

Sample MCQs – Bus. Economics Semester V (Revised Syllabus)

(To develop the understanding/awareness about exam pattern)

Module 1 Macroeconomics Overview of India

- The fiscal crises caused by the Indian economy in 1990s was primarily by widening gap between
 - import and export
 - saving and investment
 - government expenditure and revenue
 - aggregate demand and aggregate supply
- ___ was the primary cause of balance of payment crisis in 1991
 - inflation
 - surplus budget
 - higher interest rate
 - rising oil price and poor remittances
- ___ measure was adopted to stabilize Indian economy.
 - banking sector reform
 - capital market reform
 - control inflation
 - insurance reform
- Right to education does not include
 - free education for 6 to 14 years
 - enacted in 2009
 - its an adult literacy programme
 - its for elementary education
- Rashtriya Swasthya bima yojna provides health insurance coverage to ___
 - workers in unorganized sector
 - workers in organized sector
 - entire population,
 - only women
- National programme for healthcare of the elderly is basically for
 - elders
 - children
 - women
 - men
- Plus polio programme was launched in ___
 - 1993
 - 1994
 - 1995
 - 1996
- Sustainable development includes ___ goals.
 - 14
 - 15
 - 16
 - 17
- Skill India was launched in ___
 - 2017
 - 2018
 - 2019
 - 2020
- ___ is not SDGs goal
 - No poverty
 - zero hunger
 - quality education
 - population control
- Investing in foreign financial instruments is ___ investment
 - local
 - American
 - global
 - portfolio
- Which of the following best describe horizontal foreign direct investment
 - FDI which provides input to the firm
 - FDI which uses foreign output
 - long term lending to foreign firm
 - FDI in the same industry abroad as the foreign firm

Module 1 - Answer key

Question no	Q.1	Q.2	Q.3	Q.4	Q.5	Q.6	Q.7	Q.8	Q.9	Q.10	Q.11	Q.12
Answer	C	d	c	c	a	a	c	d	c	d	d	d

Module 2 Agriculture During Post Reform Period

- The government of India announced a national agricultural policy on
 - 20th June 2001
 - 28th July 2000
 - 20th July 2000
 - 28th July 2001
- Agricultural Policy 2000 encourages _____ participation.
 - Private
 - public
 - both a & b
 - market
- India at present is world's _____ largest producer of farm output.
 - 2nd
 - 1st
 - 6th
 - 10th
- MSP refers to
 - maximum support price
 - minimum support price
 - major support price
 - minimum selling price
- Price policy mainly benefits
 - small farmers
 - marginal farmers
 - large farmers
 - consumers
- The procurement price is _____ than the open market price.
 - lower than
 - higher than
 - equal to
 - much higher
- Agricultural price policy has benefited more
 - rich farmers
 - poor farmers
 - government
 - consumers
- NABARD refers to
 - National Bank for Agriculture and Regional Development
 - National Bank for Agriculture and Rural Development
 - National Bureau of Agriculture and Rural Development
 - Notional Bank for Agriculture and Regional Development
- Regional rural banks were established in
 - 1985
 - 1972
 - 1982
 - 1975
- _____ are apex of the co-operative credit structure.
 - commercial banks
 - regional rural banks
 - state co-operative banks
 - RBI
- Demand for agricultural commodities
 - very elastic
 - unit elastic
 - less elastic
 - relatively elastic

12. APMC refers to

- (a) agricultural product market committee
- (b) agricultural producers market committee
- (c) agricultural price model committee
- (d) agricultural price market committee

13. Farmers sell their produce at

- (a) favourable terms
- (b) very favourable terms
- (c) very unfavourable terms
- (d) very high prices

Module -2 Answer key

Question no	Q.1	Q.2	Q.3	Q.4	Q.5	Q.6	Q.7	Q.8	Q.9	Q.10	Q.11	Q.12	Q.13
Answer	b	a	a	b	c	a	a	a	d	c	c	a	c

Module 3: The Industry and Service Sector During Post-Reform Period

1. What IIP stands for?
 - a) Indian Industrial Production
 - b) Indian Industrial Protection
 - c) Index of Industrial Production
 - d) Index of Indian Production
2. When was the Competition Act was passed
 - a) January 2001
 - b) July 1991
 - c) December 2002
 - d) January 2002
3. The basic objectives of the Competition Act are
 - a) Prohibition of anti-competitive agreements
 - b) Prohibition of abuse of dominant position
 - c) Competition advocacy
 - d) All of the above
4. Currently, the base year for estimating IIP is
 - a) 1993-94
 - b) 2004-05
 - c) 2015-16
 - d) 2011-12
5. When was 'Industrial Development and Regulation Act' enacted?
 - a) 1947
 - b) 1951
 - c) 1950
 - d) 1956
6. Services are _____ activities that create value and provide benefits for customers at specific times and places as a result of bringing desired change.
 - a) economic
 - b) social
 - c) local
 - d) None of the above
7. Which of the following is not true of toxic wastes in India
 - a) There are highly efficient systems for their disposal
 - b) They can be caused by e-wastes
 - c) Handling them can be fatal at times
 - d) These constitutes 10-15% of Industrial wastes

8. The healthcare industry includes
 - a) Hospitals
 - b) Pharmaceuticals
 - c) Biotechnology
 - d) Genetic Engineering
9. Public sector was essential to realize the target of _____.
 - a) low growth rate
 - b) high growth rate
 - c) poor growth rate
 - d) minimal growth rate
10. FERA means _____.
 - a) Foreign Exchange Regulation Act
 - b) Foreign Exchange Ruling Act
 - c) Foreign exchange
 - d) Foreign Exchange Return Act
11. The disinvestment policy of the Government aimed to _____ the financial burden on the Government.
 - a) reduce
 - b) increase
 - c) lower
 - d) inflate
12. Services are _____.
 - a) fully tangible
 - b) intangible
 - c) partially tangible
 - d) partially intangible

Module III - Answer key

Question no	Q.1	Q.2	Q.3	Q.4	Q.5	Q.6	Q.7	Q.8	Q.9	Q.10	Q.11	Q.12
Answer	c	c	d	b	b	a	a	a	b	a	a	b

Module 4: Banking and Financial Market

1. Banking Regulation Act, 1949 was enacted to regulate:
 - (a) Reserve Bank of India
 - (b) banking companies
 - (c) cooperative land development banks
 - (d) primary agricultural credit societies
2. KCC stands for
 - (a) Kissan credit card
 - (b) Kissan customer card
 - (c) Key Credit Card
 - (d) Knowledge Care Center
3. The public sector banks consist of SBI and its associated banks which are merged with State Bank of India on _____.
 - (a) 1st April, 2017
 - (b) 1st April, 2018
 - (c) 1st April, 2019
 - (d) 1st April, 2020
4. The Local Area Bank Scheme was introduced in _____.
 - (a) July 1996
 - (b) August 1996
 - (c) June 1996
 - (d) December 1996

5. Tele banking is based on
 - (a) virtual banking
 - (b) online banking
 - (c) voice processing
 - (d) core banking
6. RTGS stands for
 - (a) Real Time Gross Settlement
 - (b) Ready Time Gross Settlement
 - (c) Ready Transfer Gross Settlement
 - (d) Real Technology Gross Settlement
7. When was General Insurance Business (Nationalisation) Act was passed?
 - (a) 1973
 - (b) 1972
 - (c) 1971
 - (d) 1970
8. Indian money market is regulated by
 - (a) The RBI
 - (b) SBI
 - (c) SEBI
 - (d) LIC
9. Which of the following money market instrument is used by commercial banks?
 - (a) CPs
 - (b) Commercial bills
 - (c) CDs
 - (d) Treasury bills
10. _____ is the rate at which the central bank rediscounts the bills of commercial banks.
 - (a) CPs
 - (b) Commercial bills
 - (c) CDs
 - (d) Treasury bills
11. Which of the following does not constitute the structure of capital market in India?
 - (a) Gilt-edged Market
 - (b) Industrial securities market
 - (c) RBI
 - (d) Mutual funds
12. Equity market is associate with _____
 - (a) Government securities
 - (b) Private securities
 - (c) Issue of fresh capital
 - (d) Sale of old shares
13. When the National Stock Exchange of India was set up in
 - (a) 1988
 - (b) 1992
 - (c) 1991
 - (d) 1996

Module 4 - Answer key

Question no	Q.1	Q.2	Q.3	Q.4	Q.5	Q.6	Q.7	Q.8	Q.9	Q.10	Q.11	Q.12	Q.13
Answer	b	a	a	a	a	a	b	a	c	c	c	c	c

T.Y.B.COM – SEM V- COST ACCOUNTING

SAMPLE QUESTIONS (MCQ)

1. Which of the following is not a function of Cost Accounting?
 - a. Cost ascertainment
 - b. Planning and control
 - c. Decision-making
 - d. external reporting

2. Cost information facilitates many important decisions except
 - a. Introduction of a product
 - b. Whether to make or buy
 - c. Rate of dividend
 - d. Exploration of an additional market

3. Measurement, in monetary terms, of the amount of resources used for the purpose of production of goods or rendering services is known as
 - a. Revenue expenditure
 - b. capital expenditure
 - c. Cost
 - d. overheads

4. A cost per unit which increases or decreases when volume of the output increases or decreases known as
 - a. fixed cost
 - b. variable cost
 - c. semi variable cost
 - d. none of the above

5. Which of the following is not an example of variable cost
 - a. straight line depreciation on a machine expected to last five years
 - b. piece rate wages paid to manufacturing workers

- c. wood used to make furniture
 - d. commission paid to sales person
6. Prime costs plus variable overhead is known as
- a. Production cost
 - b. Total cost
 - c. Marginal costs
 - d. Cost of sales
7. Costs which are not relevant for decision-making and are not affected by increase or decrease in volume are
- a. Imputed costs
 - b. sunk costs
 - c. Historical cost
 - d. opportunity cost
8. The cost of a special device that is necessary if a special order is accepted is a
- a. relevant cost
 - b. sunk cost
 - c. historical cost
 - d. opportunity cost
9. The three major of the product cost are all except
- a. direct material
 - b. factory overhead
 - c. direct labour
 - d. indirect labour
10. indirect costs are known as
- a. variable cost

- b. fixed cost
- c. overheads
- d. prime cost

11. The functional classification of costs include the following except

- a. prime cost
- b. production cost
- c. administration cost
- d. marketing cost

12. Continuous stock taking is a part of

- a. Annual stock taking
- b. ABC analysis
- c. Perpetual inventory
- d. Bill of Material

13. A store Ledger is

- a. An evidence of delivery of material
- b. A ledger of supplier
- c. A ledger which shows movement of each item of materials
- d. Inspection note

14. Purchase Requisition is a

- a. Purchase return of material
- b. Supply of material
- c. Requirement of material
- d. Price of material

15. The costs of goods acquired from suppliers including incoming freight or transportation cost are:

- a. Ordering costs
- b. Carrying costs
- c. Purchasing costs
- d. Stock out costs

16. The costs of preparing, issuing, and placing purchase orders plus, receiving and inspecting the items included in orders is:
- Ordering costs
 - Purchasing costs
 - Stock out costs
 - Carrying cost
17. The costs associated with storage are an example of which cost category?
- Quality costs
 - Ordering costs
 - Labour cost
 - Carrying cost
18. Material requisition is meant for
- Purchase of material
 - Sale of material
 - Supply of material from stores
 - Storage of material
19. EOQ stands for
- Economic Order Quantity
 - Economic Output Quantity
 - Essential Order Quantity
 - Essential Output Quantity
20. Bin is maintained by
- Storekeeper
 - Gatekeeper
 - Purchase department
 - Production department
21. In ABC analysis, Item that are about 10% of the items having 70% of the value consider under
- A category
 - B category
 - C category
 - D category
22. Under the ABC technique, "A" stands for
- High value items
 - Low value items

- c. Moderate value items
 - d. Scrap items
23. Maximum consumption \times Maximum re-order period
- a. Maximum level
 - b. Minimum level
 - c. Buffer stock
 - d. Re-order level
24. The size of the order for which both ordering and carrying costs are minimum is known as
- a. ABC
 - b. EOQ
 - c. VED
 - d. FIFO
25. Average stock level can be calculated as
- a. Maximum stock level + $\frac{1}{2} \times$ Re-order quantity
 - b. Minimum stock level + $\frac{1}{2} \times$ Re-order quantity
 - c. Maximum stock level + $\frac{1}{4} \times$ Re-order quantity
 - d. Minimum stock level + $\frac{1}{4} \times$ Re-order quantity
26. The ratio which expresses relationship between cost of material consumed and average stock held
- a. Stock working capital ratio
 - b. Current ratio
 - c. Inventory turnover ratio
 - d. Operating cost ratio
27. Time and motion study is conducted by the_____.
- a. Time-keeping department
 - b. Personnel department
 - c. Payroll department
 - d. Engineering department
28. Difference between attendance time and job time is_____.
- a. Standard time
 - b. Overtime
 - c. Actual time

- d. Idle time
29. The cost which is incurred to prevent the labour turnover_____.
- Management Cost
 - Replacement Cost
 - Preventive Cost
 - Compensation Cost
30. An employee is eligible for getting overtime wages if he/she works for more than_____.
- 6 hours a day
 - 8 hours a day
 - 9 hours a day
 - 12 hours a day
31. Halsey premium plan is _____.
- Individual incentive scheme
 - Group incentive scheme
 - Time and piece wage system
 - Differential piece wage system
32. The standard time required per unit of a product is 20 minutes. In a day of 8 working hours a worker gives an output of 30 units. If he gets a time rate of Rs. 20 per hour his total earning under Halsey bonus scheme is _____.
- Rs.200
 - Rs.192
 - Rs.180
 - Rs.160
33. Under Emerson's efficiency system, no bonus is payable when efficiency is upto_____.
- 50 %
 - 66 $\frac{2}{3}$ %
 - 83 $\frac{1}{3}$ %
 - 100%
34. Directors' remuneration and expenses form a part of
- Production overhead
 - Administration overhead

- (c) Selling overhead
- (d) Distribution overhead

35. Packing cost is not a

- (a) Production cost
- (b) Selling cost
- (c) Distribution cost
- (d) Revenue item

36. Expenses such as rent and depreciation of a building shared by several department are

- (a) Indirect expenses
- (b) Direct expenses
- (c) Joint expenses
- (d) Miscellaneous expenses

37. On the basis of function, cost is classified as-----

- a) Historical Cost
- b) Variable cost
- c) Administrative cost
- d) Avoidable cost

38. ----- is an example of factory overheads.

- a) Depreciation of Plant & Machinery
- b) Discount allowed
- c) Printing & Stationary
- d) Depreciation on furniture

39. In costing, closing stock is valued at

- a) Cost of production
- b) factory cost
- c) market price
- d) realisable value

40. Overheads are -----

- a) Direct cost
- b) Indirect cost
- c) Abnormal cost
- d) Avoidable cost

41. Calculate prime cost from the following

Direct material Rs2,80,000, Direct Wages Rs 1,70,000, Indirect Expenses Rs 20,000, Royalty on production Rs 30,000

- a) Rs 4,50,000
- b) Rs 5,00,000
- c) Rs 4,80,000
- d) Rs 4,00,000

42. Cost sheet is a -----

- a) Statement of incomes & expenses
 - b) Statement showing various elements of cost
 - c) Statement reconciling cost & financial profits
 - d) Statement showing abnormal loss
-

43. Over-absorption of factory overheads in cost records will

- a) Reduce costing profit b) increase costing profit c) increase financial profit d) Reduce costing profit and increase financial profit

44. Income tax paid is -----

- a) Debited in costing P&L A/C b) credited in financial P& L A/C c) Ignored in costing books
- d) credited in costing P&L A/C

45. Goodwill written off is considered only in

- a) Costing books b) financial books c) both the books d) ignored

46. Interest on fixed deposits is

- a) Debited in financial books b) credited in costing books c) credited in financial books d) debited in financial books

47. Which of the following is recorded only in financial books & not in costing books?

- a) Depreciation b) Office overheads c) Fines & penalties d) Selling overheads

48. Reconciliation is

- a) A statement which shows the causes of disagreement between costing profit & financial profit
- b) A statement which shows the expenses & incomes for the financial year
- c) A statement which shows the information about the cost of production
- d) A statement which shows total cost of a product

49. Which of the following is not a method of stock valuation ?

- a) FIFO b) LIFO c) Weighted Average Method d) straight line method

50. If profit as per costing books is Rs 50,000 & over-valuation of closing stock in costing books is Rs 10,000 , depreciation under-recovered in costing is 15,000 then profit as per financial books will be

- a) Rs 75,000 b) Rs 55,000 c) Rs 45,000 d) Rs 25,000
-

ANSWER KEYS –SAMPLE QUESTIONS- COST ACCOUNTING

Q.NO	ANSWER	Q.NO	ANSWER	Q.NO	ANSWER	Q.NO	ANSWER	Q.NO	ANSWER
1	d	11	a	21	d	31	a	41	c
2	c	12	c	22	a	32	b	42	b
3	c	13	c	23	d	33	b	43	d
4	a	14	c	24	b	34	b	44	c
5	a	15	c	25	b	35	d	45	b
6	c	16	a	26	c	36	a	46	c
7	b	17	d	27	d	37	c	47	c
8	a	18	c	28	d	38	a	48	a
9	d	19	a	29	c	39	a	49	d
10	c	20	a	30	c	40	b	50	d

EXPORT MARKETING – SEMESTER – V – SEPTEMBER, 2020

SAMPLE MULTIPLE CHOICE QUESTIONS

1. New EOUs are exempted from payment of corporate tax bloc for ... years

- A. 5 years
- B. 7 years
- C. 10 years
- D. 1 years

ANSWER: C

2. The scheme assists small units in procuring raw materials for export production.

- A. ASIDE,
- B. EPCG
- C. IRMAC,
- D. MDA

ANSWER: C

3. Final selection of overseas market depends on

- A. Scrutiny
- B. Shortlisting
- C. Assessment
- D. Evaluation

Answer : B

4. TRIFED is a canalizing agency , deals with Gum karaya

- A. Mica waste
- B. Mineral ores
- C. Petroleum products

ANSWER: A

5. What imply the physical movement of goods out of a country in a legal manner?

- A. Export
- B. Import
- C. Re-export
- D. Trade

ANSWER: A

6. India is not a member of .
A. SAARC
B. ASEAN
C. BRICS
D. All of the above

ANSWER: B

7. Specific duty can be imposed on
A. Marine Product
B. Agriculture product
C. Work of art
D. Gems & Jewellery

ANSWER: C

8. The WTO Agreement related to investment measures is.
A. TRIPS
B. TRIMS.
C. GATS
D. TCA.

ANSWER: B

9. Risk in export marketing due to civil disturbances is known as
A. Legal Risk
B. Commercial
C. Cargo
D. Political

Answer : B

10. A tariff

- A. Increase the volume of trade
B. Reduces the volume of trade
C. Has no effect on volume of trade
D. Both a. and c.

ANSWER: B

11. 11. India is not a member of
A. SAARC
B. ASEAN
C. BRICS

D. All Of the above

ANSWER: B

12. The IEC number is a number with

A. 7 digits

B. 8 digits

C. 9 digits

D. 10 digits

ANSWER: D

13. Export Marketing involves

A. No documentation

B. Extensive documentation .

C. Limited documentation .

D. New documentation .

Answer : B

14. The Director General of Foreign trade is appointed by

A. Central Government

B. State Government

C. Ministry of commerce

D. Chief justice of the Supreme Court

ANSWER: C

15. Custom formalises are

A. Minimum

B. Route

C. Complicated

D. Simple

Answer : C

16. . Duty Drawback is available for

A. Import duty on imported components

B. Central excise on indigenous components

C. Import duty and central excise on indigenous components

D. Import duty, central excise and VAT

ANSWER: C

17. Large scale export ... in the balance of trade

A. Reduces Deficit

B. Increases deficits

- C. Stabilises deficits
 - D. bring down deficit and surplus
- Answer : A

18. Expand MAI

- A. Market Acquire Interest
 - B. Market Access Interest
 - C. Market Access initiative
 - D. Market And Initiative
- ANSWER: C

19. EOUs are exempted from

- A. Sales Tax
 - B. Income Tax
 - C. Excise duty
 - D. Service Tax
- Answer : C

20. Commodity boards operate under the administrative controlled of ...

- A. Ministry of external affairs
 - B. Ministry of finance
 - C. Ministry of information of broadcast
 - D. Ministry of commerce
- ANSWER: B

21. Five star export house needs to have minimum export performance of US\$

- A. 1500 million
 - B. 3000 million
 - C. 1000 million
 - D. 2000 million
- Answer : D

22. Large scale export help to solve

- A. Domestic problems
 - B. Balance of payment problems
 - C. Political problems
 - D. Non of the above
- ANSWER: B

23. Following items which is not included in the category of prohibited items under negative list ...

- A. Fur of domestic animals
- B. Human skeleton
- C. Exotic birds
- D. Beef

ANSWER: A

24. Large scale export help to solve

- A. Domestic problems
- B. Balance of payment problems
- C. Political problems
- D. Non of the above

ANSWER: B

25. BOP means balance of Receipts and payments of

- A. all banks,
- B. State bank
- C. Foreign exchange by a country
- D. Government

ANSWER: C

26. Which town is excellence for textiles?

- A. Bhilwara
- B. Deras
- C. Indore
- D. Jodhpur

Answer : A

27. Custom quota combines ...

- A. Features of tariff as well as quota
- B. Features of tariffs only
- C. Features of quotas only
- D. Non of the above

ANSWER: A

28. The objectives of import duty is/are

- A. to raise income for the government
- B. to restrict imports
- C. to encourage exports
- D. to raise income and restrict imports

ANSWER: D

29. Which of the following is an example of intellectual property?

- A. Computer hardware.
- B. Trademarks.
- C. Textiles.
- D. Electronics equipment

ANSWER: B

30. Headquarters of ITPO is at

- A. Mumbai
- B. New Delhi
- C. Ahmedabad
- D. Kolkatta

Answer : B

31. A tax imposed on certain type of imported goods is

- A. a tariff
- B. a surcharge
- C. a severance tax
- D. a subsidy

ANSWER: A

32. How many countries are member of OECD?

- A. 34
- B. 35
- C. 36
- D. d.38

ANSWER: B

33. IIP was set up in

- A. 1965
- B. 1966
- C. 1980
- D. 1954

Answer : B

34. The IEC number is issued by the

- A. Central Government
- B. State Government

- C. Director General of Foreign trade
 - D. Ministry of commerce
- ANSWER: C

35. Product survey includes
- A. Production,
 - B. Advertising expenditures
 - C. Wages
 - D. Shape, colour and design of the product
- ANSWER: D

36. The tenure of the Foreign Trade policy is
- A. 3 years
 - B. 5 years
 - C. 1 year
 - D. 7 years
- ANSWER: B

37. IRMAC imports raw materials in bulk and supply to exporters at
- A. High Price
 - B. Low Price
 - C. Same Price
 - D. Competitive price
- Answer : D

38. Excise duty exemption on exports is available for duty paid on
- A. finished products only
 - B. components only
 - C. finished products and components
 - D. imported items
- ANSWER: C

39. Duty remission Scheme consist of
- A. MDA
 - B. ITPO
 - C. DBK
 - D. DEPB
- Answer : D

40. Expand MDA

- A. Market Development Area
- B. Market Development Assistance
- C. Market Developed Area
- D. Market Development Access

ANSWER: B

41. Goods/ services do not leave the country and the payments are received either in foreign or Indian currency is known as

- A. Export
- B. Import
- C. Reexport
- D. Deemed Export

ANSWER: D

42. When SEZ Act was passed?

- A. 2002
- B. 2003
- C. 2004
- D. 2005

ANSWER: D

43. EXIM policy is also called as

- A. Foreign trade Policy
- B. Export policy
- C. Import policy
- D. trade policy

ANSWER: A

44. The authority assists exporter in trade fairs and exhibitions

- A. ICA,
- B. ITPO,
- C. EIC,
- D. MIC

ANSWER: B

45. The headquarters of EU is at

- A. Brussels
- B. London
- C. Paris
- D. Berlin

Answer : A

46. Import of capital goods under EPCG scheme is subject to
- A. Terms and conditions of agreement
 - B. Conditions of law of exporting country
 - C. Actual user condition
 - D. Conditions of law of importing country
- ANSWER: C

47. _____ contributes a major share of foreign exchange in total Indian service export
- A. Software service
 - B. Business service
 - C. Educational service
 - D. Transport service
- Answer : A

48. When SEZ Act was passed?
- A. 2002
 - B. 2003
 - C. 2004
 - D. 2005
- ANSWER: D

49. The authority assists exporter in trade fairs and exhibitions
- A. ICA,
 - B. ITPO,
 - C. EIC,
 - D. MIC
- ANSWER: B

50. Final selection of overseas market depends on _____
- A. Scrutiny
 - B. Shortlisting
 - C. Assessment
 - D. Evaluation
- Answer : B

SAMPLE MCQ

(To develop the understanding/awareness about exam pattern)

FINANCIAL ACCOUNT- SEMESTER -V

(100 MARKS & 75:25 MARKS)

1. The requirements for final account of companies are specified in Schedule _____.

- a) I
- b) III
- c) XIII
- d) XIV

2. The Schedule III prescribes vertical form of Balance Sheet in part.

- a) 4
- b) 2
- c) 3
- d) 1

3. The unpaid interest on loan is _____.

- a) loan
- b) current liabilities
- c) reserve
- d) contingent liabilities

4. contingent liabilities Any amount payable within 12 months from date of Balance sheet is called _____.

- a) capital
- b) loan
- c) contingent liabilities
- d) current liabilities

5. Fixed deposit with bank is a part of _____.

- a) investment
- b) bank balance
- c) fixed assets
- d) loans & advances

6. Calls in arrears is to be _____.

- a) shown as debtors
- b) reduced from share capital
- c) shown as investments
- d) ignored

7. The liabilities of companies are divided _____ needs.

- a) 4
- b) 5
- c) 6
- d) 3

8. The assets of companies are divided in _____ heads.

- a) 5
- b) 3
- c) 4
- d) 6

9. The debit balance in Profit & Loss Account is to be _____.

- a) reduced from share capital
- b) reduced from reserve
- c) disclosed as miscellaneous expenditure
- d) shown as a note to account

10. Schedule II provides for _____.

- a) depreciation
- b) capital
- c) loans
- d) assets

11. Dividend paid on share capital is to be _____.

- a) shown as finance expenses
- b) shown as appropriations of profit
- c) shown in Manufacturing Account
- d) shown as reduction in capital

12. Schedule III requires Profit & Loss Account to be prepared in _____.

- a) horizontal form
- b) vertical form
- c) convenient form
- d) columnar form

13. The extract of Balance Sheet format profile is specified in Part _____ of Schedule III.

- a) 1
- b) 2
- c) 3
- d) 4

14. The uncalled amount in investment in shares is shown as _____.

- a) investment
- b) contingent liabilities
- c) current liabilities
- d) current assets

15. In internal reconstruction _____.

- a) No company is liquidated
- b) Only one company goes into liquidation
- c) Two or more companies are liquidated
- d) One or more companies go into liquidation

16. A limited company may alter the share capital so as to _____.

- a) increase its reserve capital
- b) sub-divide its shares into shares of smaller amount
- c) give option to preference shareholders to get equity shares
- d) making payment to creditors

17. Reduction of share capital of a company means reduction in _____.

- a) Only called up share capital
- b) Subscribed and/or paid-up share capital
- c) Only uncalled share capital
- d) Only authorized capital

18. Change in the rate of preference dividend payable in future without any change in the amount of capital is known as _____.

- a) Reduction in share capital
- b) Alteration in share capital
- c) Variation of shareholders' right
- d) Compromise

19. Conversion of cumulative preference shares into non-cumulative preference shares (without any change in the amount of capital), in a scheme of reconstruction, is known as _____.

- a) Reduction of Share Capital
- b) Alteration of Share Capital
- c) Variation of Shareholders' Rights
- d) Arrangement

20. Surrender of fully paid shares amounts to _____.

- a) Reduction of Share Capital

- b) Variation of Shareholders' Rights
- c) Alteration of Share Capital
- d) Compromise/Arrangement

21. Of the following, preference shareholders do not have a right to vote on resolutions_____.

- a) Which directly affect the rights attached to his preference shares.
- b) For entering a private equity agreement to raise further capital diluting their overall stake in the company.
- c) For the repayment.
- d) Proceeds of the issue of any shares

22. A company can buy back_____.

- a) Equity shares
- b) Preference shares
- c) Both of the above
- d) Equity share can be bought back

23. Equity share can be bought back_____.

- a) Out of profit only
- b) Out of proceeds of fresh issue only
- c) Out of capital profit only
- d) Its free reserves or the securities premium account or the proceeds of shares

24. Which of the following is a Free reserves for the purpose of buy back of shares_____.

- a) Workmen compensation fund (after meeting liabilities)
- b) Capital Redemption reserves balance c/d
- c) Debenture Redemption reserve
- d) Shares forfeited account

25. No company call purchase its own shares unless the buyback is of less than 25% of the_____.

- a) Total paid up capital of the company
- b) Total paid up capital and reserves of the company
- c) Total paid up capital and free reserves of the company
- d) Total nominal capital and free reserves of the company

26. Buy back of equity shares in any financial year shall not exceed 25% of its_____.

- a) Total paid up equity capital in that financial year
- b) Total paid up capital
- c) Total paid up equity capital and free reserves of the company
- d) Total nominal capital and free reserves of the company

27. On buy back of shares there is a reduction in the share capital to the extent of the _____.

- a) Market value of the shares bought back
- b) Face value of the shares bought back
- c) Called up value of the shares bought back
- d) Un-paid value of shares bought back

28. Z Ltd. purchased 10,000 shares of Rs. 10 each at Rs. 25 per share of A Ltd. during the year 2012-13. During the year 2016-17, A Ltd. offered rights issue at one share for every two shares held at a price of Rs. 20 per share. Right shares were subscribed. The carrying cost of investment is _____.

- a) Rs. 2,50,000
- b) Rs. 1,00,000
- c) Rs. 2,50,000
- d) Rs. 3,50,000

29. The receipt of bonus shares is to be shown in _____ column of Investment.

- a) no. of shares
- b) cost price
- c) market price
- d) no. of bands

30. The value of shares allotted on conversion of debentures is credited in _____.

- a) capital account
- b) profit & loss account
- c) investment
- d) debentures

31. Mr. A purchased 10,000 shares of X Ltd. @ 80 each and paid brokerage @ 1.5% and stamp duty Rs. 8,000. So cost of acquisition of shares will be _____.

- a) Rs. 8,00,000
- b) Rs. 7,80,000
- c) Rs. 7,88,000
- d) Rs. 8,20,000

32. Issue of bonus shares is entered in _____.

- a) N.V. column on debit side of Investment Account
- b) Cost column on debit side of Investment Account
- c) N.V. column on credit side of Investment Account
- d) Cost column on credit side of Investment Account

33. Right shares subscribed are entered in _____.

- a) N.V.column (Dr.) cost is entered in capital column debit side of Investment Account
- b) N.V. column (Cr.) cost in cost column credit side of Investment Account
- c) Cost is entered in capital column on debit side of Investment Account
- d) Cost is entered in capital column on credit side of Investment Account

34. Sale of rights shares is entered in investment Account on _____.

- a) Debit side of Investment Account in cost column
- b) Debit side of Investment Account in N.V. column
- c) Entered in Investment Account
- d) Sale proceeds credited to Profit and Loss Account

35. XYZ buys 200 Debentures of nominal value of Rs.100 each of ICICI Ltd. at Rs.98 (ex-interest) on 1st March 2019 from ABC. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Price paid by XYZ towards capital is _____.

- a) Rs. 20,000
- b) Rs. 19,600
- c) Rs. 20,200
- d) RS. 19,800

36. XYZ buys 200 Debentures of nominal value of Rs.100 each of ICICI Ltd. at Rs.98 (ex-interest) on 1st March 2019 from ABC. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Total payment made by XYZ is _____.

- a) Rs. 19,600
- b) Rs. 20,200
- c) Rs. 20,0 00
- d) RS. 19,800

37. XYZ buys 200 Debentures of nominal value of Rs.100 each of ICICI Ltd. at Rs.101 (cum-interest) on 1st March 2019 from ABC. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Price paid by XYZ towards capital is _____.

- a) Rs. 19,600
- b) Rs. 20,200
- c) Rs. 20,000
- d) Rs. 19,800

38. ABC sells 100 debentures of nominal value of Rs. 100 each of ICICI Ltd. at Rs.98 (ex-interest) on 1st March 2019 to XYZ. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Nominal value of investment sold is _____.

- a) Rs. 10,000
- b) Rs. 10,100
- c) Rs. 9,800

d) Rs. 9,900

39. ABC sells 100 debentures of nominal value of Rs. 100 each of ICICI Ltd. at Rs.98 (ex-interest) on 1st March 2019 to XYZ. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Amount received towards capital is _____.

- a) Rs. 10,000
- b) Rs. 10,100
- c) Rs. 9,800
- d) Rs. 9,900

40. ABC sells 100 debentures of nominal value of Rs. 100 each of ICICI Ltd. at Rs.101 (cum-interest) on 1st March 2019 to XYZ. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Amount received towards capital is _____.

- a) Rs. 10,000
- b) Rs. 10,100
- c) Rs. 9,800
- d) Rs. 9,900

41. ABC sells 100 debentures of nominal value of Rs. 100 each of ICICI Ltd. at Rs.98 (ex-interest) on 1st March 2019 to XYZ. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Total amount received is _____.

- a) Rs. 10,000
- b) Rs. 10,100
- c) Rs. 9,800
- d) Rs. 9,900

42. ABC sells 100 debentures of nominal value of Rs. 100 each of ICICI Ltd. at Rs.101 (cum-interest) on 1st March 2019 to XYZ. Interest @ 12% p.a. is to be paid half yearly on 30th June and 31st December. Total amount received is _____.

- a) Rs. 10,000
- b) Rs. 10,100
- c) Rs. 9,800
- d) Rs. 9,900

43. Obey certain ethical rules no matter what the results are _____.

- a) Ethical relativism
- b) Deontological ethics
- c) Ethical absolutism
- d) Teleological ethics

44. Ethical decisions must consider the consequences _____.

- a) Ethical relativism
- b) Deontological ethics

- c) Ethical absolutism
- d) Teleological ethics

45. Ethics are unchanging over time and place _____.

- a) Ethical relativism
- b) Deontological ethics
- c) Ethical absolutism
- d) Teleological ethics

46. Ethics are between different ages and different communities' _____.

- a) Ethical relativism
- b) Deontological ethics
- c) Ethical absolutism
- d) Teleological ethics

47. Confidentiality is a _____.

- a) threat to compliance with a fundamental principle
- b) fundamental principle
- c) safeguard against threat to compliance with a fundamental principle
- d) evaluating significance of threats

48. Due to long or close relationship with a client or employer, a Chartered Accountant will be too sympathetic to their interests is a _____.

- a) threat to compliance with a fundamental principle
- b) fundamental principle
- c) safeguard against threat to compliance with a fundamental principle
- d) evaluating significance of threats

49. Continuing professional development requirements is a _____.

- a) threat to compliance with a fundamental principle
- b) fundamental principle
- c) safeguard against threat to compliance with a fundamental principle
- d) evaluating significance of threats

50. Whistle blowing is a _____.

- a) threat to compliance with a fundamental principle
- b) fundamental principle
- c) safeguard in the work environment
- d) evaluating significance of threats

ANSWERS:-

1	b	26	a
2	d	27	b
3	a	28	d
4	d	29	a
5	b	30	d
6	b	31	d
7	c	32	a
8	c	33	a
9	c	34	d
10	a	35	b
11	b	36	c
12	b	37	d
13	a	38	a
14	b	38	c
15	a	40	d
16	b	41	a
17	b	42	b
18	c	43	b
19	c	44	d
20	a	45	c
21	b	46	a
22	c	47	b
23	d	48	a
24	a	49	c
25	c	50	c

Sample MCQ - MHRM Sem- V (Marketing)

Module - 1

1. The _____ concept of marketing revolved around profit maximization.
 - a) Traditional
 - b) Societal
 - c) Modern
 - d) Segmentation

2. _____ is the oldest concept of marketing.
 - a) Product
 - b) Exchange
 - c) Marketing
 - d) Production

3. . Fulfilling social responsibility is one of the essentials of _____ concept
 - a) Societal
 - b) Product
 - c) Production
 - d) Exchange

- 4.. _____ concept states that the consumers will prefer products that offer the best quality, performance or innovative features.
 - a) Product
 - b) Selling
 - c) Exchange
 - d) Production

5. _____marketing is the process of strategy development by regularly considering marketing environment and consumer satisfaction.
 - a) Strategic
 - b) Social
 - c) Traditional
 - d) Green

6. _____provides information to the decision maker on marketing related issues.

- a) Segmentation
- b) Positioning
- c) Targeting
- d) MIS

7. . _____is a psychological factor which influences consumer behaviour.

- a) Motivation
- b) Lifestyle
- c) Culture
- d) Occupation

8. Marketing _____system consists of people, equipments and procedures to gather, sort, analyse, evaluate and distribute needed, timely and accurate information to marketing decision makers.

- a) Identification
- b) Research
- c) Procedural
- d) Information

9. Internal marketing means_____

- a) Marketing to self
- b) Marketing to family members
- c) Marketing to the staff members
- d) Marketing inside India

10. When product performance is matched with customers expectation, the customers are

- a) Satisfied
- b) b)Dissatisfied,
- c) Delighted
- d) Astonished

11. It is Collecting and analyzing data to solve specific marketing problems.

- a) Marketing Information System
- b) Marketing Research
- c) Product Information
- d) None of the above

12. It is modern concept of marketing.

- a) Holistic
- b) Promotion
- c) Exchange
- d) Production

13. _____ is a basis of socio-graphic segmentation.

- a) Culture
- b) Gender
- c) Income
- d) Occupation

14. _____ is the term that is used to describe the combination of the four inputs that constitute the core of a company's marketing system: the product, the price structure, the promotion activities and the distribution system.

- a) Customer segmentation
- b) Marketing mix
- c) Customer relationship
- d) Marketing strategy

Module -2

15. _____ includes several sub-variables like product line, product shape, size, colour, ingredients, brand name, trade mark, packaging, labelling, after sale services, guarantees etc.

- a) Price mix
- b) Place mix
- c) Product mix
- d) Promotion mix

16. Striking the appropriate marketing mix would _____ the profits of an organization.

- a) decrease
- b) increase
- c) curtail
- d) dwindle

17. Product _____ explains the number of variants of each product in the line.

- a) Width
- b) Depth
- c) Length
- d) Consistency

18. _____ stage is the stage where the demand and sales reach the saturation point.

- a) Inception
- b) Maturity
- c) Growth
- d) Decline

19. During _____ stage consumers start switching over to other brands.

- a) Decline
- b) Growth
- c) Maturity
- d) Inception

20. It is name, term, sign and symbol, colour, shape, size, etc are given to the products and which is registered under the trade and merchandise act for the legal protection

- a) Brand
- b) Product

- c) Service
- d) Goods

21. It means to protect and cover ,wrapping the products

- a) Packing
- b) Buy
- c) Sell
- d) Grading

22. It means to create distinctive image and reputation in the mind of customers

- a) Product Positioning
- b) Buying
- c) Selling
- d) Product modification

23. This pricing is suitable to recover early profit i.e. Technology products, fashionable products, etc.

- a) Skimming Pricing
- b) Penetration Pricing
- c) Lower Pricing
- d) None of the above

24. This pricing method is Fixed to Rural and Urban Market

- a) Skimming Pricing
- b) Penetration Pricing
- c) Standard Pricing
- d) None of the above

Module -3

25. Brand _____ is a strategy in which a firm uses an existing brand name is used to introduce a product in a different product category.

- a) introduction
- b) retrenchment
- c) contraction
- d) extension

26. Short-range marketing plans cover

- a) five years or less.
- b) four years or less.
- c) three years or less.
- d) two years or less.

27. Which one of the following is not element of marketing mix?

- a) Promotion
- b) Place
- c) Product
- d) Plan

28. It is paid form of commercial message

- a) Publicity,
- b) Advertising,
- c) Sales promotion
- d) Gift / Voucher

29. It is combination of all promotion methods like Advertising, Salesmanship, Sales promotion, Publicity, Sponsorship, Public relationship, Packaging, Direct Marketing, Trade fair and Exhibition, etc.

- a) Purchasing
- b) Selling
- c) Training
- d) Integrated Marketing Communication

30. Network marketing, Pyramid marketing, referral marketing are also called

- a) Horizontal Marketing System
- b) Third party delivery System (Logistics)
- c) Multi-channel marketing
- d) Multi-level marketing

31. Marketing system is an arrangement whereby two or more firms at the same level join together for marketing purposes to capitalize on a new opportunity

- a) a)Vertical Marketing,
- b) b)Horizontal Marketing.
- c) c)Third Party Logistics
- d) Multilevel Marketing

32. Colgate ,Soaps are suitable for this channel

- a) Direct Channel
- b) Indirect Channel
- c) other Channel
- d) Zero Channel

33) Warehouse creates _____Utility

- a) Place
- b) Price
- c) Time
- d) Product

34. _____ is the first step in personal selling.

- a) Prospecting
- b) Presentation
- c) Approach
- d) Follow-up

35. A _____ is an assurance given about the quality of a product sold.

- a) promise
- b) warranty
- c) logo
- d) statement

36. Marketing _____ creates time, place and possession utilities.

- a) plan
- b) department
- c) C) idea
- d) D) channels

37. _____ promotional tools are those tools which are directed towards ultimate consumer.

- a) Trade
- b) Sales force
- c) Consumer
- d) Intermediaries

Module -4

38. Market _____ has a dominant position in the market.
- a) leader
 - b) challenger
 - c) follower
 - d) nicher
39. _____ marketing refers to marketing of products that are environmentally safe
- a) Societal
 - b) Social
 - c) Traditional
 - d) Green
40. _____ are small firms that target small market..
- a) Leaders
 - b) Nichers
 - c) Followers
 - d) Challengers
41. It makes use of Smart phones, digital boards, tablet, computer, laptop, etc.
- a) Urban Marketing
 - b) Digital Marketing
 - c) Niche Marketing
 - d) Rural Marketing
42. Use of social platform WhatsApp, Facebook, etc.
- a) Urban Marketing
 - b) Social Media Marketing
 - c) Niche Marketing
 - d) Rural Marketing
43. This strategy focus on spreading information & opinions about products.
- a) Urban Marketing
 - b) Viral Marketing
 - c) Niche Marketing
 - d) Rural Marketing

44. Two minutes Ad campaign is famous for

- a) Maggie Noodles Marketing
- b) Vodaphone Marketing
- c) Colgate Marketing
- d) Pizza

45. While a poor physical distribution system would affect all elements of a company's marketing mix, the problems associated with a poor system

- a) can usually be solved by investing more money in the system.
- b) are usually caused by increased distribution costs.
- c) can have a negative impact on customer service and satisfaction.
- d) are usually attributed to problems with order processing.

46. Charging more for a soft drink in a vending machine than in a supermarket is an example of:

- a) price discrimination.
- b) competition oriented pricing.
- c) price differentiation.
- d) cost-oriented pricing.

47. What type of competitive structure exists when a firm produces a product that has no close substitutes?

- a) Monopoly
- b) Oligopoly
- c) Monopolistic Competition
- d) Perfect Competition

48. A physical, concrete product you can touch is:

- a) service
- b) good
- c) idea
- d) concept

49. An example of a convenience consumer product is

- a. stereo equipment.
- b. petrol.
- c. a motorcycle.
- d. a bicycle.

50. Outbound telemarketing consists of .

- a) Urban Marketing
- b) Tele Marketing
- c) Niche Marketing
- d) Rural Marketing

Answers

1) Traditional 2) Exchange 3) Societal 4) Product 5) Strategic 6) MIS 7) Motivation 8) Information 9) Marketing to the staff members 10) Satisfied 11) Marketing Research 12) Holistic 13) Culture 14) Marketing mix 15) Product Mix 16) increase 17) Depth 18) Maturity 19) Decline 20) Brand 21) Packing 22) Product Positioning 23) Skimming Pricing 24) Standard Pricing 25) extension 26) three years or less 27) Plan 28) Advertising 29) Integrated Marketing Communication 30) Multi-level marketing 31) Horizontal Marketing 32) Indirect Channel 33) Time 34) Prospecting 35) warranty 36) channels 37) Consumer 38) leader 39) Green 40) Nichers 41) Digital Marketing 42) Social Media Marketing 43) Viral Marketing 44) Maggie Noodles Marketing 45) can have a negative impact on customer service and satisfaction 46) price differentiation 47) Monopoly 48) good 49) petrol 50) Tele Marketing

Sample MCQ Purchasing and Store Keeping Sem-V (Purchasing)

Module 1

Material Management and Material Requirement Planning

1. It is taking care of all materials for the production proposes and purchasing economical .

- a) **Material Management**
- b) Purchase Management
- c) Selling Management
- d) Account Management

2. It means all commodities are used for the production purpose. It consists of Raw Materials, factory supplies such as oil, grease, component parts, etc. These are collectively described as Store and normally stored in store room.

- a) **Material Management**
- b) Purchase Management
- c) Selling Management
- d) Account Management

3. The cost of raw materials ranges from in the factory.

- a) 50% to 55%
- b) 30% to 55%
- c) 10% to 30%
- d) **50% to 85%**

4. It _____total assets of the company is in the form of material management

- a) **1/3**
- b) 2/3
- c) 3/4
- d) 4/4

5. Sugarcane is required for Sugar Industry called as _____

- a) **Raw Material**
- b) WIP
- c) Finished Goods
- d) Scrap

6. Crude Oil is required for Petrol Industry called as _____

- a) **Raw Material**
- b) WIP
- c) Finished Goods
- d) Scrap

7. Steel sheet is required for Automobile Industry called as _____

- a) **Raw Material**
- b) WIP
- c) Finished Goods
- d) Scrap

8. Cotton is required for Cloth Industry called as _____

- a) **Raw Material**
- b) WIP
- c) Finished Goods
- d) Scrap

9. Buy material at lower price with better quality Raw materials is called as _____

- a) **Economy in purchasing**
- b) Better Quality
- c) Optimum Stocking
- d) Under stocking

10. There is No under stocking and NO over stocking Called as _____

- a) Economy in purchasing
- b) Better Quality
- c) **Optimum Stocking**
- d) Under stocking

11. It is related about Data or Information available about stock of materials

- a) Economy in purchasing
- b) Better Quality
- c) Optimum Stocking
- d) **Information system**

12. It is related about to assign duties and responsibility to the people

- a) Economy in purchasing
- b) Better Quality
- c) Optimum Stocking
- d) **Fixing Responsibility**

13. To purchase Right material at right time at right source from right quality with right terms and conditions

- a) **Scientific Purchasing**
- b) Purchasing
- c) Selling
- d) Auction

14. How many _____ Scientific Purchasing Principles

- a) 7
- b) 8
- c) 9
- d) 10

15. It means to protect /cover the products

- a) **Packing**
- b) Packaging
- c) Selling
- d) Buying

Answer

**1. a 2. a 3. d 4. a 5. a 6. a 7. a 8. a 9.a 10.c 11. d 12. d 13.a
14.a 15. a**

Module No2
Material research and E-Material Management

1. Material Research means systematic, formal and continuous analysis of all factors affecting the material management functions
 - a) **Material Research**
 - b) Material Planning
 - c) Material Coordinating
 - d) Material Information
2. It means systematic, formal and continuous analysis of all factors affecting the material management functions.
 - a) **Material Research**
 - b) Material Planning
 - c) Material Coordinating
 - d) Material Information
3. It helps to identify best sources of supply and helps in deciding the companies for the requirement of raw materials.
 - a) **Long term requirement of material**
 - b) Source of Material
 - c) Updated Technology
 - d) Estimated of material
4. It helps to identify best suitable technology and helps to production activity.
 - a) Long term requirement of material
 - b) Source of Material
 - c) **Updated Technology**
 - d) Estimated of material
5. This is external factors of business, Organization has to modify as per this factor
 - a) **Government**
 - b) Plan and Policy
 - c) Worker
 - d) Staff
6. It is considered as GDP.GNP ,Inflation, Business cycle ,etc.
 - a) **Economic Analysis**
 - b) Market analysis
 - c) Supplier analysis
 - d) Transportation analysis
7. It is considered as Technology, New trends, Innovations, Fashion, etc
 - a) Economic Analysis
 - b) **Market analysis**
 - c) Supplier analysis

d) Transportation analysis

8. It is considered as Maintain relationship with Sellers.

- a) Economic Analysis
- b) Market analysis
- c) **Supplier analysis**
- d) Transportation analysis

9. Right product, Right Price, Right Quantity, Right Quality ,Right Time, Right Transport Right sources are considered as _____

- a) Economic Analysis
- b) Market analysis
- c) **Purchase analysis**
- d) Transportation analysis

10. It means process of purchasing and store keeping and logistics through the use of technology computer/e-devices or online platform.

- a) **E-Material Management**
- b) Material Management
- c) Purchasing
- d) Selling

11. “The electronic management and control of goods from acquisition to delivery at point of use.”

- a) **E-Material Management**
- b) Material Management
- c) Purchasing
- d) Selling

12. With the help of computer we can easily identify holding order, regular order, pending order, etc

- a) **Accurate production programme**
- b) Analysis Report
- c) Better defined ordering policy
- d) Control of inventory

13. It is easy to pick of essential raw material from wide range of materials so that we can prepare report of essential materials

- a) Accurate production programme
- b) Analysis Report**
- c) Better defined ordering policy
- d) Control of inventory

14. It enables establishes a well defined ordering policy with the help of computer so that in advance we can decide – When to purchase, How to purchase , How much quantity purchased

- a) Accurate production programme
- b) Analysis Report
- c) Better defined ordering policy**
- d) Control of inventory

15. It is also indicating the cost and requirement of materials for the smooth flow of production .

- a) Accurate production programme
- b) Analysis Report
- c) Better defined ordering policy
- d) Control of inventory**

Answer

1.a 2.a 3.a 4. c 5.a 6.a 7.b 8. c 9. c 10. a 11.a 12. a 13. b 14.c 15.d

Module:- 3
Scientific Purchasing

1. This is called as Common people who purchase goods and services
 - a) **Ultimate buyers**
 - b) Middleman/Agent
 - c) Industrial buyers
 - d) Government buyer

2. It includes trade intermediaries who buy for selling Like Wholesaler, Retailer, etc.
 - a) Ultimate buyers
 - b) **Middleman/Agent**
 - c) Industrial buyers
 - d) Government buyers

3. It includes Purchase Raw materials, Spare parts, tools, equipments, machinery for production purpose.
 - a) Ultimate buyers
 - b) Middleman/Agent
 - c) **Industrial buyers**
 - d) Government buyers

4. These buyers are including Railway. Electrical Board or BHEL, GAIL, SAIL to buy the products.
 - a) Ultimate buyers
 - b) Middleman/Agent
 - c) Industrial buyers
 - d) **Government buyers**

5. **These are perfect customers and buying regularly as per need**
 - a) **Organized customers**
 - b) Aggressive Customers
 - c) Talkative customers
 - d) Seasonal Customers

6. These are Angry and rude behaviour customers.

- a) Organized customers
- b) Aggressive Customers**
- c) Talkative customers
- d) Seasonal Customers

7. These are Buy regularly , more talkative & friendly

- a) Organized customers
- b) Aggressive Customers
- c) Talkative customers**
- d) Seasonal Customers

8. These are Not regular customers and purchase only at occasionally

- a) Organized customers
- b) Aggressive Customers
- c) Talkative customers
- d) Seasonal Customers**

9. These are timid and nervous customers

- a) Shy Customers**
- b) Impulsive customers
- c) Discount-driven customers
- d) Decisive Customers

10. These are customer buying without planning

- a) Shy Customers
- b) Impulsive customers**
- c) Discount-driven customers
- d) Decisive Customers

Answer

1. a 2. b 3. c 4. d 5. a 6. b 7. c 8. d 9. a 10. b

Module 4

Purchase procedure

1. It means some time its advisable/ Prefer to buy certain things from outside because its easily and cheap cost instead of doing its own production.

- a) **Make or Buy Decision**
- b) Sell Decision
- c) Invest Decision
- d) Return Decision

2. The word ethics is derived from _____ word “Ethos”

- a) **Greek**
- b) French
- c) Latin
- d) Japanese

3. “Ethos” which means”.

- a) **Fundamental Values**
- b) Stigma
- c) Principles
- d) Project

4. Ethics is branch of _____ which is concerned with ethical values and moral characteristics.

- a) **Philosophy**
- b) Principles
- c) Practices
- d) Problems

5. Purchase within India is called as

- a) **Domestic**
- b) International
- c) World
- d) Export

6. Purchase from out of India is called as

- a) **Domestic**

- b) International
- c) Home trade
- d) Quotation

7. Write purchase order is called as

- a) **Requisition**
- b) Buying
- c) Selling
- d) Returning

8. It is required within ____ days approval invoice (Bill) and Payment

- a) **30**
- b) 40
- c) 50
- d) 60

9. It means to buy material from market condition like price low or high

- a) **Market Purchasing**
- b) Contract Purchasing
- c) Centralized Purchasing
- d) Decentralized Purchasing

10. It means to Make contract with supplier for continuous supply of materials

- a) Market Purchasing
- b) **Contract Purchasing**
- c) Centralized Purchasing
- d) Decentralized Purchasing

Answer

1.a 2. a 3.a 4. a 5.a 6.a 7. a 8.a 9.a 10.b