चार विकल्प उत्तरे दिली आहेत. त्यातील योग्य उत्तराचा रकाना खाली दर्शविल्याप्रमाणे ठळकपणे काळा/निळा करावा.

उदा. : जर (C) हे योग्य उत्तर असेल तर.







- (D) या प्रश्नपत्रिकेतील प्रश्नांची उत्तरे ओ.एम.आर. उत्तरपत्रिकेतच दर्शवावीत. इतर ठिकाणी लिहीलेली उत्तरे तपासली जांणार नाहीत.
- आत दिलेल्या सूचना काळजीपूर्वक वाचाव्यात.
- 7. प्रश्नपत्रिकेच्या शेवटी जोडलेल्या कोऱ्या पानावरच कच्चे काम करावे.
- जर आपण ओ.एम.आर. वर नमूद केलेल्या ठिकाणा व्यतिरीक्त इतर कोठेही 8. नाव, आसन क्रमांक, फोन नंबर किंवा ओळख पटेल अशी कोणतीही खूण केलेली आढळून आल्यास अथवा असभ्य भाषेचा वापर किंवा इतर गैरमार्गांचा अवलंब केल्यास विद्यार्थ्याला परीक्षेस अपात्र ठरविण्यात येईल.
- परीक्षा संपल्यानंतर विद्यार्थ्याने मूळ ओ.एम.आर. उत्तरपत्रिका पर्यवेक्षकांकडे परत करणे आवश्यक आहे. तथापी, प्रश्नपत्रिका व ओ.एम.आर. उत्तरपत्रिकेची दितीय प्रत आपल्याबरोबर नेण्यास विद्यार्थ्यांना परवानगी आहे.
- फक्त निळ्या किंवा काळ्या बॉल पेनचाच वापर करावा. 10.
- कॅलक्यलेटर किंवा लॉग टेबल वापरण्यास परवानगी नाही. 11.
- चुकीच्या उत्तरासाठी गुण कपात केली जाणार नाही. 12.

Management Paper III

Time Allowed: 2½ Hours [Maximum Marks: 150

Note: This Paper contains Seventy Five (75) multiple choice questions, each question carrying Two (2) marks. Attempt All questions.

- 1. An interest rate swap is a financial contract between two parties who wish to change :
 - (A) The interest payments from one currency to another
 - (B) The interest payments from one contract to another contract
 - (C) The interest payments from one period to another period
 - (D) From one floating interest rate to another floating interest rate
- 2. An Indian exporter is to receive payment in Euros in 90 days time for an export made today.

The amount receivable by him in Euros is fixed but as far as rupee value is concerned, it will depend on the exchange rates prevailing at the time of receipt.

This type of risk is called as

- (A) Translation exposure
- (B) Economic exposure
- (C) Rate exposure
- (D) Transaction exposure

- 3. A/An offer is a bid to acquire controlling interest in a target firm by the acquiring firm by purchasing shares of the target firm at a fixed price.
 - (A) Tender
 - (B) Negotiated
 - (C) Arranged
 - (D) Reverse
- 4. Foreign Trade Policy of India (2015-20) introduced new scheme for exporters of India called:
 - (A) Merchandise export from India scheme
 - (B) Export promotion credit gaurantee scheme
 - (C) Duty free replenishment certificate scheme
 - (D) Advance licence scheme

- 5. A comprehensive logistic strategy should includes:
 - (A) Key customer and suppliers relationship
 - (B) Finished product procurement
 - (C) Just in time product
 - (D) Integrated policy structure
- 6. The price adjusted nominal exchange is:
 - (A) Inflatory exchange rate
 - (B) Effective exchange rate
 - (C) Real exchange rate
 - $(D) \ \ Forward \ \ exchange \ \ rate$
- 7. Technologies that are essential to maintain competitive position are:
 - (A) Known technologies
 - (B) Scouting technologies
 - (C) Emerging technologies
 - (D) Core technologies

- 8. The exposure that is concerned with the impact of changes in exchange rate on present cash flows is treated as:
 - (A) Translation exposure
 - (B) Transaction exposure
 - (C) Relevance exposure
 - (D) Stable exposure
- 9. Which of the following is *not* the objective of TRIPs ?
 - (A) Encourage and reward creative
 - (B) Trade balancing requirements
 - $(C) \ \ Technological \ \ innovation$
 - (D) Customer protection

- 10. Which is not true about EOU?
 - (A) Gems and Jewellary EOU's are not being permitted subcontracting in DTA
 - (B) Foreign bound passenger will now be allowed to take goods from EOU's to promote trade
 - (C) Export/import of all product through post parcel courier-by EOU's will not be allowed
 - (D) EOU's are now required to be only net positive foreign exchange earner
- 11. Bond issued by a borrower foreign to the country where bond is placed is called:
 - (A) Euro bond
 - (B) American bond
 - (C) Foreign bond
 - (D) Global bond

- 12. What is the outcome of Treaty of Rome?
 - (A) European Union
 - (B) APEC
 - (C) OPEC
 - (D) Rome Agreement
- 13. The arrangement under which export or import to any country are balanced either by direct export or import from importing or exporting country or through third country under a trade agreement or otherwise is treated as:
 - (A) Counter Trade
 - (B) Balancing of Trade
 - (C) Export-Import Balancing
 - (D) Trade Debit Balancing

- 14. When NAFTA came into existence?
 - (A) January 1, 1994
 - (B) January 15, 1994
 - (C) May 15, 1994
 - (D) May 1, 1994
- 15. When did standard statics merged with poor's publishing that resulted into formation of standard and poor's corporation?
 - (A) 1906
 - (B) 1860
 - (C) 1910
 - (D) 1941
- 16. The scope of General Agreements on Trade and Services *not* covers :
 - (A) Rule for calculating the amount of dumping
 - (B) Cross border supply
 - (C) Consumption abroad
 - (D) Commercial presence or presence of natural person

- 17. The trade occurred due to difference in the relative price of the goods in the different nations which in term depends on the cost and differences in the price of the factor of production, this theorem of trade theory propagated by:
 - (A) Richardo
 - (B) Hechscher-Ohin
 - (C) Wassily Leontif
 - (D) Raymond Veron
- 18. If a market has the features such as (i) a large number of sellers, (ii) homogeneous product (iii) each seller is a price taker, it is the case of:
 - (A) Monopoly market
 - (B) Oligopoly
 - $(C) \ Imperfect \ market$
 - (D) Competitive market

19.	If a certain market has features	21.	Appraisal of an employee
	such as (i) a small number of sellers		performance by supervisor, self, peers, subordinates and customers
	and (ii) high entry barriers, it is the		are termed as:
	case of market.		(A) Team appraisal
	(A) Monopoly		(B) Balanced score card method
	(B) Duopoly		(C) 360 degree appraisal
	(C) Oligopoly		(D) Critical incident method
	(C) Ongopoly	22.	Voluntary retirement is operated as
	(D) Competitive		a part of
20.	The process of selecting and		(A) Transfer and promotion policy
	developing employees in the		(B) Exit policy
	organization to occupy key positions		(C) Deployment
	in the future is termed:	0.0	(D) Lockout
		23.	Compensation, Restoration and Prevention are objectives of:
	(A) Career planning		
	(B) Succession planning		(A) Social Security
	(C) Career development		(B) Social Welfare
			(C) Labour Welfare

(D) HR enhancement

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(D) Industrial Relations

- 24. The dividends are usually paid as a percentage of:
 - (A) Subscribed capital
 - (B) Issued capital
 - (C) Paid-up capital
 - (D) Called up capital
- 25. Palo Alto Industries has a debt-to equity ratio of 1.6 compared with the industry average of 1.4. This means that the company:
 - (A) will not experience any difficulty with its creditors
 - (B) has less liquidity than other firms in the industry
 - (C) will be viewed as having high credit worthiness
 - (D) has greater than average financial risk when compared to other firms in its industry

- 26. In pricing strategy, you increase promotion for a product having premium price.
 - (A) Rapid penetration
 - (B) Slow skimming
 - (C) Rapid skimming
 - (D) Slow penetration
- 27. Which of the following is a set of promises that the brand makes to consumers?
 - (A) Brand contract
 - (B) Brand persona
 - (C) Brand equity
 - (D) Brand association
- 28. An on-line commercial site such as Amazon.com is an example of
 - (A) Single-user database application
 - (B) Multi-user database application
 - (C) E-commerce database application
 - (D) Data mining database application

- 29. When using the ABC approach to stock categorization, which of the following describes class 'C' items?
 - (A) High value, high risk
 - (B) High value, low risk
 - (C) Low value, high risk
 - (D) Low value, low risk
- 30. "3PL" involves using a supplier to provide services.
 - (A) Marketing
 - (B) Design
 - (C) Logistics
 - (D) Contract manufacturing
- 31. VMI stands for:
 - (A) Vendor material inventory
 - (B) Vendor managed inventory
 - (C) Variable material inventory
 - (D) Valuable material inventory

- 32. Which of the following descriptions accurately reflects the typical services of a freight forwarder?
 - (A) Negotiate the purchase contract, provide transport and make payment for goods
 - (B) Arrange shipment, manage customs clearance and make payment of goods
 - (C) Arrange transportation of goods, manage documentation and arrange customs clearance
 - (D) Negotiate import duty pay
- 33. In of product life cycle sales growth continues but at a diminishing rate, because of the declining number of potential customers.
 - (A) Decline stage
 - (B) Introduction stage
 - (C) Maturity stage
 - (D) Growth stage

- 34. Unless a solution is degenerated, the number of occupied cells in a transportation table must equal:
 - (A) Number of rows times number of columns
 - (B) Number of rows plus number of columns
 - (C) Number of rows plus number of columns minus one
 - (D) Number of rows minus number of columns plus one
- 35. A physical distribution system involves more than the physical movement of goods excluding:
 - (A) Inventory quantities and packing
 - (B) Work in progress
 - (C) Warehousing
 - (D) Transportation mode

- 36. The extent to which employees are aware of their interests, skills, strengths and weaknesses regarding their career goals is termed:
 - (A) Career motivation
 - (B) Career resilience
 - (C) Career insight
 - (D) Career identity
- 37. Which of these is a major dimension of HRM practices contributing to company competitiveness?
 - (A) Compensating human resources
 - (B) Acquiring and preparing human resources
 - (C) Managing human resource environment
 - (D) Performance review and promotion
- 38. Top level managers requireskills the most.
 - (A) Technical
 - (B) Interpersonal
 - (C) Conceptual
 - (D) Mechanical

- 39. What is the name of the approach that suggests that HR strategy should be matched to business strategy?
 - (A) Best fit
 - (B) Best performance
 - (C) Best value
 - (D) Best approach
- 40. A good recruitment policy:
 - (A) Is flexible enough to accommodate changes in the organization
 - (B) Has its own policies and does not comply with government policy on hiring
 - (C) Requires more investment for the organization
 - (D) Ensures short term employment opportunities for its employees

- 41. Which of the following is an example of operative function of HR managers?
 - (A) Planning
 - (B) Organizing
 - (C) Procurement
 - (D) Controlling
- - (A) David Ricardo
 - (B) Dr. Spriegel
 - (C) Ordway Tead
 - (D) McGregor

43.	In incentive TAT stands for	46. Match the following trade unions
	(A) Time Account Task	with its ideology:
	(B) Task Account Time	Trade Unions
	(C) Turnaround Time	(a) AITUC
	(D) Turnover Time	(b) INTUC
44.	Which of the following provisions has	(c) HMS
	to be provided irrespective of number	(d) UTUC
	of persons employed?	Ideology
	(A) Washing Facility	(i) Indian National Congress
	(B) Canteens	(ii) Socialists
	(C) Creches	(iii) Radicals
	(D) Ambulance Rooms	(iv) Communists
45.	Which of the following is <i>not</i> an HR demand Forecasting	Codes:
	Technique ?	(a) (b) (c) (d)
	(A) Managerial Judgment	(A) (iv) (i) (ii) (iii)
	(B) Ratio-Trend Analysis	(B) (iii) (iv) (i) (ii)
	(C) Mrrick Differential Plan	(C) (iv) (ii) (iii) (i)
	(D) Work Study Techniques	(D) (i) (ii) (iii) (iv)

47.	Who has developed Marketing	49.	Any strike declared or announced by
	theory, Governmental theory and		way of surprise without any notice
	Managerial theory of collective		or at very short notice and issues
	bargaining?		of disputes are discussed thereafter
	(A) Selig Perlman		is termed as
	(B) Neil W. Chamberlain		(A) Protest strike
	(C) John T. Dunlop		(B) Picketing strike
	(D) H. W. Davey		(C) Lightning or cat-call strike
48.	When trade union protest against		(D) Stay away strike
	an act or omission of management		
	that is considered to violate worker's	50.	David Ricardo's subsistence theory
	rights termed as		popularly known as
	(A) Unrest		(A) Wage Fund Theory
	(B) Fight		(B) Iron Law of Wages
	(C) Strike		(C) Surplus Value Theory

(D) Grievances

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(D) Bargaining Theory

- 51. A high market penetration index suggests that
 - (A) A substantial growth potential exists for all firms in the market
 - (B) There will be increased costs of attracting the few remaining prospects
 - (C) Mistakes have been made in selecting the correct promotional alternatives
 - (D) The price of product or service is too high with respect to competition
- 52. The theory "wheel of retailing" was developed by :
 - (A) McGregor
 - (B) Henry Ansoff
 - (C) Malcolm P. McNair
 - (D) J. Stacy Adams

- - (A) Dichotomous question
 - (B) A multiple choice question
 - (C) A Likert scale
 - (D) The Semantic differential
- 54. Delivering quality service means conforming to on a consistent basis.
 - (A) Customer expectations
 - (B) Standards
 - (C) Tangibility
 - (D) Assurance

		•	
55.	We can say that a has	57.	When a company positioned in the
	three characteristics (1) It is a source		
	of competitive advantage in that it		"middle" market may want to
	makes a significant contribution to		introduce a lower-priced product line
	perceived customer benefits. (2) It		• •
	has applications in a wide variety		this is an example of
	of markets, and (3) It is difficult for		
	competitors to imitate:		(A) Product-line length
	(A) Core competency		(B) Up-market stretch
	(D) Como tochmology		_
	(B) Core technology		(C) Down-market stretch
	(C) Business strategy		(0, 20, 11, 11, 11, 11, 11, 11, 11, 11, 11, 1
	(D) Strategic business unit		(D) Maintenance
56.	Quota sampling technique is a type		
	of	58.	High involvement purchase is:
	(A) Non-probability sampling		(A) Expensive and infrequent
	technique		
			(B) Inexpensive and infrequent
	(B) Probability sampling technique		
	(C) Cluster sampling technique		(C) Expensive and frequent
	(D) Stratified random sampling		
	· ·	İ	

technique

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(D) Inexpensive and frequent

59.	If you were the marketing manager
	of an organisation that had chosen
	growth via current products sold to
	new markets, your organization
	would have chosen a
	strategy.
	(A) N(1ttt

- (A) Market penetration
- (B) Market development
- (C) Product development
- (D) Diversification
- 60. In product life cycle, the growth stage is characterized by
 - (A) Rapid sales growth and low marketing expenditure
 - (B) Rapid sales growth and increased competition
 - (C) Growing sales and declining profits
 - (D) Lower prices and decreased competition

61.	The total combined customer life
	time values of all of the company's
	current and potential customers
	is

- (A) Customer equity
- (B) Customer perceived cost
- (C) Customer perceived value
- (D) Customer discount
- 62. Avon, Amway and Tupperware are using which of the following forms of channel of distribution
 - (A) Direct marketing channel
 - (B) Indirect marketing channel
 - (C) Forward channel
 - (D) Database marketing channel

- - (A) Status
 - (B) Niche
 - (C) Noticeable difference
 - (D) Just-noticeable difference
- 64. Which one of the following does *not* affect Company's Business Risk ?
 - (A) Type of projects
 - (B) Capital structure
 - (C) Growth rate of business and industry
 - (D) Competitive conditions

- 65. Cost of equity as per CAPM is:
 - (A) Ke = Rf + (Rm Rf) β_i
 - (B) Ke = Rf + (Rm Rf)
 - (C) Ke = Rf + β_i
 - (D) Ke = Rf + (Rf Rm) β_i
- 66. Which one of the following is *not* a method to monitor receivables?
 - (A) Factoring
 - (B) Average collection period
 - (C) Aging schedule
 - (D) Collection experience matrix
- 67. Which one of the following statements is *incorrect*?
 - (A) Future contract is like forward contract
 - (B) Unlike forward contracts, future contracts are traded on organised exchanges
 - (C) Future contracts are marked to market
 - (D) Forward contracts are liquid

- 68. Which one of the following statements is *incorrect*?
 - (A) To eliminate the currency exchange risk, a company invoices all its supplies in its own currency
 - (B) Arbitrage is the buying and selling different commodities in different markets by the benefit of price variations prevailing in different markets
 - (C) When a company make payment earlier than when the amount is due, payment is called 'Lags'
 - (D) When a company delays the payment to avoid the adverse interest rate fluctuations, it is called as "Leads"

- 69. The difference between book of value of Assets and Liabilities and their revaluation is shown as goodwill or capital reserve in merger of two companies under:
 - (A) The purchase method
 - (B) Pooling of interest method
 - (C) LBO
 - (D) MBO
- 70. A currency forward contract is:
 - (A) An agreement in which two parties agree to buy and sell a specified amount of one currency against another currency at a fixed time in the future and at a specified exchange rate decided now
 - (B) A standardized exchange rate contract
 - (C) An agreement between two parties to buy and sell a specified amount of one currency against another currency at a fixed time in the future and at a rate to be decided in future
 - (D) The option but not the right to buy in future

71.	Global Depository Receipt is an instrument for	74.	Which one of the following is not
	(A) Foreign Direct Investment (B) Foreign Institutional		relevant for calculating weighted
	(B) Foreign Institutional Investment		average cost of capital?
	(C) Public Bonds		
	(D) Public Shares		(A) ROE
72.	Which one of the following is <i>not</i> carrying cost of inventory ?		(B) Ke and Kd
	(A) Warehousing costs(B) Insurance and taxes		(C) Tax Rate
	(C) Transportation costs(D) Handling and salaries of		(D) Debt and Equity
73.	warehouse staff The theorem asserts that	75.	Pre-emptive right is related to :
	a change in interest rates in any country will affect the exchange		(A) Debentureholders
	rates of its currency with other currencies and vice-a-versa.		(B) Equity shareholders
	(A) Appreciation parity(B) Foreign parity		(C) Bondholders
	(C) Domestic parity (D) Interest rates parity		(D) Preference shareholders

ROUGH WORK