

Assistant Professor (Contractual)
Humanities and Management Science

Name of the Candidate अभ्यर्थी का नाम (In Capital Letters) <div style="border: 1px solid black; width: 100%; height: 20px; margin-top: 5px;"></div>	Roll No. अनुक्रमांक <div style="border: 1px solid black; width: 100%; height: 20px; margin-top: 5px; display: flex; justify-content: space-between;"> </div>
Roll No. in words: रोल नं. शब्दों में	CENTRE SEAL
Signature of the Candidate अभ्यर्थी के हस्ताक्षर	Signature of Invigilator निरीक्षक के हस्ताक्षर
Candidate's Thumb Impression	

DURATION: 1 HOURS

Important Instructions

समय: 1 घंटे

1. Before opening the SEAL of the Question Booklet, write your Name, Roll Number (in figures and words) and put your signature in the space provided on the top of the Question Booklet. The candidate will be disqualified if this instruction is not followed by him/her.
2. Each question carries ONE mark, No marks will be awarded for unattempted questions. **NO NEGATIVE MARKING FOR WRONG ANSWER.**
3. Use of electronic calculator, log tables, slide rule is not permitted.
4. Candidate will be allowed to leave the examination hall at the end of examination time only after depositing Question Booklet duly filled answers on the space provided at the bottom of this page, otherwise candidate will be disqualified.
5. If a candidate is found in possession of books or any other printed or written material from which he/she might take irregular assistance, he/she is liable to be treated as disqualified. Similarly, if a candidate is found giving or obtaining (or attempt to give or obtain) assistance from any source, he/she is liable to be disqualified. Carrying mobile phone and its use in examination hall is strictly prohibited.
6. Use **BLUE or BLACK BALL POINT PEN** only to fill the Answers in the Answer Sheet. Use of whitener is strictly prohibited.

ANSWER SHEET

QN.1	QN.2	QN.3	QN.4	QN.5	QN.6	QN.7	QN.8	QN.9	QN.10	Office Use
QN.11	QN.12	QN.13	QN.14	QN.15	QN.16	QN.17	QN.18	QN.19	QN.20	
QN.21	QN.22	QN.23	QN.24	QN.25	QN.26	QN.27	QN.28	QN.29	QN.30	
QN.31	QN.32	QN.33	QN.34	QN.35	QN.36	QN.37	QN.38	QN.39	QN.40	
QN.41	QN.42	QN.43	QN.44	QN.45	QN.46	QN.47	QN.48	QN.49	QN.50	
QN.51	QN.52	QN.53	QN.54	QN.55	QN.56	QN.57	QN.58	QN.59	QN.60	

Total Marks Obtained:

Do not open the SECURITY SEAL of Question Booklet until the Commencement of examination time or instructed to do so.
 कृपया प्रश्न पुस्तिका की SECURITY SEAL को परीक्षा अवधि प्रारंभ होने अथवा ऐसे निर्देश दिये जाने तक न खोलें।

1. Interest, rent, electricity bill are types of account
 - A. Personal a/c
 - B. Impersonal a/c
 - C. Real a/c
 - D. Nominal a/c
2. _____ is about supplying customers with what they want when they want it.
 - A. JUT
 - B. HET
 - C. JAT
 - D. JIT
3. All of the following costs are likely to decrease as a result of better quality except _____
 - A. customer dissatisfaction costs
 - B. inspection costs
 - C. maintenance costs
 - D. warranty and service costs
4. Processes that operate with "six sigma quality" over the short term are assumed to produce long-term defect levels below _____ defects per million opportunities (DPMO).
 - A. 2
 - B. 2.4
 - C. 3
 - D. 3.4
5. Plan-do-study-act cycle is a procedure to _____
 - A. Overall improvement
 - B. Continuous improvement
 - C. Permanent improvement
 - D. Immediate improvement
6. In Six Sigma, a _____ is defined as any process output that does not meet customer specifications
 - A. error
 - B. cost
 - C. quality
 - D. defect
7. Decision support systems are used for
 - A. management decision making
 - B. providing tactical information to management
 - C. providing strategic information to management
 - D. better operation of an organization
8. Online transaction processing is used because
 - A. it is efficient
 - B. disk is used for storing files
 - C. it can handle random queries.
 - D. Transactions occur in batches
9. Edit program is required to
 - A. authenticate data entered by an operator
 - B. format correctly input data
 - C. detect errors in input data
 - D. expedite retrieving input data
10. _____ works best under the circumstances of high differentiation that gives you a sustainable advantage in a quality conscious market.
 - A. Value-in-use Pricing:
 - B. Skim Pricing
 - C. Segment pricing
 - D. Strategic account pricing

11. _____ are about organizations seeking gaps in broad market segments or finding gaps in competitors' product ranges.
- A. Market niche strategies
 - B. Differentiation
 - C. Cost leadership
 - D. Focus Strategies
12. Delivery services offered by restaurants and other food chains in our market on phone calls are examples of:
- A. Sales promotion
 - B. Direct marketing
 - C. Publicity
 - D. Personal selling
13. Which of the following policies is advisable in case of low product variety and large volumes?
- A. Skilled labour, special purpose machines
 - B. Low skilled labour, general purpose machine
 - C. Low skilled labour, Special Purpose Machines
 - D. Any of the above
14. 'W' in SWOT stands for
- A. What do you do well?
 - B. What could you improve?
 - C. What doors are open to you?
 - D. What threats could harm you
15. Fixed position layout is adopted when
- A. Products are of different variety
 - B. Product is very heavy involving assembly of large number of parts
 - C. Products are in large numbers
 - D. All of the above
16. The main objective of communication is
- A. information and persuasion.
 - B. skill and personality development.
 - C. control and management.
 - D. need.
17. India's GDP at current prices in 2021-22 was approximately
- A. ₹ 137 lakh crore
 - B. ₹ 197 lakh crore
 - C. ₹ 237 lakh crore
 - D. ₹ 337 lakh crore
18. Suppose the GDP of an economy grows at annual rate of 6.5%. About how many years will it take for GDP to double?
- A. 13
 - B. 11
 - C. 9
 - D. 7
-
19. The goods market and the money market are linked together by
- A. Monetary policy
 - B. Fiscal policy
 - C. Interest rates

- D. The labor market
20. The economy is said to be in a liquidity trap, if
- Money demand is completely interest elastic
 - Money demand is completely interest inelastic
 - Investment is completely interest inelastic
 - A government spending increase is totally crowded out by a decrease in private investment
21. Stagflation means
- Inflation with recession
 - Recession and stagnation
 - Inflation galloping like a stag
 - Inflation and increasing output
22. Which two of the following are the most likely effects of the imposition of a tariff on an imported good?
- The domestic price of the imported good will fall
 - Overseas production of the good may be stimulated
 - Overseas employment will rise
 - The domestic price of the imported good will rise
 - Gain of tax revenue by the government
- (c) and (d)
 - (a) and (c)
 - (d) and (e)
 - (b) and (d)
23. MNCs are in a good position to vary their strategies in different phases of the product life cycle. For instance, in the _____ phase(s) they will usually _____
- decline, maintain high prices
 - launch, move production to low-cost countries
 - growth and maturity, move production to low-cost countries
 - growth, maintain high prices
24. Which of the following relating to discounting future liabilities is correct?
- Discounting future cash flows is not aligned with the aims and objectives of sustainability reporting.
 - Discounting distant future costs that are to be incurred increases the current liability that is to be reported now.
 - Discounting costs highlights the savings of future generations due to present generations accounting for the loss now.
 - Discounting social issues are done in terms of the accounting standards so there are no ethical issues as the process is fair.
25. A journey of 192 km from Mumbai to Pune takes 2 hours less by a superfast train than that by an ordinary passenger train. If the average speed of the slower train is 16 km/h less than that of the faster train, what is the speed of the faster train?
- 32 km/h
 - 36 km/h
 - 42 km/h
 - 48 km/h
26. If an activity has zero slack, it implies that _____
- It lies on the critical path.
 - It is a dummy activity.
 - The project is progressing well.
 - None of the above.
27. Network models have advantage in terms of project _____

- A. Planning
 - B. Scheduling.
 - C. Controlling.
 - D. All the above.
28. In the PERT network, each activity time assumes a Beta distribution because
- A. it is a unimodal distribution that provides information regarding the uncertainty of time estimates of activities
 - B. it has got a finite non-negative error
 - C. it need not be symmetrical about model value
 - D. all of these
29. The measures of dispersion can never be:
- A. Positive
 - B. Zero
 - C. Negative
 - D. Equal to 2
30. Which of the following is an absolute measure of dispersion?
- A. Coefficient of variation
 - B. Coefficient of dispersion
 - C. Standard deviation
 - D. Coefficient of skewness
31. Fixed cost per unit decreases when _____
- A. Production volume increases.
 - B. Production volume decreases.
 - C. Variable cost per unit decreases.
 - D. Variable cost per unit increases.
32. _____ method assumes that the goods received most recently in the stores or produced recently are the first ones to be delivered to the requisitioning department.
- A. FIFO
 - B. Weighted average method
 - C. Most recent price method
 - D. LIFO
33. The cost expended in the past that cannot be retrieved on product or service _____
- A. Relevant Cost
 - B. Sunk Cost
 - C. Product Cost
 - D. Irrelevant Cost
34. Creating multiple versions of information goods and selling essentially the same product to different market segments at different prices is called _____.
- A. versioning
 - B. bundling
 - C. transactive content
 - D. none of the above
35. What is the primary concern of founders who trade equity for capital for their growing venture?
- A. Capitalization
 - B. Control
 - C. Valuation
 - D. Investor capabilities

36. The former USSR received technology and syrup from Pepsi and provided it with Soviet vodka and rights to distribute it in the US. This is an example of:
- Economic development
 - Balance of payment
 - Barter system
 - Intranational trade
37. Which of the forecasting technique is the fastest?
- Work study technique
 - Flow models
 - Ratio trend analysis
 - HR demand Forecast
38. Human Resource Information system
- Integrates core process into streamline systems
 - Collaborates core process into streamline systems
 - Plans core process into streamline systems
 - All of these
39. What techniques are used while analysing the internal supply?
- Inflows and outflows
 - Turnover rate
 - Conditions of work and absenteeism
 - All of the these
40. Using _____ a decision maker can make hypothetical changes to problem data and observe the impact on the results
- Simulation
 - What-if analysis
 - Optimization
 - Goal-seeking analysis
41. _____ involves the investigation of new approaches to existing problems.
- Systems analysis
 - Creative analysis
 - Critical analysis
 - Organizational analysis
42. According to the _____ theory, organizations adapt to new conditions or alter their practices over time.
- Change model
 - Organizational learning
 - Organizational culture
 - Continuous improvement
43. _____ is a way of describing audience based on their life style, attitudes, aspirations, habits etc.
- Demographics
 - Psychographics
 - Socio-economic
 - Infographics
44. Which organization theory can be understood by IF and THEN relationship
- System approach
 - Contingency approach
 - Process approach

D. Scientific approach

45. Raju believes that men perform better in oral presentations than women. What shortcut has been used in this case?
- A. The halo effect
 - B. The contrast effect
 - C. Projection
 - D. Stereotyping
46. As per Stimulus-Response Model, input for behaviour process is
- A. Drive
 - B. Organism
 - C. Stimuli
 - D. Response
47. In which organizational form are there dual or multiple lines of authority?
- A. Matrix
 - B. Modular
 - C. Multidivisional
 - D. Decentralized
48. Which management concept suggests that low-importance decisions be handled by subordinates, so that managers can focus on high-importance decisions?
- A. management by objective
 - B. management by exception
 - C. participatory management
 - D. inclusionary management
49. Penetrating pricing strategy is appropriate when
- A. Price elasticity of demand in the market is highly elastic
 - B. Price elasticity of demand in the market is highly inelastic
 - C. Price elasticity of demand in the market is uncertain
 - D. Income elasticity of demand in the market is negative
50. If the commodities are substitute in nature, cross price elasticity of demand will be
- A. Negative
 - B. Positive
 - C. Zero
 - D. Any of the above
51. The causes of emergence of monopoly is/are:
- A. Concentration of ownership of raw materials
 - B. State regulation
 - C. Public utility services
 - D. All of these
52. Demand for tyres depends on demand of vehicles; such demand for tyres is called as
- A. Composite demand
 - B. Derivative demand
 - C. Joint demand
 - D. Direct demand
-
53. In network based systems _____ devices are used to connect all the system in to one for sharing information.
- A. modem
 - B. adapter

- C. hub
 - D. processor
54. Which of the following is not part of demographic segmentation?
- A. Age
 - B. Income
 - C. Education
 - D. Interest
55. Which of the following functions is most unlikely in a purchase section of an organization
- A. Production planning
 - B. Order processing
 - C. Vendor selection
 - D. Training
56. Which of the following actions would be best if a firm faced highly seasonal demand for a perishable product?
- A. Hire and fire employees as demand fluctuates
 - B. Build up inventory when demand is low
 - C. Add warehouse and production building space to accommodate the highest period of demand
 - D. Offer a product with a complementary demand pattern
57. Which of the following is not a measure of utilisation?
- A. Uptime in a factory
 - B. Number of hours available for production
 - C. Room occupancy level in hotels
 - D. Load factor for aircraft
58. A facility with a design capacity of 1,000 units, an actual average of 800 units, and effective capacity of 850 units has a utilization of _____
- A. 85%
 - B. 80%
 - C. 125%
 - D. 94%
59. The most aggressive and risky approach to capacity planning is
- A. Capacity lags with incremental expansion
 - B. Leading demand with one-step expansion
 - C. Leading demand with incremental expansion
 - D. Attempts to have an average capacity that straddles demand with incremental expansion
60. Opportunity loss refers to
- A. The expected value of a bad decision
 - B. The expected loss from a bad decision
 - C. The difference between actual pay off and the optimal pay off
 - D. The regret from not having made a decision

Key Management Science Final

1	D	21	A	41	B
2	D	22	C	42	D
3	C	23	C	43	B
4	D	24	A	44	B
5	B	25	D	45	D
6	D	26	A	46	C
7	C	27	D	47	A
8	C	28	A	48	B
9	C	29	C	49	A
10	B	30	C	50	B
11	D	31	A	51	D
12	B	32	D	52	B
13	C	33	B	53	C
14	B	34	A	54	D
15	B	35	A	55	A
16	A	36	C	56	D
17	C	37	C	57	B
18	B	38	D	58	B
19	C	39	D	59	B
20	A	40	B	60	C