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**Commerce**

## Section I (Research Methodology)

Attempt the following question in short.

1.	Identifying causes of a problem and possible solution to a problem is			
	a.	Field Study	b.	Diagnosistic study
	c.	Action study	d.	Pilot study
2.	Which of the following is not the method of Research?			
	a.	Survey	b.	Historical
	c.	Observation	d.	Philosophical
3.	In order to pursue the research, which of the following is priorly required?			
	a.	Developing a research design	b.	Formulating a research question
	c.	Deciding about the data analysis procedure	d.	Formulating a research hypothesis
4.	The first step of research is			
	a.	Selecting a problem	b.	Searching a problem
	c.	Finding a problem	d.	Identifying a problem
5.	Research can be classified as:			
	a.	Basic, Applied and Action Research	b.	Philosophical, Historical, Survey and Experimental Research
	c.	Quantitative and Qualitative Research	d.	All the above
6.	Fundamental research reflects the ability to:			
	a.	Synthesize new ideals	b.	Expound new principles
	c.	Evaluate the existing material concerning research	d.	Study the existing literature regarding various topics
7.	Authenticity of a research finding is its:			
	a.	Originality	b.	Validity
	c.	Objectivity	d.	All of the above
8.	A null hypothesis is			
	a.	when there is no difference between the variables	b.	the same as research hypothesis
	c.	subjective in nature	d.	when there is difference between the variables
9.	When a research problem is related to heterogeneous population, the most suitable sampling method is			
	a.	Cluster Sampling	b.	Stratified Sampling
	c.	Convenient Sampling	d.	Lottery Method
10.	Field-work-based research is classified as			
	a.	Empirical	b.	Historical
	c.	Experimental	d.	Biographical
11.	What is the first step in the research process?			
	a.	Data analysis	b.	Literature review
	c.	Hypothesis testing	d.	Research design
12.	Qualitative research is associated with			
	a.	Emphasis on greater sample size	b.	Measurement of variables
	c.	Unstructured, flexible and open methodology	d.	A structured, rigid methodology
13.	What differentiates qualitative and quantitative research methodology?			
	a.	Sampling methods	b.	Data collection methods
	c.	Analysis methods	d.	All of the above
14.	Which number is wrong in the series 2, 6, 15, 31, 56, 93?			
	a.	6	b.	31
	c.	56	d.	93
15.	Which of the following is the odd one from the given alternatives?			
	a.	Driving	b.	Diving
	c.	Swimming	d.	Sailing
16.	Sampling is advantageous as it _____			
	a.	Saves time	b.	Helps in capital-saving
	c.	Increases accuracy	d.	Both (a) and (b)
	Random sampling is helpful as it is _____.			

17.	a.	Reasonably accurate	b.	Free from personal biases
	c.	An economical method of data collection	d.	All the above
18.	Type-I Error occurs if _____			
	a.	the null hypothesis is rejected even though it is true	b.	the null hypothesis is accepted even though it is false
	c.	both the null hypothesis as well as alternative hypothesis are rejected	d.	None of the above
19.	The data of research is _____			
	a.	Qualitative only	b.	Quantitative only
	c.	Both (a) and (b)	d.	Neither (a) nor (b)
20.	Dramaturgical interviewing is carried out through _____			
	a.	Debating	b.	Sampling
	c.	Case study	d.	Role playing
21.	A college wants to give training in use of Statistical Package for Social Sciences (SPSS) to researchers. For this the college should organize:			
	a.	Lecture	b.	Seminar
	c.	Workshop	d.	Conference
22.	Books and records are the primary sources of data in:			
	a.	clinical research	b.	historical research
	c.	laboratory research	d.	participatory research
23.	What do you consider as the main aim of inter disciplinary research?			
	a.	To over simplify the problem of research	b.	To bring out holistic approach to research
	c.	To create a new trend in research methodology	d.	To reduce the emphasis of single subject in research domain
24.	To test null hypothesis, a researcher uses:			
	a.	X	b.	t test
	c.	ANOVA	d.	factorial analysis
25.	Second step in problem formulation is			
	a.	Statement of the problem	b.	Understanding the nature of the problem
	c.	Survey	d.	Discussions
26.	Which one is called non-probability sampling?			
	a.	Quota sampling	b.	Cluster sampling
	c.	Systematic sampling	d.	Stratified random sampling
27.	Which type of graph is best suited for displaying categorical data?			
	a.	Line graph	b.	Scatter plot
	c.	Histogram	d.	Pie chart
28.	What is the purpose of a line graph?			
	a.	To display the distribution of a continuous variable	b.	To represent proportions or percentages
	c.	To compare multiple groups or categories	d.	To show relationships between two continuous variables
29.	What does the X-axis represent in a line graph?			
	a.	Independent variable	b.	Frequency or count
	c.	Dependent variable	d.	Categories or groups
30.	Which of the following is a commonly used software program for qualitative data analysis?			
	a.	SPSS	b.	Excel
	c.	NVivo	d.	SAS
31.	Data Analysis is a process of?			
	a.	inspecting data	b.	cleaning data
	c.	transforming data	d.	All of the above
32.	The process of reviewing data is called _____			
	a.	Data Analysis	b.	Data Breaching
	c.	Data Interpretation	d.	None
33.	Amongst which of the following is / are the true about regression analysis?			
	a.	Describes associations within the data	b.	Modeling relationships within the data
	c.	Answering yes/no questions about the data	d.	All of the mentioned above
	The process of quantifying data is referred to as ____.			

34.	a.	Decoding	b.	Structure
	c.	Enumeration	d.	Coding
35.	CUP : LIP :: BIRD : ?			
	a.	BUSH	b.	GRASS
	c.	FOREST	d.	BEAK
36.	The reasoning which would be helpful in finding new knowledge of fact about the world is			
	a.	Speculative	b.	Inductive
	c.	Deductive	d.	Analogical
37.	Suppose you reason as follows: If I spend 15 hours per week studying research methods, I will earn an A in the course. I will study research methods at least 15 hours per week. Therefore, I will earn an A in the course. What type(s) of reasoning is this?			
	a.	inductive reasoning	b.	deductive reasoning
	c.	neither inductive nor deductive reasoning	d.	both inductive and deductive reasoning
38.	All trucks are polluting vehicles” is given as false, then which of the following statements can be immediately inferred to be true ?			
	a.	Some truck are polluting vehicles	b.	Some truck are not polluting vehicles
	c.	No truck are polluting vehicles	d.	No polluting vehicles are truck
39.	What is the major attribute of Correlation Analysis?			
	a.	Association among variables	b.	Difference among variables
	c.	Regression among variables	d.	Variations among variables
40.	The format of thesis writing is the same as in			
	a.	Writing of Seminar representation	b.	Preparation of research paper/article
	c.	A research dissertation	d.	Presenting a workshop/conference paper
41.	The main aim of the scientific method in the research field is to _____			
	a.	Improve data interpretation	b.	Confirm triangulation
	c.	Introduce new variables	d.	Eliminate spurious relations
42.	A researcher is interested in studying the prospects of a particular political party in an urban area. So, what tool should he prefer for the study?			
	a.	Rating Scale	b.	Interview
	c.	Questionnaire	d.	Schedule
43.	What are the core elements of a dissertation?			
	a.	Introduction; Data Collection; Data Analysis; Conclusions and Recommendations	b.	Executive Summary; Literature Review; Data Gathered; Conclusions; Bibliography
	c.	Research Plan; Research Data; Analysis; References	d.	Introduction; Literature Review; Research Methodology; Results; Discussions and Conclusions
44.	How can we enhance the research objective?			
	a.	By making it more valid	b.	By making it more reliable
	c.	By making it more impartial	d.	All of the above
45.	What is the best-suited name for a process that doesn't necessitate experimental research?			
	a.	Manipulation	b.	Controlling
	c.	Content analysis	d.	Observation
46.	What does the term 'longitudinal design' mean?			
	a.	A study completed far away from where the researcher lives.	b.	A study completed over a distinct period of time to map changes in social phenomena.
	c.	A study which is very long to read	d.	A study with two contrasting cases
47.	Which of the following should be included in a research proposal?			
	a.	Your choice of research methods and reasons for choosing them.	b.	Your choice of research methods and reasons for choosing them.
	c.	Your academic status and experience.	d.	All of the above.
48.	Which of the following should you think about when preparing your research?			
	a.	Your sample frame and sampling strategy.	b.	The ethical issues that might arise.
	c.	Negotiating access to the setting.	d.	All of the above.
49.	A review of the literature prior to formulating research questions allows the researcher to :			
	a.	Provide an up-to-date understanding of the subject, its significance, and structure	b.	Guide the development of research questions

	c.	Present the kinds of research methodologies used in previous studies	d.	All of the above
50.	Adopting ethical principles in research means:			
	a.	Avoiding harm to participants	b.	The researcher is anonymous
	c.	Deception is only used when necessary	d.	Selected informants give their consent

## Section II (Commerce)

### Attempt the Following

1.	Which of the following does not form the part of the important information to be incorporated in the Memorandum of Association as specified in the Companies Act, 2013?			
	a.	The name of the company and the state in which it is situated.	b.	The objects for which the company is proposed to be incorporated.
	c.	The rules, regulations and bye-laws for the internal management of the company.	d.	The liability of the members of the company, whether limited or unlimited.
2.	Which one of the following statements is true about estimated costs and standard costs?			
	a.	Standard costs are based on scientific analysis and engineering studies while estimated costs are based on historical basis.	b.	Standard cost emphasis is on “what cost will be” while estimated cost emphasis is on “what cost should be”.
	c.	Standard costs are more frequently revised compared to estimated cost.	d.	Estimated costs are more stable than standard costs.
3.	Which one of the following is not covered in the approach adopted by “Niti Aayog”?			
	a.	Five-year planning approach	b.	Fifteen-year vision
	c.	Seven-year strategy	d.	Three-year action agenda
4.	Which of the following is not an approach to the Capital Structure?			
	a.	Modigliani and Miller Approach	b.	Net Income Approach
	c.	Net Operating Income Approach	d.	Gross Profit Approach
5.	X and Y sharing profits in the ratio of 7:3, admit Z for 3/7 share in the new firm in which he takes 2/7 from X and 1/7 from Y. The new ratio of X, Y and Z will be:			
	a.	7:3:3	b.	4:2:3
	c.	14:6:15	d.	29:11:30
6.	A graph of a cumulative frequency distribution is called:			
	a.	Frequency Polygon	b.	Ogive
	c.	Frequency Curve	d.	Pie-Diagram
7.	Functional Leadership Theory is associated with:			
	a.	Hackman and Walton and McGrath	b.	Bernard and Ordway
	c.	Koontz and O'Donnell	d.	Alford and Beatty
8.	The tangible goods for which a consumer wants to compare quality, price and perhaps style in several stores before making a purchase are called:			
	a.	Convenience Goods	b.	Specialty Goods
	c.	Shopping Goods	d.	Unsought Goods
9.	When a company treats each single customer as a separate segment, this is called:			
	a.	Niche Marketing	b.	Single Marketing
	c.	Nano Marketing	d.	Micro Marketing
10.	Negative Net Working Capital implies that:			
	a.	Long-term funds have been used for fixed assets.	b.	Short-term funds have been used for fixed assets.
	c.	Long-term funds have been used for current assets.	d.	Short-term funds have been used for current assets.

11.	Which one of the following is not the function of NABARD?			
	a.	To provide refinance assistance by way of short-term credit to state cooperative banks and sectoral rural banks, etc., approved by the RBI for some specific purposes.	b.	To undertake inspection of cooperative societies other than primary cooperative societies and RRBs.
	c.	To promote research in various aspects of the problems of urban development.	d.	To subscribe to share capital or invest in securities of any institution concerned with agricultural and rural development.
12.	The certificate which evidences an unsecured corporate debt of short-term maturity, is known as:			
	a.	Treasury Bill	b.	Certificate of Deposit
	c.	Commercial paper	d.	Short-term loan certificate
13.	The G. E. Business Model is explained on which one of the following parameters?			
	a.	Business Attractiveness and Market Position.	b.	Market Attractiveness and Business Position.
	c.	Industry Growth rate and Company's Market share.	d.	Company's Growth rate and Industry's Position.
14.	In recent years which among the following countries has been the largest source of foreign investment in India?			
	a.	Australia	b.	China
	c.	Japan	d.	Mauritius
15.	The maximum amount of exemption of compensation received at the time of voluntary retirement U/S 10(10C) of the Income Tax Act, 1961, is:			
	a.	INR 1,00,000	b.	INR 5,00,000
	c.	INR 2,50,000	d.	INR 10,00,000
16.	If unexplained variation between variables X and Y is 36%, what is the coefficient of correlation between the variables?			
	a.	0.36	b.	0.64
	c.	0.60	d.	0.80
17.	In certainty-equivalent approach, risk adjusted cash flows are discounted at			
	a.	Accounting Rate of Return	b.	Internal Rate of Return
	c.	Hurdle Rate	d.	Risk-free Rate
18.	Which of the following is not a targeting strategy?			
	a.	Standardization	b.	Differentiation
	c.	Focus	d.	All of the above
19.	Which of the following statements relating to incentive payments is correct?			
	a.	In Halsey incentive plan, bonus paid to a worker is equal to 50 percent of time saved divided by rate per hour.	b.	In Rowan incentive plan, bonus paid to employee is equal to the proportion of the time saved to the standard time.
	c.	In Taylor's differential piece rate system, a worker whose output exceeds standard output is paid 100 per cent of piece rate and a worker whose output falls short of standard is paid only 50 percent of piece rate.	d.	The Rowan incentive plan is the base of all other incentive, payment plans.
20.	What is the term coined for the system of communication and consultation, either formal or informal, by which workers of an organization are kept informed, as and when required, about the affairs of the undertaking and through which they express their opinion and contribute to decision-making process of management?			

	a.	Collective Bargaining	b.	Workers' participation in management
	c.	Empowerment	d.	Welfare state
21.	Surcharge is payable by an individual where the total income exceeds:			
	a.	INR 10,00,000	b.	INR 25,00,000
	c.	INR 50,00,000	d.	INR 1,00,00,000
22.	In accounting, profit prior to incorporation is treated as:			
	a.	Secret Reserve	b.	Revenue Reserve
	c.	Capital Reserve	d.	General Reserve
23.	When the Debt Turnover Ratio is 4, what is the average collection period?			
	a.	3 months	b.	5 months
	c.	4 months	d.	2 months
24.	In marginal costing, contribution is equal to:			
	a.	Sales – Fixed cost	b.	Sales – Profit
	c.	Sales – Variable cost	d.	Sales – Variable Cost + Fixed cost
25.	The funds available with a company after paying all claims including tax and dividend is called:			
	a.	Net Profit	b.	Net Operating Profit
	c.	Capital Profit	d.	Retained Earnings
26.	Under which concept of marketing do you find greater emphasis on techniques and technology of production?			
	a.	Product	b.	Selling
	c.	Marketing	d.	None
27.	Who do buy more, complain less, spread positive word of mouth, ensure a large customer base and repeat business?			
	a.	Satisfied Customers	b.	Delighted Customers
	c.	Industrial Customers	d.	None
28.	Which subject is relevant to the study of consumer behavior?			
	a.	Economics	b.	Psychology
	c.	Sociology	d.	All of above
29.	Kinked demand curve is related with:			
	a.	Oligopoly	b.	Perfect Competition
	c.	Monopoly	d.	Discriminating Monopoly
30.	HRM does not include:			
	a.	Job Evaluation	b.	Performance Appraisal
	c.	Sales Promotion	d.	Job Enrichment
31.	If the value of co-efficient of determination is 0.64, what is the value of coefficient of correlation?			
	a.	0.40	b.	0.08
	c.	0.80	d.	0.04
32.	Which one of the following is not a money market instrument?			
	a.	Commercial Paper	b.	Participatory Certificates
	c.	Warrants	d.	Treasury Bills
33.	Which one is related with microfinancing?			
	a.	Self Help Groups	b.	Women Entrepreneurs
	c.	Anganwadi Workers	d.	None of above
34.	The presence of fixed costs in the total cost structure of a firm results into:			
	a.	Operating Leverage	b.	Financial Leverage
	c.	Super Leverage	d.	None of above



35.	Interest on capital paid by a firm to its partners, under the Income Tax Act, 1961, is allowed at the rate of:			
	a.	6%	b.	18%
	c.	12%	d.	15%
36.	Who is known for the concept of 'bounded rationality' in decision-making?			
	a.	Herbert Simon	b.	Peter Drucker
	c.	Henry Fayol	d.	Alfred Chandler
37.	What is the minimum amount of RTGS transactions under Retail Internet Banking?			
	a.	INR 1,00,000	b.	INR 2,00,000
	c.	INR 5,00,000	d.	INR 10,00,000
38.	The introduction of Mutual Funds in India was done with the launch of which of the following?			
	a.	Unit Trust of India	b.	Aditya Birla Sunlife
	c.	Franklin Templeton	d.	SBI Mutual Funds
39.	In a linear regression $y = a + bx$ , b represents:			
	a.	Slope	b.	Intercept
	c.	Correlation	d.	Variable
40.	Income Elasticity of demand for inferior goods is:			
	a.	Positive	b.	Negative
	c.	Zero	d.	Greater than 1
41.	Unabsorbed Depreciation can be carried forward to the subsequent years by the same assessee for a period of how many years?			
	a.	4 years	b.	7 years
	c.	8 years	d.	Unlimited years
42.	In Luther Gulik's POSDCORB, D stands for:			
	a.	Division of Work	b.	Decision Making
	c.	Directing	d.	Democracy
43.	Taylor's Concept of functional organization is against the principle of:			
	a.	Division of Work	b.	Unity of Command
	c.	Span of Control	d.	Centralization
44.	Considering Regular Tax Regime, the amount of Standard Deduction u/s 16(i)(a) applicable in case of an Individual Assessee is subject to maximum of:			
	a.	INR 50,000 / Gross Salary whichever is lower.	b.	INR 1,00,000 / Gross Salary whichever is lower.
	c.	INR 5,000 / Gross Salary whichever is lower.	d.	INR 10,000 / Gross Salary whichever is lower.
45.	A bag contains 5 red balls and some blue balls. If the probability of drawing a blue ball is double that of a red ball, determine the number of blue balls in the bag.			
	a.	5	b.	10
	c.	15	d.	20
46.	An agreement not enforceable by law is called:			
	a.	Void	b.	Voidable
	c.	Enforceable	d.	Valid
47.	Students' t-test was designed by:			
	a.	R A Fisher	b.	Wilcoxon
	c.	Wald Wolfowitz	d.	W S Gosset

48.	How many designated partners are required in LLP?			
	a.	7	b.	2
	c.	5	d.	10
49.	Which of the following is the world's largest single markets with 27 member countries, a common currency and millions of consumers?			
	a.	NAFTA	b.	EU
	c.	APEC	d.	ASEAN
50.	If the current ratio is 2:1 and working capital is INR 60,000, what is the value of the Current Assets?			
	a.	INR 60,000	b.	INR 1,00,000
	c.	INR 1,20,000	d.	INR 1,80,000

## Answer Key

Que No.	Answer	Que No.	Answer	Que No.	Answer	Que No.	Answer	Que No.	Answer
1.	B	11.	B	21.	C	31.	D	41.	D
2.	C	12.	C	22.	B	32.	C	42.	C
3.	B	13.	D	23.	B	33.	B	43.	D
4.	D	14.	D	24.	C	34.	C	44.	D
5.	D	15.	A	25.	B	35.	D	45.	A
6.	B	16.	D	26.	A	36.	B	46.	B
7.	C	17.	D	27.	D	37.	B	47.	A
8.	A	18.	A	28.	D	38.	B	48.	D
9.	B	19.	C	29.	A	39.	A	49.	D
10.	A	20.	D	30.	C	40.	C	50.	A

## Section II

Que No.	Answer	Que No.	Answer	Que No.	Answer	Que No.	Answer	Que No.	Answer
1.	C	11.	A	21.	C	31.	C	41.	D
2.	A	12.	C	22.	C	32.	C	42.	C
3.	A	13.	B	23.	A	33.	A	43.	D
4.	D	14.	D	24.	C	34.	A	44.	A
5.	D	15.	B	25.	D	35.	C	45.	B
6.	B	16.	B	26.	D	36.	A	46.	A
7.	A	17.	D	27.	B	37.	B	47.	D
8.	C	18.	D	28.	D	38.	A	48.	B
9.	D	19.	B	29.	A	39.	A	49.	B
10.	B	20.	B	30.	C	40.	B	50.	C