

FYB.COM SEM-II SAMPLE QUESTIONS

1) ACCOUNTANCY & FINANCIAL MGT -II

1. Opening balance of debtors Rs.14,828, Closing balance of debtors Rs.23,460, Cash received from debtors Rs.86,530 then sales = _____
 - a. 71,702
 - b. 8,632
 - c. 95,162
 - d. 1,09,990
2. Cash Sales is Rs.2,00,000 which is 20 % of total sales then Credit sales will be _____
 - a. 5,00,000
 - b. 8,00,000
 - c. 10,00,000
 - d. 20,00,000
3. Furniture Costing Rs. 1,20,000 calculate Depreciation @ 8 % _____
 - a. 4,800
 - b. 6,000
 - c. 7,200
 - d. 9,600
4. Usually in a single-entry system _____
 - a. Only manual accounts are maintained.
 - b. Only cash and personal accounts are maintained.
 - c. Only real accounts are maintained
 - d. Only nominal accounts are maintained.
5. Profit can be ascertained from incomplete records under single entry by using _____
 - a. Only Statement of Affairs method
 - b. Only Conversion Method
 - c. Statement of affairs method or conversion method
 - d. Debtors Method
6. If books are kept under single entry system, closing creditors are ascertained by preparing _____
 - a. Total Creditors Account
 - b. Total Debtors Account
 - c. Credit Purchases Account
 - d. Bills Payable Account
7. Any stock remaining unsold with the consignee _____
 - a. Belongs to the consignee
 - b. Belongs to the consignor or the consignee
 - c. Belongs to the consignor or the consignee equally
 - d. Belongs to the consignor
8. Where goods are sent on consignment, credit is given to _____ in the books of consignor.
 - a. Purchases
 - b. Goods sent on consignment a/c
 - c. Consignment a/c

- d. Consignee's A/c
9. When losses are incurred in the normal course, they are borne by _____
- Consignor
 - Consignee
 - Customer
 - Consignor & Consignee
10. _____ is a statement sent by the consignor to the consignee showing the details of goods sent on consignment.
- Account sale
 - Proforma invoice
 - Invoice
 - Bill
11. The following entry is passed in the books of the consignor, when the consignee makes cash sales _____
- Cash A/c Dr To Consignee's A/c
 - Consignee's A/c Dr To Cash Sales
 - Consignee's A/c Dr To Consignment A/c
 - No entry is passed
12. Consignment account is a _____ account.
- Personal
 - Real
 - Nominal
 - Representative personal
13. If gross profit is 25% on cost, then it is _____ on sales.
- 20%
 - 40%
 - 30%
 - 15%
14. There are _____ types of Branches.
- 1
 - 2
 - 3
 - 4
15. Cost + _____ = Invoice Price
- Loss
 - Profit
 - Expenses
 - Saving
16. When dependent branch is of small size, the accounting is done under the _____
- Debtors method
 - stock method
 - Stock and Debtors method
 - superior method

17. The balance of goods sent to branch account transfer to _____.
- Trading A/c
 - Profit & Loss A/c
 - Expenses side
 - Liability
18. A/an _____ branch keeps all accounts on its own and can ascertain its income, expenses, assets and liabilities on its own.
- Dependent branch
 - Independent branch
 - Foreign branch
 - Separate branch
19. When goods are sent at invoice price ----- a/c is opened under stock and debtor method, in order to ascertain gross profit/loss of branch.
- Branch Stock a/c
 - Branch adjustment a/c
 - Branch expenses a/c
 - Branch Debtors a/c
20. Under stock and debtor method, when goods are returned by customer / debtor to branch ____ a/c is Credited.
- Branch Stock a/c
 - branch cash a/c
 - Goods sent to branch a/c
 - Branch Debtors a/c
21. Purchase of furniture should be _____
- Added to purchase
 - Deducted from purchases
 - Added to Sales
 - Deducted from sales
22. Salvage is _____
- Added to stock on the date of fire
 - Deducted from stock on the date of fire
 - Ignored for deciding claim
 - Added to stock on the date of fire
23. The value of closing stock on the date of fire stock can be ascertained by preparing a _____
- Trading A/c
 - Memorandum Trading A/c
 - Memorandum P & L A/c
 - Profit & Loss Account
24. Claim to be lodged with insurance company is for _____
- Closing Stock + Salvaged goods
 - Closing stock on the date of fire – Salvaged goods
 - Policy amount – Salvaged goods
 - Opening Stock + Salvaged goods
25. If the stock on the date of fire is 1,00,000 and salvage is Rs. 30,000. Find out Loss?
- 70,000
 - 80,000

- c. 90,000
- d. 1,00,000

2) Mathematics and Statistical Techniques –II

1) Example of constant function is

- a) $y=f(x)=x$
- b) $y=f(x)=5$
- c) $y=f(x)=x^2$
- d) $y=f(x)=3x^4$

2) Which is an example of a linear function.

- a) $y=f(x)=x^2$
- b) $y=f(x)=2x+5$
- c) $y=f(x)=100x^2$
- d) $y=f(x)=3x^4$

3) If $y = x^2 e^x$, then $\frac{dy}{dx} =$

- a) 9
- b) $e^x [x^2 + 2x]$
- c) 0
- d) $-1/x$

4) If $y = x^6 + 4e^x + \log x + 10$, then $\frac{dy}{dx} =$

- a) $6x^5 + 4e^x + 1/x$
- b) $e^x [x^2 + 2x]$
- c) 0
- d) $-1/x$

5) If $f(x) = x^3 - 3x^2 - 45x + 25$, then $f(x)$ has minimum at $x =$

- a) 5
- b) 3
- c) -3

d) 6

6) If the duration of the annuity is fixed (or certain) it is

a) Certain Annuity

b) term of annuity

c) Perpetual Annuity

d) Contingent Annuity.

7) Find the period for Rs. 1000 to yield Rs. 50 in simple interest at 10%.

a) 6

b) 0.5

c) 9

d) 3

8) what is the amount for an ordinary annuity with periodic payment of

Rs . 3000, at 9% p.a. compounded semi-annually for 4 years

a) Rs 24,140

b) Rs 23,678

c) Rs 28,140

d) Rs. 64,529

9) Mr. Ravi invested Rs. 5000 in an annuity with quarterly payments for a period of 2 years at the rate of interest of 10%. What is the accumulated value of the annuity at the end of 2nd year

a) Rs. 45,897

b) Rs. 65,680

c) Rs. 42,660

d) Rs. 43,680

10) Mr. Sudhir Joshi has taken a loan of Rs. 10,00,000 from a bank for 10 years at 11% p.a. what is his EMI using Flat interest method.

a) 17,500

b) 23,456

c) 45,678

d) 18,000

11) When the relationship between the variables X and Y is such that increase or decrease in X brings out the increase or decrease in Y also, i.e. there is direct relation between X and Y, the correlation is said to be

- a) Positive correlation
- b) Negative correlation
- c) neutral
- d) semi negative.

12) When $-1 < r < 0$ it is

- a) perfect positive correlation
- b) perfect negative correlation
- c) Imperfect positive correlation
- d) Imperfect negative correlation.

13) Karl Pearson's co-efficient of correlation is given by

- a) $r = \text{Cov}(x, y) / (\sigma_x \sigma_y)$
- b) $r = \text{Cov}(x, y) * (\sigma_x \sigma_y)$
- c) $r = \text{Cov}(x, y) + (\sigma_x \sigma_y)$
- d) $r = \text{Cov}(x, y) - (\sigma_x \sigma_y)$

14) The formula for Spearman's rank correlation coefficient is

- a) $1 - (6 \sum d^2 / (n(n^2 - 1)))$
- b) $1 + (6 \sum d^2 / (n(n^2 - 1)))$
- c) $1 + (6 \sum d^2 / (n(n^2 + 1)))$
- d) $1 - (3 \sum d^2) / (n(n^2 + 1))$

15) When X depends on Y the regression equation is

- a) $(x + \bar{x}) = b_{xy} (y + \bar{y})$
- b) $(x + \bar{x}) = b_{xy} (y - \bar{y})$
- c) $(x - \bar{x}) = b_{xy} (y - \bar{y})$

d) $(x - \bar{x}) = b_{xy} (y + \bar{y})$

16) which is not the components of the time series

- a) Secular Trend
- b) Seasonal Trend
- c) Cyclical Variations
- d) Linear regression.

17) Least square method is not used to compute

- a) Secular trend
- b) Nonlinear trend
- c) Cyclical variation
- d) Linear trend.

18) Moving averages method is used to compute

- a) Seasonal variation
- b) Irregular variation
- c) Cyclical variation
- d) Nonlinear trend

19) The following variations occur due to seasonal changes in a Time series

- a) Random Variations
- b) Cyclical Variations
- c) Seasonal Variations
- d) Secular trend

20) The following variations occur due to natural calamities

- a) Random Variations
- b) Cyclical Variations
- c) Seasonal Variations

d) Secular trend

21) Which of the following is the most common example of a situation for which the main parameter of interest is a population proportion?

- a) A binomial experiment
- b) A normal experiment
- c) A randomized experiment
- d) An observational study

22) Which one of these variables is a continuous random variable?

- a) The time it takes for randomly selected student to complete an exam.
- b) The number of tattoos a randomly selected person has.
- c) The number of women taller than 68 inches in a random sample of 5 women.
- d) The number of correct guesses on a multiple choice test.

23) Which one of these variables is a binomial random variable?

- a) time it takes for randomly selected student to complete a multiple choice exam
- b) number of textbooks a randomly selected student bought this term
- c) number of women taller than 68 inches in a random sample of 5 women
- d) number of CDs a randomly selected person owns

24) The normal approximation to the binomial distribution is most useful for finding which of the following?

- a) The probability $P(X = k)$ when X is a binomial random variable with large n .
- b) The probability $P(X \leq k)$ when X is a binomial random variable with large n .
- c) The probability $P(X = k)$ when X is a normal random variable with small n .
- d) The probability $P(X \leq k)$ when X is a normal random variable with small n .

25) Binomial Formula for the probability of r successes in n trials is

a) $\frac{n!}{r!(n-r)!} p^r q^{n-r}$

b) $\frac{n!}{r!(n-r)!} p^r + q^{n-r}$

c) $\frac{n!}{r!(n-r)!}$

d) $\frac{n!}{r!(n-r)!} p^r - q^{n-r}$

3) COMMERCE –II

QUES NO.	OPTIONS	QUESTIONS AND OPTIONS
1		Currently in India, the service sectors contributes about ____ percent of the total employment in India.
	A	30
	B	25
	C	15
	D	10
2		Services are generally ____ in nature.
	A	tangible
	B	intangible
	C	demonstrable
	D	visible
3		Currently in India, the service sectors contributes about ____ percent of the GDP.
	A	30
	B	40
	C	60
	D	80
4		Pre-purchase evaluation of services is ____
	A	possible
	B	not possible
	C	simple
	D	difficult
5		The more important the service dimension, the ____ is the zone of tolerance.
	A	Greater

	B	equivalent
	C	smaller
	D	zero
6		Levels of adequate service are influenced by ____ factors.
	A	situational
	B	scientific
	C	natural
	D	unnatural
7		At present, FDI is allowed upto ____ percent in single brand retail
	A	100
	B	74
	C	51
	D	25
8		_____ is an important element of mall management.
	A	Towing
	B	Zoning
	C	Bidding
	D	entrance
9		Currently, the share of organised retail is about _____ percent of the total retail trade in India.
	A	8
	B	12
	C	20
	D	25
10		Signage includes _____.
	A	detailed information
	B	price list
	C	logo
	D	barcode
11		_____ retailers are also called pop and mom stores.
	A	organised
	B	unorganised
	C	professional
	D	online
12		_____ is a example of non-store format.
	A	Supermarket

	B	Departmental stores
	C	paan shop
	D	automated vending machine
13		_____ is a contract between two parties to transfer a package of rights and reources for a consideration.
	A	Franchisee
	B	Retail Business
	C	Sale
	D	ownership rights
14		ERP software allows organisations to use a _____ system of applications.
	A	isolated
	B	outdated
	C	integrated
	D	Segregated
15		_____ card encourage lavish spending on the part of the user.
	A	Debit
	B	Credit
	C	ID
	D	ATM
16		KPO is one step _____ of BPO.
	A	Lower
	B	Side - by - side
	C	alongwith
	D	ahead
17		_____ is a form of outsourcing certain services or processes to a third party.
	A	ERP
	B	BPO
	C	KPO
	D	LPO
18		_____ is also referred to as online banking facility provided by the bank to its cutomers.
	A	Inventory Management
	B	Internet Banking
	C	Logistics Network
	D	Passbook printing
19		_____ is an element of logistics.
	A	Transportation

	B	Discounts	
	C	Promotion	
	D	Production process	
20		E-commerce _____ cost in the long run.	
	A	increase	
	B	reduce	
	C	double	
	D	doesnot affect	
21		In India, _____ percent of B2C transactions are done through cash on delivery basis.	
	A		80
	B		60
	C		40
	D		20
22		_____ markeing research enables the researcher to access information from geographically divese audience.	
	A	Field Survey	
	B	Schdule method	
	C	online	
	D	experimental	
23		_____ is a situation where online marketers resort to heavy discounts to win over the customers.	
	A	Price wars	
	B	entry barriers	
	C	dumping	
	D	pishing	
24		_____ is an example of online banking fraud.	
	A	Price wars	
	B	entry barriers	
	C	dumping	
	D	pishing	
25		B2B stands for	
	A	Business-to-better	
	B	Bake-the-bread	
	C	Busy-to-busy	
	D	Business-to-business	

4) **FYBCOM EVS SAMPLE QUESTIONS SEMESTER II**

1) The burning of waste is not recommended because

- A. It is very costly
- B. It requires lot of space
- C. It requires modern technology
- D. It causes several environmental issues.

2) When the organic matter present in sanitary landfill decomposes, it generates _

- A. Methane
- B. Nitrogen
- C. Hydrogen
- D. Carbon

3) Which of the following is burning of waste ?

- A. Reprocessing
- B. Recycling
- C. Landfill
- D. Incineration

4) Burning of _ produces dioxin.

- A. Plastic
- B. Lead
- C. Cadmium
- D. Mercury

5) _ waste is highly infectious.

- A. Agricultural
- B. Domestic
- C. Biomedical
- D. Animal

6) _ is measured in units of decibels and is denoted as Db.

- A. Noise
- B. Air
- C. Water
- D. Land

7) Nature keeps _ in balance

A. CH₄

B. CO₂

C. CFC

D. NO₂

8) _ deposition is what we most commonly think of as acid rain.

A. Wet

B. Dry

C. Semi dry

D. Semi wet

9) _ is a technique of growing different crops in rotation.

A. Strip cropping

B. Crop Rotation

C. Summer fallow

D. Contour ploughing

10) _ is a protocol for protection of ozone layer.

A. Kyoto

B. Montreal

C. Stockholm

D. Rio

11) Which of the following is not an element of tourism ?

A. Recreation

B. Leisure

C. Pleasure

D. Regeneration

12) Which of the following is a national park in Mumbai.

A. Sanjay Gandhi National Park

B. Gir

C. Kanha

D. Ranthambore

13)Eco tourism relates to _

A.Economic system

B.Financial system

C.Nature

D.E - commerce

14)The word Tourism comes from Latin word _

A.Tornare

B.Trident

C.Tour

D.Tojjour

15)Tourism generates income and _

A.Satisfaction

B.Employment

C.Safety

D.Happiness

16)The Wildlife Protection Act was enacted in the year _

A.1986

B.1972

C.1994

D.2004

17)The Forest Conservation Act was adopted in the year _

A.1986

B.1974

C.1980

D.1972

18)The main name associated with Appiko Movement is _

A.Medha Patkar

B.Gaura devi

C.Pandurang Hegde

D.Sunderlal Bahuguna

19) _ is the phenomenon of acquiring information about an object without being in physical contact with it.

A.GPS

B.Remote Sensing

C.GIS

D.Environmental Management

20)_ is the leader of Chipko Movement.

A.Medha Patkar

B.Madhav Gadgil

C.Sunderlal Bahuguna

D.Pandurang Hegde

21) For quick transportation, Mumbai has _ number of express ways

A.4

B.5

C.2

D.3

22)Major fish market in Mumbai is located in _

A.Mankhurd

B.Ferry wharf

C.Kalyan

D.Thane

23)Andheri is located in which railway

A.Central

B.Western

C.Harbour

D.Trans Harbour

24) _ is a fort in Raigad district

A.Pratapgad

B.Devgad

C.Karnala

D.Bankot

25)The narrow strip along _ margin of Maharashtra is known as Konkan.

A.Eastern

B.Western

C.Central

D.Northern

5) FOUNDATION COURSE - II

Q.1. _____ means integrating the national economy with the world economy.

- a. Privatisation
- b. Liberalisation
- c. Globalisation
- d. Disinvestment

Q.2. _____ is undertaken by large corporate firms either by buying the land or taking land on lease basis.

- a. Contract Farming
- b. Government Farming
- c. Private Farming
- d. Corporate Farming

Q.3. _____ refers to coerced movement of people away from their home.

- a. Local migration
- b. Forced migration
- c. Regional migration
- d. Mass migration

Q.4 _____ of public sector is a part of Liberalisation policy of the government.

- a. Disinvestment
- b. Globalisation
- c. Privatisation
- d. Dereservation

Q.5. Brain drain is a negative impact of _____.

- a. Globalisation
- b. Liberalisation
- c. Disinvestment
- d. Privatisation

- Q.6 Human rights are derived from the principle of _____ law.
- Government
 - Natural
 - Judicial
 - Human
- Q.7 Abolition of _____ is provided under Article 17 of the Indian Constitution.
- Caste
 - Child Labour
 - Untouchability
 - Employment
- Q.8 _____ has made primary education as a fundamental right.
- Right to Education
 - Right to Equality
 - Cultural and Educational rights
 - Right to Speech
- Q.9 The objective of Right to Freedom of Religion is to sustain the principle of _____.
- Secularism
 - Socialism
 - Humanism
 - Regionalism
- Q.10 _____ empowers the citizens to move a court of law in case of any denial of the fundamental rights.
- Right to Constitutional Remedies
 - Right to Freedom of Religious
 - Right against Exploitation
 - Right to Equality
- Q.11 Acid rain is one of the harmful effects of _____ pollution.
- air
 - water
 - noise
 - land

- Q. 12 The process of _____ occurs when the surface of the land is worn away and lost.
- emission
 - desertification
 - erosion
 - deforestation
- Q. 13 The _____ is composed of all of the water on or near the earth.
- Lithosphere
 - Hydrosphere
 - Biosphere
 - Atmosphere
- Q. 14 In an ecosystem, the _____ are primary producers.
- animals
 - birds
 - plants
 - consumer
- Q. 15 _____ is the deterioration of the environment through depletion of resources.
- Ecology
 - Ecosystems
 - Environment degradation
 - Sustainable development
- Q. 16 The _____ are the small living beings such as bacteria, insects and fungi.
- Primary producers
 - consumers
 - decomposers
 - terrestrials
- Q. 17 _____ refers to moral and social norms that are essentially desirable for the well-being of an individual, group or society.
- Values
 - Behavior
 - Ethics
 - Prejudice

- Q. 18 _____ means pre-judgement.
- Stereotypes
 - Aggression
 - Prejudice
 - Violence
- Q. 19 _____ occurs when the person does not know what he is supposed to do on the job.
- Role conflict
 - Role ambiguity
 - Rotating shifts
 - Work-underload
- Q. 20 _____ helps to develop the power of concentration.
- Social support
 - Physical exercise
 - Meditation
 - Personal support
- Q. 21 _____ needs lie at the highest level of hierarchy of Maslow's need hierarchy theory.
- Esteem
 - Self-actualisation
 - Social
 - Economical
- Q. 22 _____ don't believe in taking risk.
- Attackers
 - Concealers
 - Addressors
 - Believers
- Q. 23 Win-Win is the outcome of _____ strategy.
- Collaborating
 - Compromising
 - Smoothing
 - Attackers
- Q. 24 _____ needs include appreciation and search for beauty, love for art and architect.
- Cognitive
 - Aesthetic
 - Transcendence
 - Security

- Q. 25 _____ refers to moral and social norms that are essentially desirable for the well-being of an individual, group or society.
- Values
 - Behavior
 - Ethics
 - Prejudice

6) BUSINESS ECONOMICS II

- The market type known as perfect competition is
 - almost free from competition and firms earn large profits.
 - highly competitive and firms find it impossible to earn an economic profit in the long run.
 - dominated by fierce advertising campaigns.
 - marked by firms continuously try
- Which of the following market types has all firms selling products so identical that buyers do not care from which firm they buy?
 - perfect competition
 - oligopoly
 - monopolistic competition
 - monopoly
- Perfect competition is characterized by all of the following EXCEPT
 - well-informed buyers and sellers with respect to prices.
 - a large number of buyers and sellers.
 - no restrictions on entry into or exit from the industry.
 - considerable advertising by individual firms.
- Which of the following market types has the fewest number of firms?
 - perfect competition
 - monopoly
 - monopolistic competition
 - oligopoly
- One of the requirements for a monopoly is that

- a. the product cannot be produced by small firms.
 - b. there are several close substitutes for the product.
 - c. there is a unique product with no close substitutes.
 - d. products are high priced
6. A monopoly is a market with
- a. no barriers to entry.
 - b. many substitutes.
 - c. many suppliers.
 - d. one supplier
7. Which describes a barrier to entry?
- a. anything that protects a firm from the arrival of new competitors
 - b. a government regulation that bars a monopoly from earning an economic profit
 - c. something that establishes a barrier to expanding output
 - d. firms already in the market incurring economic losses so that no new firm wants to enter the market
8. Firms in a monopolistic market are price _____:
- a. Takers
 - b. Givers
 - c. Makers
 - d. Acceptors
9. Monopolistic competition has a unique features of :
- a. Non price competition
 - b. Heterogeneity competition
 - c. Supply management competition
 - d. Trade mark
10. The sale of branded articles is common in a situation of
- a. Monopoly
 - b. Monopolistic competition
 - c. Pure Competition
 - d. oligopoly
11. Oligopoly is a form of market in which there exists -----

- a. A single firm
 - b. Two firms
 - c. Few firms
 - d. Many firms
12. Oligopolists prefer
- a. Price competition to non-price (product differentiation) competition because consumers care more about price than other features.
 - b. To act independently in establishing their prices.
 - c. To compete in terms of product differentiation, because such changes are more difficult and take longer to match than price changes.
 - d. To compete in terms of product differentiation because these changes reduce costs and make consumer demand more elastic.
13. Which of following is an example of a monopolistically competitive firm?
- a. Farmer Jones's wheat farm.
 - b. Post Breakfast Cereals.
 - c. TCI Cablevision, a supplier of cable T.V. services.
 - d. T.J.'s Clothes, a local retail clothing store.
14. Suppose Kevin offers to match his competitors' price in an oligopoly market. This will have the effect of
- a. Eliminating his competitors' incentive to reduce price if his threat is credible.
 - b. Driving out his competition.
 - c. Increasing his competitors incentive to reduce price if his threat is credible.
 - d. Triggering an antitrust investigation.
15. Charging different prices from different buyers for the same product is referred to as :
- a. Price differentiation
 - b. Price discrimination
 - c. Oligopoly pricing
 - d. Uniform pricing
16. Cost plus pricing :
- a. ignores consumer's preference
 - b. includes fixed costs
 - c. has government approval
 - d. producers surplus

17. Which pricing strategy uses various class distinctions?
- Marginal cost pricing
 - Price discrimination
 - Product line pricing
 - Mark up pricing
18. Marginal cost pricing is generally followed by
- Private enterprises
 - Small and medium enterprises
 - Public sector enterprises
 - Large private MNCs
19. Transfer pricing is essentially
- Inter firm pricing
 - Determined by government
 - Inter firm pricing
 - A fiscal phenomenon
20. A project is profitable if NPV is
- Zero
 - One
 - Negative
 - positive
21. NPV is ideal measure to
- evaluate the projects
 - discriminate the projects
 - for decision making
 - for advertisements
22. The internal rate of return calculation takes into account the _____ value of money
- interest
 - present
 - time
 - future
23. Which of the following is not a characteristic of capital expenditure?

- a. It is a current outlay of funds with future expectations
 - b. It may be sourced through borrowed funds
 - c. It is scarce
 - d. It is incurred only by private sector
24. Pay cash period is measured as:
- a. Initial investment outlay+ annual cash flow
 - b. Total investment+ total cash flows
 - c. Ratio of profit years
 - d. short return
25. The span of time within which the investment made for the project will be recovered by the net returns of the project is known as
- a. Period of return
 - b. Payback period
 - c. Span of return
 - d. short return

7) BUSINESS COMMUNICATION: II

1. For effective presentations, you must be clear on the _____ behind your presentation.
 - a) objective
 - b) monotone
 - c) pattern
 - d) skills
2. When the RTI act passed?
 - a) 1955
 - b) 2004
 - c) 2005
 - d) 1990
3. What creates awareness of consumer's legitimate rights?
 - a) Lawyer

- b) Consumer Guidance Cell
 - c) Police
 - d) Political leader
4. The group discussion _____ real lifework place situations.
- A Simulates
 - B Poor
 - C Worse
 - D Negative
5. When an employee leaves an organisation a/an _____ interview is conducted.
- A Exit
 - B Panel
 - C Selection
 - D Directional
6. During a _____ interview there are many interviewers.
- A Panel
 - B One-one
 - C Face-to-face
 - D Personal
7. Interview is a _____ process of communication.
- A two-way
 - B one-way
 - C individual
 - D zero
8. The _____ is now preferred means of screening and evaluation of candidates because it simulates real life workplace situations.
- A Group Discussion
 - B Personal interview
 - C Individual Speech
 - D Directional Interview

9. In group discussion, going off the topic _____.
- A should be avoided
 - B is appreciated
 - C is allowed
 - D is entertained
10. Group Discussion is not a _____
- A debate
 - B discussion
 - C exchange of information
 - D logical
11. _____ is the list of items to be discussed at a meeting.
- A agenda
 - B resolution
 - C notice
 - D quorum
12. _____ is an example of electronic meetings.
- A video-conferencing
 - B face-to-face
 - C physical meet
 - D meeting at home
13. Resolutions are recorded in the _____.
- A meetings
 - B notice
 - C agenda
 - D draft
14. _____ is the minimum number of people required to conduct a meeting.
- A 2
 - B 1
 - C 0
 - D 10

15. The chairperson conducts and monitors the _____.
- A meetings
 - B minutes
 - C resolutions
 - D agenda
16. The notice includes the _____, time and venue of the meeting.
- A date
 - B everybody's signature
 - C resolution
 - D minutes of current meetings
17. The _____ records the proceedings of the meeting.
- A secretary
 - B chairperson
 - C participants
 - D peon
18. Resolutions are _____ taken at meetings.
- A decision
 - B proposal
 - C agenda
 - D notice
19. Group dynamics was defined by _____ in 1965.
- A Bruce Tuckman
 - B Henry Fayol
 - C Peterson
 - D S.P.Das
20. It is normal to have a conflict in a meeting because of _____ point of views.
- A divergent
 - B same
 - C identical

D similar

21. The word Conference is derived from _____ which means to consult together.

A confer

B confier

C idea

D communis

22. A conference may be divided into _____.

A sessions

B meetings

C schemes

D rotations

23. Public relations helps to improve the ____ of an organisation among its public.

A image

B management

C meeting

D conference

24. _____ involves communication both within and outside the organisation.

A public relation

B meetings

C sales

D distribution

25. AIDA formula of letter includes: Attention, Interest---- and Action.

a) Desire

b) Degree

c) Disgust

d) Defects