**Question Bank for Website.**

**FY B. Com.**

**Subject : Commerce I**

**Semester 1 MCQ**

1. Business is a
   * 1. Commercial activity undertaken to gain profit.
     2. Social activity undertaken to serve needy people.
     3. Charitable activity undertaken to run hospital.
     4. Political activity undertaken to serve the country.
2. In a business it is important to
3. Employ relatives for their welfare.
4. Pay workers low salary.
5. Obtain feedback from customise and modify the products suitably.
6. Take shortcuts during production to speed up product deliveries.
7. Business is a.

a. Social activity.  
b. National activity.  
c. Manufacturing activity.  
d. Organised activity.

1. The purpose of Research and Development is to  
   a. To expand market  
   b. To make more investments.  
   c. To improve quality of products.  
   d. To attract suppliers
2. Business risks are  
   a. Recession  
   b. Changes in government policies.  
   c. Changes in technology.  
   d. All of these.
3. Business units balance between profits, customer satisfaction and public interest. Therefore, they produce  
   a. Low quality products.  
   b. Eco-friendly products.  
   c. Poorly packaged products.  
   d. Me-too products.
4. One of the following is NOT a business activity. Identify the same -  
   a. Manufacturing.  
   b. Quality Control.  
   c. Distribution.  
   d. Charity.
5. For business to be innovative, it must  
   a. launch new products.  
   b. launch discount schemes.  
   c. arrange seminars.  
   d. sponsor game events.
6. Customer satisfaction is highest when  
   a. they buy cheap but short durable product.  
   b. the product quality meets their expectations.  
   c. the product pack looks attractive even though product may be of lower quality standard.  
   d. the product is expensive but there is no after-sales-service.
7. In the "Services" sector, "Production" is referred to as  
   a. Distribution.  
   b. Purchasing.  
   c. Planning.  
   d. Operations.
8. Inventory management pertains to managing inventory of  
   a. Raw materials.  
   b. Packaging materials  
   c. Finished products.  
   d. All of these.
9. One of the following is NOT a Marketing Function. Identify the same -  
   a. Market research.  
   b. Sales promotion.  
   c. Product pack designing.  
   d. Quality Assurance.
10. Training of manpower is responsibility mainly of  
    a. Sales function.  
    b. Human Resource Management.  
    c. Technical Operations.  
    d. Finance Department.
11. Identify the "Wrong" option from the following -  
    CSR activities include  
    a. Donations to relief and rehab programs.  
    b. Undertaking social awareness programs.  
    c. Supporting educational initiatives.  
    d. Liaising with government authorities for various business related permissions.
12. Primary industry is involved in production of  
    a. Engineering goods.  
    b. Sports goods.  
    c. Agricultural products such as rice, cotton etc.  
    d. Medicines.
13. Example of "Service" industry is  
    a. Automobile showroom.  
    b. Jewellery shop.  
    c. Hotel business.   
    d. Doctor's dispensary.
14. Example of "Aids -to-Trade" activity is  
    a. Warehousing.  
    b. Export trade.  
    c. Wholesale trade.  
    d. All of these.
15. Advantage of insurance is  
    a. It reduces income tax liability.  
    b. It can cover loss due to fire in warehouse.  
    c. Company can save on installation of safety devices in the factory.  
    d. Owner of the factory need not bother about expenses due to accidents to his employees.
16. Example of "Good Business Practice" is  
    a. Research and Development.  
    b. Effective After-Sales-Service.  
    c. Corporate Service Responsibility.  
    d. All of these.
17. Expansion of business can be achieved by  
    a. Merger and acquisitions  
    b. Increasing salary of employees.  
    c. Increasing price of the products.  
    d. Purchasing bigger land for factory premises.
18. One of the following persons is not a businessman. Identify the same -  
    a. Abasaheb Garware  
    b. Shantanurao Kirloskar  
    c. Venugopal Dhoot  
     d. Dr. Raghuram Rajan.
19. Example of Direct Tax which business pays to Government is  
    a. Excise duty.  
    b. Customs duty.  
    c. Service tax.  
    d. Corporate tax.
20. Example of "Traditional" way of product pricing is  
    a. Going Rate Method.  
    b. Differential Pricing.  
    c. Cost Plus Method.  
    d. Reverse Pricing.
21. Environment external to business is  
    a. Government policies.  
    b. Competitor's strategies.  
    c. Technological developments in industry.  
    d. All of these.
22. Under MBO approach, the goals are set by  
    a. Employees.  
    b. Top management.  
    c. Managers and subordinates.  
    d. HR department.
23. One of the organic objectives of business is  
    a. Survival in competition.  
    b. Popularity in society  
    c. Charity to poor.  
    d. To get ticket for election.
24. External growth strategies for business expansion involves  
    a. New product launches.  
    b. Acquisitions and Takeovers.  
    c. Entering in new market.  
    d. Expanding existing markets.
25. Indian company enjoying worldwide good corporate image is  
    a. TTK Prestige.  
    b. Ajanta Pharma.  
    c. TCS  
    d. Marico Industry.
26. Amazon is owned by  
    a. Warren Buffet  
    b. Jeff Bezos  
    c. Satya Nadella  
    d. Bill Gates
27. Welfare facilities for employees does NOT include  
    a. Transport facility.  
    b. Canteen facility.  
    c. Bonus.  
    d. Creche facility.
28. Top philanthropist (Donor) of India is  
    a. Mukesh Ambani of Reliance.  
    b. Azim Premji of Wipro.   
    c. Kiran Shaw-Muzumdar of Biocon.  
    d. Nusli Wadia of Bombay Dyeing
29. Competition Act was introduced by Government of India in Year  
    a. 1947  
    b. 1960  
    c. 2002  
    d. 2020
30. Meaning of FEMA is  
    a. Foreign Exchange Maintenance Act.  
    b. Foreign Exchange Management Act.  
    c. Foreign Exchange Margins Act.  
    d. Foreign Exchange Monetary Act.
31. Disinvestment process of public sector companies was started in Year  
    a. 1991  
    b. 2004  
    c. 2014  
    d. 2019
32. Foreign Direct Investment in hotels, tourism, advertising etc. is now allowed upto  
    a. 25%  
    b. 49%  
    c. 51%  
    d. 100%
33. Benefits of FDI are  
    a. Capital inflows for expansion.  
    b. Skill development by foreign trainers.  
    c. Transfer of technology.  
    d. All of these.
34. Stability strategy aims at  
    a. Stable growth.  
    b. Degrowth.  
    c. Random growth.  
    d. Exponential growth.
35. Example of internal growth strategy is  
    a. Vertical diversification.  
    b. Joint ventures  
     • Intensification strategy.  
     • Takeovers.
36. Meaning of forward integration is  
     • Extending existing products to new market.  
     • Launching of new products to existing or new markets.  
     • Expanding / moving ahead in present line of business.  
     • Moving backwards of its present line of business.
37. Example of Conglomerate Diversification is  
     • Tata Group.  
     • Maruti Suzuki motors.  
     • ONGC.  
     • Infosys.
38. After merger of 2 companies,  
     • Technical collaboration takes place.  
     • Joint venture for marketing or goods takes place.  
     • Foreign collaborator agrees to contribute to equity capital.  
     • Only one company exists and other ceases to exist.
39. One of the following is NOT an example of "Takeover". Identify the same -  
     • ICICI and Prudential.  
     • Tata Motors and Jaguar Land Rover.  
     • Tata Steel and Corus Steel (U.K.)  
     • Bharati Airtel and Zain Communications, Africa.
40. The guidelines for Takeovers in India are laid by  
     • RBI  
     • SEBI  
     • FICCI  
     • IMC.
41. Advantage of Business Process Re-engineering are  
     • Improvement of process through which company operates.  
     • Maximisation of value adding contents.  
     • Reduction of costs and increase in profits.  
     • All of these.
42. Meaning of "Turnaround" is  
     • Transformation of loss making unit into a profitable one.  
     • Increasing the turnover of the company.  
     • Reducing people turnover within the organisation.  
     • Closing the business totally and starting a new one.
43. The function responsible for management of the people in the organisation is  
     • Finance.  
     • Marketing.  
     • Housekeeping.  
     • HR.
44. The knowledge gap of the customers is filled by  
     • Public relations.  
     • Research and Development.  
     • Advertising.  
     • Technical Operations.
45. To indicate strengths and weaknesses of the organisation, which analysis of environment needs to be done?  
     • Internal  
     • External  
     • International  
     • Domestic
46. Reduction of Government control over business sector is called as  
     • Globalisation.  
     • Liberalisation.  
     • Privatisation.  
     • Aggregation.
47. The entity concerned with expansion of markets is  
     • Commerce.  
     • Industry.  
     • Research.  
     • HRM.
48. The industry concerned with extracting materials or minerals from natural resources is  
     • Genetic.  
     • Construction.  
     • Extractive.  
     • Pharmaceuticals.
49. Business firms have social responsibility towards  
     • their employees only.  
     • their CEO and MD only.  
     • the society.  
     • their shareholders only.
50. Modern concept of business is concerned with  
     • satisfaction of customers.  
     • earning of profits.  
     • cost saving measures undertaken in organisation.  
     • speedy delivery of products to market.
51. 1 million is equivalent to  
     • 1 thousand  
     • 10 thousand

 • 100 thousand   
 • 1000 thousand.

1. The oldest hotel still in operation since Year 705 is  
    • Tajmahal, Mumbai.  
    • Holiday Inn, New York.  
    • Nishiyama Onsen Keiunkan, Japan.  
    • Best Western, Geneva.
2. The oldest Airline operating since Year 1919 is  
    • KLM of Netherlands.  
    • Air India.  
    • Swiss Air of Switzerland.  
    • United Airlines of USA.
3. The most valuable brand in Year 2016 was  
    • Apple.  
    • Toyota.  
    • McDonald.  
    • General Electric.
4. In 2015, the top R & D spender was  
    • Amazon  
    • Volkswagen  
    • Pfizer  
    • Google.
5. Nature of business environment is  
    • Static.  
    • Dynamic  
    • Friendly.  
    • Predictable.
6. To gain competitive edge in the market, the business has to take decisions which are  
    • Reactive.  
    • Proactive.  
    • Selective.  
    • Directive.
7. SWOT analysis is carried out to  
    • analyse the business environment.  
    • analyse the profitability of the product.  
    • analyse the purity of input raw material.  
    • analyse the time taken to complete a task.
8. The strengths of business are  
    • Competent people.  
    • Effective personnel policies.  
    • Technology used to produce cost effective product.  
    • All of these.
9. Demographic Environment has influence on type of product business wants to market. Select best option from the following -  
    • marketing of dishwasher in villages.  
    • marketing of fertilisers in cities.  
    • marketing of credit cards to company executives.  
    • marketing of insurance policies to students.
10. One of the following is NOT an example of Microenvironment. Identify the same -  
     • Customer.  
     • Competitor.  
     • Material supplier.  
     • Political party.
11. Macro Environment consists of forces which are  
     • Demographic.  
     • Technological.  
     • Legal.  
     • All of these.
12. Example of Demographic Environment is  
     • Lifestyle of the society.  
     • Urban - Rural divide.  
     • Country Culture.  
     • Traditions in country.
13. One of the following is NOT a regional association / grouping. Identify the same -  
     • ASEAN  
     • EU  
     • WTO  
     • NAFTA
14. Secondary education means education from  
     • Junior KG to 4th standard.  
     • 5th standard to 10th standard.  
     • 11th & 12th standard.  
     • first year to final year degree.
15. Example of Professional Education Institutions is  
     • Arts college.  
     • Science college.  
     • Commerce college.  
     • Indian Institute of Technology (IIT).
16. Purpose of TRIPs agreement is  
     • to give protection to patents, copyrights. trademarks etc.  
     • to treat foreign investment on par with domestic investment.  
     • to liberalise service sector.  
     • promote trade in agriculture by reducing tariff barriers and export subsidies.
17. WTO provides consultancy for  
     • quality improvement measures.  
     • cost reduction measures.  
     • export promotion schemes.  
     • All of these.
18. A trading bloc is  
     • a group of countries formed to increase trade.  
     • a group of traders formed to increase profits.  
     • a group of distributors formed to reduce distribution costs.  
     • a group of traders formed to block others from doing similar business.
19. European Union was earlier called as  
     • NATO.  
     • EEC.  
     • SAARC.  
     • NAFTA.
20. The EU does not include the country  
     • Belgium.  
     • Austria.  
     • Germany  
     • China
21. The common currency of EU is  
     • Yen.  
     • Franc.  
     • Euro.  
     • Dollar.
22. Members of NAFTA are  
     • USA, Argentina and Mexico.  
     • USA, Brazil and Mexico.  
     • USA, Canada and Mexico.  
     • USA, Brazil and Canada.
23. Member country of ASEAN is  
     • South Korea.  
     • Australia.  
     • South Africa  
     • Singapore.
24. One of the following countries is not a member of SAARC. Identify the same -  
     • India.  
     • Russia  
     • Nepal.  
     • Pakistan.
25. In Year 1995, WTO replaced  
     • GATT  
     • TRIPs  
     • TRIMs  
     • AoA.
26. Number of countries which are member of WTO is  
     • 7  
     • 8  
     • 20  
     • more than 150.
27. Trade bloc creates  
     • trade barriers.  
     • trade cooperation.  
     • trade disputes.  
     • trade competition.
28. Inseparable part of business is  
     • Corruption.  
     • Caste discrimination.  
     • Business environment.  
     • Medical emergency of employees.
29. To improve Corporate image, one of the following is the best option. Identify the same -  
     • Celebrating birthday of politicians.  
     • Marketing products of best quality.  
     • Sponsoring cricket matches.  
     • Developing gardens at traffic islands.
30. Mission statement of the organisation indicates  
     • the product range it plans to market.  
     • list of Executive Directors who would be on board.  
     • its vision, purpose and philosophy.  
     • its target for "Turnover" at the end of first 5 years.
31. Analysis of competitor strategy is part of  
     • Macro environment.  
     • Microenvironment.  
     • International environment.  
     • Intranational environment.
32. SAARC stands for  
     • South Asian Association for Research and Commerce.  
     • South Asian Association for Rural Communication.  
     • South Asian Association for Research in Commodities.  
     • South Asian Association for Regional Cooperation.
33. Environmental concerned with different aspects of population is  
     • Sociographic.  
     • Demographic.  
     • Political.  
     • Philosophic.

1. Steps involved in business planning process are  
   a. Analysis of internal environment.  
   b. Analysis of external environment.  
   c. Setting of corporate objectives.  
   d. All of these.
2. Medium term objectives are plan for  
   a. Next 3 months  
   b. Next 1 year.  
   c. Next 5 years.  
   d. More than 5 years.
3. Meaning of SBUs is  
    a. Strategic Business Units.  
    b. Supply of Basic Utilities.  
   c.  Selection of Best Unit.  
   d. Signing of Business Undertaking.
4. A project is defined as  
   a. construction of building complex.  
   b. activity of oil exploration.  
   c. set of interrelated tasks to be completed within specific timeframe.  
   d. building of naval ship in dockyard.
5. Proximity to market of a factory is required in case of

a. Luxury products.  
b. Durable goods  
c. Machinery.  
d. Fragile products.

1. Project Report is  
   a. a document with complete information about proposed project  
   b. a document with information about completed project.  
   c. a document giving financial budget details for the proposed project.  
   d. a document indicating sales forecast for next 5 years.
2. Working conditions is an element of   
   a. External environment.  
   b. Internal environment.  
   c. Financial environment.  
   d. National environment.
3. Reputed credit rating agency is -  
   a. State Bank of India  
   b. Reserve Bank of India.  
   c. CRISIL.  
   d. Indian Merchant's Chamber.
4. Project report helps in obtaining loans to

a. Wholesaler.  
b. Entrepreneur.  
c. Dealer.  
d. Consultant.

* 1. A proper appraisal of project report enables financial institution to decide  
     a. Amount of loan  
     b. Period of loan.  
     c. Disbursement of loan

d. All the above

* 1. Means of financing the cost of project is  
     a. share capital.  
     b. term loan.  
     c. subsidy.  
     d. All of these.
  2. Project report is prepared  
     a. after conducing feasibility study.  
     b. before preparing project plan.  
     c. on the basis of project plan.  
     d. on approval of bank loan for the project.
  3. Example of working capital is

a. cost of the building.  
b. cost of the raw and packaging materials.  
c. cost of manufacturing equipment.  
d. cost of office furniture

* 1. Technical feasibility study involves

a. Finding potential consumer demand  
b. The amount required to develop technology.  
c. Effect on environment.  
d. Cost-benefit analysis.

* 1. The most suitable plant that can be set up near residential area is for manufacture of  
     a. medicines.  
     b. crackers.  
     c. chemicals causing high pollution.  
     d. cement.
  2. Incentives to exporters include  
     a. duty drawback.  
     b. octroi exemption.  
     c. value added tax exemption.  
     d. All of these.
  3. Market feasibility study include
     1. Loan availability.
     2. Legal scrutiny.
     3. Safety of people in vicinity.
     4. study of competitor’s strategy.
  4. Obtaining of license from Food and Drugs Administration is NOT necessary for setting up of  
     a. hotel.  
     b. medicine manufacturing plant.  
     c. chemist shop.  
     d. electronics shop.
  5. TAN is allocated by  
     a. Directorate General of Foreign Trade.  
     b. State Trading Corporation  
     c. Income Tax department.  
     d. Registrar of Companies.
  6. Seed capital scheme is   
     a. To promote special units.  
     b. To promote Engineering units.  
     c. To promote small units.  
     d. To promote Hospitals.
  7. Factories Act 1948 was passed to protect interest of  
     a. Factory owner.  
     b. Factory workers.  
     c. Directors of the company.  
     d. CEO of the company.
  8. The Minimum Wages Act 1948 binds the employer to pay   
     a. Rs. 12000/-  
     b. Hospitalisation charges  
     c. Minimum wages.  
     d. Travelling charges.
  9. The number required for Director of a company is  
     a. TAN  
     b. PAN  
     c. TIN  
     d. DIN
  10. Decision on location depends on infrastructural facilities like  
      a. Power and water.  
      b. Medical services.  
      c. Retail shops.  
      d. manufacturing process.
  11. The document which acts as a reference guide during execution of project is  
      a. legal agreement.  
      b. feasibility study report.  
      c. project report.  
      d. market research report.
  12. Proximity of a manufacturing plant to a city is most suitable for  
      a. durable goods.  
      b. luxury goods  
      c. ship building factory.  
      d. fragile goods.
  13. Generally, the first step in business unit promotion is to  
      a. identify bank to get loan.  
      b. identify business opportunity.  
      c. identify the advertising agency.  
      d. identify best Executive Directors.
  14. Law and order in the state is most important aspect to  
      a. finalise bank to get loan.  
      b. select product distribution channel.  
      c. consider location of manufacturing plant.  
      d. conduct interviews of new employees.
  15. The limit for investment in plant and machinery in the manufacturing sector for Micro Enterprise is  
      a. upto 10 lakhs.  
      b. upto 25 lakhs.  
      c. from 25 lakhs upto 5 crores.  
      d. from 5 crores to 10 crores.
  16. Market Development Assistance is given
      1. To improve product’s quality.
      2. To pay warehouse charges.
      3. To participate in overseas trade fairs.

To import raw material.

118) As per Companies Act 2013, number of employees in a private organisation is restricted upto  
a. 10 employees.  
b. 50 employees.

c. 100 employees.  
d. 200 employees.   
  
119) The Employees Compensation (Amendment) Act 2009 relates to  
a. monthly salary of employees.  
b. increasing salary upon inflation.  
c. monetary compensation upon disablement or death.  
d. annual bonus to be paid to employees.

1. The main purpose of entrepreneurship activity in a business organisation is  
   a. to increase profits.  
   b. to generate employment.  
   c. to support social cause.  
   d. to run a charity trust.
2. The most successful entrepreneurs are  
   a. film actors.  
   b. cricketers.  
   c. innovators.  
   d. musicians.
3. A part and parcel of entrepreneurial activity is  
   a. Research and Development.  
   b. Risk and Reward.  
   c. Fail and Fade Away.  
   d. Rust and Deteriorate.
4. Name of Bangladesh Social Entrepreneur and Nobel Prize Winner in Economics in Year 2006 is  
   a. Waqar Younis.  
   b. Muhammad Yunus.  
   c. Javed Miandad.  
   d. Wasim Akram.
5. Example of Direct Tax Revenue to Government is  
   a. Service Tax.  
   b. Excise Duty.  
   c. Custom Duty.  
   d, Corporate Tax.
6. Standard of living increases due to  
   a. increase of market prices of commodities.  
   b. increase in purchasing power of people.  
   c. increase in Share Market index.  
   d. increase in fixed deposit interest.
7. The industry reserved for Public Sector is  
   a. Insurance.  
   b. Bank.  
   c. Electricity generation.  
   d. Atomic Energy.
8. Funding provided by Venture Capitalists is  
   a. Equity capital  
   b. Loan  
   c. Mezzanine funding (part equity and part debt)  
   d. All of these.
9. Non-economic factor related to growth of entrepreneurship is

a. Competition.  
b. Increase in demand  
c. Reduction in Bureaucratic Formalities.  
d. Government incentives.  
  
129) Entrepreneur Development Programmes are designed by  
a. ICICI Bank.  
b. National Small Industries Corporation.   
c. Bhabha Atomic Research Centre  
d. Directorate General of Foreign Trade.  
  
130) Intrapreneur is a  
a. material supplier to the organisation.  
b. owner of the company.  
c. person who is employee of the organisation but acts like an entrepreneur.  
d. distributor of products manufactured by the company.  
  
131) Example of a Specialist (in certain field or product or service) Entrepreneur is  
a. Michal Jackson.  
b. Roger Federer   
c. Bill Gates.  
d. M.F. Husain  
  
132) Founder of Flipkart is  
a. Anil Ambani.  
b. Naresh Goyal.  
c. Vijay Mallaya.  
d. Sachin Bansal and Binny Bansal.  
  
133) A "Social Entrepreneur" who came up new social solution to social problems is  
a. Lokmanya Tilak.  
b. Vinoba Bhave.  
c. Dr. Kashinath Ghanekar.  
d. Vikram Sarabhai  
  
134) IQ and EQ is a  
a. Physical quality.  
b. Mental quality.  
c. Social quality.  
d. Product quality.  
  
135) Full form of NSIC is  
a. National Sick Industries Corporation.  
b. National Savings and Investment Certificate.  
c. National Small Industries Corporation.   
d. National Strategic Industrial Corporation.  
  
136) The traditional manager may

a. Get involved in business activities.  
b. Delegate and supervise activities.  
c. Not be influenced by titles.  
d. Assume risk

137) Mahila Udyam Nidhi is a scheme launched for women entrepreneurs by  
a. SBI  
b. RBI  
c. SIDBI  
d. Citibank.  
  
138) A scheme specially floated for women entrepreneurs is  
a. DBK.  
b. MDA.  
c. TREAD.  
d. NGO.  
  
139) Founder of Sony Corporation, Japan is  
a. Aditya Birla.  
b. Akio Morita.  
c. Henry Ford.  
d. JRD Tata.  
  
140) Florence Nightingale established first college for  
a. Architects.  
b. Doctors.  
c. Nurses.  
d. Pathologists.  
  
141) An Intrapreneur   
a. Does not need approval for major decisions.  
b. Uses own resources.  
c. Does not require qualification.  
d. Usee resources of the firm.  
142) "Outstanding Woman Entrepreneur of the Year" award is instituted by  
a. District Commissioner (DC)  
b. Small Industries Development Bank of India (SIDBI)  
c. State Bank of India (SBI).  
d. Small Industries Development Organisation (SIDO).  
  
143) Business related problems of women entrepreneur are  
a. Marketing and dual responsibility.  
b. Technology and limited mobility.  
c. Finance and education.  
d. Finance and Marketing.   
  
144) The Free Time Entrepreneurs undertake

a. Full time business.  
b. Part time business.  
c. Business in Handloom & Handicrafts.  
d. Temporary business.

1. True business of every company is to
   1. Make customers.
   2. Keep customers.
   3. Maximise value to customers.
   4. All of these.
2. Identify “Wrong Statement” from the following.

Business is organised efforts by individuals

* 1. for providing services to people.
  2. for producing goods.
  3. for making charity to people.
  4. for earning profits.

1. Meaning of CSR is
   1. Corporate Social Responsibility.
   2. Corporate Service Responsibility.
   3. Corporate Sales Responsibility.
   4. Corporate Security Responsibility.
2. The best way to fulfill social responsibility towards shareholders is to
3. provide them good wages.
4. sponsor education for their children.
5. to pay their income tax.
6. to maximise their wealth with good dividend, bonus issue of shares etc.
7. One of the following is a “Direct Tax”. Identify the same.
   1. Excise duty.
   2. Customs duty.
   3. Service tax.
   4. Corporate income tax.
8. Review of objectives of business organisation is necessary to
   1. Check whether the company is on right track.
   2. To take care of deviations if any.
   3. To take corrective measures for frequent problems/
   4. All of these.
9. In a business organisation, cost reduction can be achieved by
10. Taking short cuts during manufacturing.
11. Sacking employees.
12. Reducing wastage.
13. Putting off electric lights during working hours.
14. In business, the internal factors consist of
    1. Firm’s strategies and policies.
    2. Management and labour relations.
    3. Resources like capital, machines, manpower etc.
    4. All of these.
15. Launch of a better quality product by a foreign competitor in India is an example of
16. Internal environment.
17. External environment.
18. Political environment.
19. Atmospheric environment.
20. Purpose to carry out SWOT analysis by a firm is to
    1. Set its business objectives / goals accordingly.
    2. Deal with Government authorities suitably.
    3. Identify a suitable advertising company.
    4. Select best Finance Head for the company.
21. From the following, the “Pollution Control” is primarily responsibility of
    1. Government.
    2. A hazardous chemical producing factory.
    3. Pollution Control Board.
    4. Customers.
22. Select the “MOST CORRECT” statement from the following.
23. A oil refinery is the most environment polluting factory.
24. One cannot have garment factory near a city.
25. It is not possible to have a mall in village.
26. Chemist shop cannot be set up in a housing complex.
27. Example of Public Sector company from the following is
28. Tata Motors.
29. Reliance Industries.
30. Oil and Natural Gas Corporation (ONGC).
31. Maruti Suzuki India Limited.
32. FEMA deals with
33. Banking regulations.
34. Foreign exchange regulations.
35. Labour laws.
36. Equity Shares and Mutual Funds.
37. Coca-Cola and Pepsi are
38. American companies.
39. British companies.
40. Japanese companies.
41. South Korean companies.
42. AIIMS stands for
    1. All India Institute of Medical Sciences.
    2. All India Institute of Minerals Sciences.
    3. All India Institute of Marine Sciences.
    4. All India Institute of Manmade Sciences.
43. Leadership qualities of a person include
44. Creative visualizer.
45. Team builder.
46. Effective decision maker.
47. All of these.
48. To improve standard of education
49. Curriculum should be revised and made industry oriented.
50. Professionally managed private organisations should provide higher education.
51. Colleges should be granted functional autonomy.
52. All of these.
53. The objectives of the business organisation should be
54. SMART.
55. SWOT.
56. MBO.
57. ERP.
58. The objectives set by the management should be
59. Realistic and achievable.
60. Specific and measurable.
61. Time bound.
62. All of these.
63. Meaning of “Project” is
64. Set of individual tasks.
65. Set of interdependent tasks.
66. Ultimate goal of a specific task.
67. Timeline for achieving a specific goal.
68. One of the very important aspect of “Safety Feasibility Study” is
    1. Working hours of the company.
    2. Weekly holiday of the company.
    3. Pollution caused by manufacturing process.
    4. Security staff and their training.
69. Failure to meet desired quality standards for a product batch results in
70. Financial loss to company.
71. Loss of motivation of employees.
72. Sacking of HR manager.
73. More demand for the product due to product shortage in market.
74. Locating manufacturing plant near a city is preferred if the product is
    1. Motorbikes.
    2. Tablet compression machines.
    3. Glass crockery.
    4. Liquid Petroleum Gas (LPG).
75. One of the following is NOT a Union Territory. Identify the same.
    1. Daman & Diu.
    2. Pondicherry.
    3. Dadra and Nagar Haveli.
    4. Kandla.
76. From the following list, one is NOT an entrepreneur. Identify the same.
    1. A chemist shop owner.
    2. A film producer.
    3. A ball pen manufacturer.
    4. A charity organisation trusty.
77. A professional person is one who
    1. Conducts systematic activities to achieve specific objectives.
    2. Places emphasis on marketing research.
    3. Utilises resources from R & D, Quality Control to improve product quality.
    4. All of these.
78. As per Greek philosopher Heraclitus, “For entrepreneurs, the only thing that is constant is……”
    1. Change.
    2. Profits.
    3. Work, work and work.
    4. No family life.
79. Reward to employee for exemplary performance could be in form of
    1. Appreciation letter.
    2. Excellence certificate with gift voucher.
    3. Extra increments.
    4. Any one of these.
80. Mentoring of an employee means
    1. On-job-training of new employee.
    2. Training of employee at IIM, Ahmedabad.
    3. Relationship between two people where more experienced, knowledgeable senior employee trains junior individual.
    4. Classroom training of employees on a new skill.
81. In traditional management,
    1. Designations carry lot of importance.
    2. Delegation of authority is practiced.
    3. The primary motive of employees is to seek promotion.
    4. All of these.
82. Identify the most appropriate statement from the following.
83. The Indian education is very expensive.
84. The level of education in our country is not upto international standards.
85. There are too many fake universities in India.
86. India does not have any technical institute.
87. Which of the following environmental analysis is an analysis of competitors strategies?

a)Internal environmental.

b) External environmental

c) International environmental

d) Modern environmental

1. Generally After-Sales-Service is provided for
   1. Fast Moving Consumer Goods.
   2. Consumer durables.
   3. Electrical wires, switches etc.
   4. None of these.
2. Inventory management is NOT applicable to
   1. Raw materials.
   2. Semi-finished goods.
   3. Finished goods.
   4. Manufacturing machinery.
3. Higher inventory in materials causes
   1. Blockage of money.
   2. Shortage of space in warehouse.
   3. Loss of material due to deterioration.
   4. All of these.
4. Proper management of working capital is responsibility of
   1. Sales department.
   2. Finance department.
   3. HR department.
   4. Research & Development department.
5. Handling of Industrial Relations problems (Labour problems) is primarily responsibility of
   1. Finance Manager.
   2. HR Manager.
   3. Medical Director.
   4. Marketing Manager.
6. Meaning of “Wholesale Trade” is to
   1. Sell very small quantities to customers.
   2. Sell goods to foreign buyer.
   3. Buy bulk quantities from manufacturer and sell in small lots to retailer.
   4. All of these.
7. One of the following cities is a backward area designated by Government of India for manufacturing. Identify the same.
   1. Mumbai.
   2. Pune.
   3. Jejury.
   4. Kolhapur.
8. The eco-friendly product from the following is
9. Plastic bag.
10. Plaster of Paris Ganpati.
11. Earthen pot.
12. Mobile phone.
13. Un-ethical business practice undertaken by a business organisation could be
14. Delaying payment to suppliers.
15. Asking suppliers for huge and unreasonable discounts.
16. Asking for favours (bribes) from suppliers.
17. All of these.
18. Example of “Forward Integration” is a cloth manufacturer entering into
19. Readymade garment business.
20. Thread manufacturing business.
21. Button manufacturing business.
22. Cotton farming business.
23. Prudential company of UK has joint venture with
24. State Bank of India.
25. ICICI Bank.
26. Bank of Maharashtra.
27. Bank of Baroda.
28. McDonald for their business, has entered into agreement all over world with
29. Government agencies.
30. Franchisees.
31. Insurance companies.
32. Banks.
33. A business organisation
    1. is part of a complex world.
    2. does not exist in isolation.
    3. has responsibility towards the society.
    4. All of these.
34. Weaknesses of a business firm could be
    1. Old, outdated machinery.
    2. Untrained staff.
    3. Lack of motivation of the employees.
    4. Any one of these.
35. For business planning, suitable software is
    1. ERP.
    2. SWOT analysis.
    3. Microsoft Word.
    4. WhatsApp.
36. Example of business firm influencing socio-cultural environment of the country is
    1. Organizing purchase personnel and material suppliers meet.
    2. Sponsoring of cultural event like classical dance festival.
    3. Hiring a celebrity to advertise its products.
    4. Providing training to its employees to improve their professional skills.
37. One of the following is NOT a demographic factor. Identify the same.
    1. Place of living (city or village).
    2. Income strata of people.
    3. Life expectancy of citizens.
    4. Number of political parties in parliament.
38. One of the key objectives of creating NAFTA in Year 1993 was
    1. To reduce employment in USA and increase automation.
    2. To increase employment in Mexico and reduce migration to USA.
    3. To support “Make America Great” again.
    4. To increase export from Canada to EU.
39. SAFTA is
    1. South Asian Free Transport Agreement.
    2. South Asian Free Trade Agreement.
    3. South Asian Free Travel Agreement.
    4. None of these.
40. Fulfilling responsibilities towards shareholders and creditors are examples of -
41. Economic objectives
42. Social objectives
43. Human objectives
44. None of the above
45. Due to opposition from local people, Tata Motors plant at Singur (West Bengal) was shifted to
    1. Jejury in Maharashtra.
    2. Kodaikanal in Tamil Nadu.
    3. Sanand in Gujarat.
    4. Jabalpur in Madhya Pradesh.
46. For obtaining bank loan for a business, it is necessary to have
    1. Board of Directors.
    2. Research and Development department.
    3. Project report.
    4. Trained manpower.
47. One of the following is a credit rating company. Identify the same.
    1. CRISIL.
    2. NSE.
    3. BSE.
    4. SEBI.
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