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## National Testing Agency

<b>Question Paper Name :</b>	Online Refresher Course In Man
<b>Subject Name :</b>	Online Refresher Course in Man
<b>Creation Date :</b>	2020-09-15 21:02:53
<b>Duration :</b>	180
<b>Total Marks :</b>	100
<b>Display Marks:</b>	Yes
<b>Share Answer Key With Delivery Engine :</b>	Yes
<b>Actual Answer Key :</b>	Yes

### Online Refresher Course In Management

<b>Group Number :</b>	1
<b>Group Id :</b>	89951432
<b>Group Maximum Duration :</b>	0
<b>Group Minimum Duration :</b>	120
<b>Show Attended Group? :</b>	No
<b>Edit Attended Group? :</b>	No
<b>Break time :</b>	0
<b>Group Marks :</b>	100
<b>Is this Group for Examiner? :</b>	No

### Online Refresher Course In Management

<b>Section Id :</b>	89951434
<b>Section Number :</b>	1
<b>Section type :</b>	Online
<b>Mandatory or Optional :</b>	Mandatory
<b>Number of Questions :</b>	100

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<b>Number of Questions to be attempted :</b>	100
<b>Section Marks :</b>	100
<b>Display Number Panel :</b>	Yes
<b>Group All Questions :</b>	Yes
<b>Mark As Answered Required? :</b>	Yes
<b>Sub-Section Number :</b>	1
<b>Sub-Section Id :</b>	89951447
<b>Question Shuffling Allowed :</b>	Yes

**Question Number : 1 Question Id : 8995142750 Question Type : MCQ Option Shuffling : No Display Question : Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0**

Government health departments encourage people to quit smoking by running a social control campaign supported through mass media. This is an example of:

- A. Political marketing to draw strategic benefit
- B. Mandatory part of Government regulations
- C. Social marketing campaign
- D. Diverting attention from the real issues

**Options :**

- 89951410955. 1
- 89951410956. 2
- 89951410957. 3
- 89951410958. 4

**Question Number : 2 Question Id : 8995142751 Question Type : MCQ Option Shuffling : No Display Question : Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0**

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A \_\_\_\_\_ with primarily social objectives whose surpluses are principally reinvested for that purpose in the business or in the community, rather than being distributed by the need to maximize profit for shareholders and owners. (Choose the most appropriate option)

- A. Social enterprise is a business
- B. Charitable trust is an organization
- C. Service based organization is an entity
- D. Public sector undertaking is an entity

Options :

89951410959. 1

89951410960. 2

89951410961. 3

89951410962. 4

Question Number : 3 Question Id : 8995142752 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is not one of the reasons why non-profit organizations frequently do not value their beneficiary customers?

- A. They have extensive research programme to identify customers' needs
- B. They exist in a monopolistic situation
- C. The demand far outstrips supply
- D. A lack of market segmentation activity exists

Options :

89951410963. 1

89951410964. 2

89951410965. 3

89951410966. 4

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Question Number : 4 Question Id : 8995142753 Question Type : MCQ Option Shuffling : No Display Question

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**Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

The Global environmental organization campaigns against anti-environmental activities are an example of: \_\_\_\_\_. (Choose the appropriate option)

- A. Propaganda to destabilize the government's development plan
- B. Cause related marketing
- C. Ways to solicit donations
- D. Public affairs campaigns

**Options :**

- 89951410967. 1
- 89951410968. 2
- 89951410969. 3
- 89951410970. 4

**Question Number : 5 Question Id : 8995142754 Question Type : MCQ Option Shuffling : No Display Question****Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

What are the three main forces that a marketing manager needs to consider when marketing a Governmental agency?

- A. Social, economic and political
- B. Social, environment and political
- C. Stakeholders, economic and political
- D. Social, economic and public

**Options :**

- 89951410971. 1
- 89951410972. 2
- 89951410973. 3
- 89951410974. 4

**Question Number : 6 Question Id : 8995142755 Question Type : MCQ Option Shuffling : No Display Question****Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

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**Correct Marks : 1 Wrong Marks : 0**

Contrary to popular belief, Indian civilization has always been excellent with the marketing skills. Many indigenous ideas of grassroot business persons have taken stage in public domain. However, management researchers from India could not conceptualize those ideas and bring to class. What could be most appropriate reason and solution?

- A. Reason – less market opportunities, Solution – increase consumption
- B. Reason – poor social marketing campaign, Solution – increase digital media expenditure
- C. Reason – low awareness levels of researchers, Solution – conducting indigenous research
- D. Reason – absence of research grants, Solution – let foreign researchers develop theories

**Options :**

89951410975. 1

89951410976. 2

89951410977. 3

89951410978. 4

Question Number : 7 Question Id : 8995142756 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

**Correct Marks : 1 Wrong Marks : 0**

Political parties use marketing to provide citizens and voters with information on their policies and potential political programmes for running the nation. Which of the following is ideally not the aim of such political campaign run by political parties?

- A. Democratic participation
- B. Improvement of social cohesion
- C. Promoting fear of foreign intrusion
- D. Citizen belongingness



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**Options :**

- 89951410979. 1
- 89951410980. 2
- 89951410981. 3
- 89951410982. 4

**Question Number : 8 Question Id : 8995142757 Question Type : MCQ Option Shuffling : No Display Question : Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Comparing non-profit organizations to for-profit organizations, which of the following statements is not correct?

- A.** With not-for-profit 'products', there is typically a weaker unique selling proposition
- B.** In the not-for-profit environment, it may be necessary to develop a campaign to change behavior in all targets rather than a specific audience
- C.** The mission statement of non-profit organizations usually revolves around being best in a particular sector
- D.** Price has different connotations in not-for-profit situations

**Options :**

- 89951410983. 1
- 89951410984. 2
- 89951410985. 3
- 89951410986. 4

**Question Number : 9 Question Id : 8995142758 Question Type : MCQ Option Shuffling : No Display Question : Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

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Which of the following is not one of the key features of propaganda?

- A. One-way communication
- B. Research defined concept of audience wants
- C. Evangelical
- D. Language used aiming at instilling minority grievances

Options :

89951410987. 1

89951410988. 2

89951410989. 3

89951410990. 4

Question Number : 10 Question Id : 8995142759 Question Type : MCQ Option Shuffling : No Display Que  
Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The \_\_\_\_\_ has become important area for generating campaign finance and grassroots support and has also become the battleground of political campaigning in elections around the world. This change calls on faculty members to ensure high level of \_\_\_\_\_.

- A. social media, digital literacy
- B. polling, political literacy
- C. money, financial literacy
- D. lobbying, diplomatic literacy

Options :

89951410991. 1

89951410992. 2

89951410993. 3

89951410994. 4

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Question Number : 11 Question Id : 8995142760 Question Type : MCQ Option Shuffling : No Display Que

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**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

The scenario when theories and frameworks developed in another socio-economic political scenario are forcefully being fitted into Indian organizational scenario is considered detrimental to the development. The possible solutions discussed in some videos include:

- i. Developing post colonial studies to critique the academic imperialism
- ii. Creating indigenous content
- iii. Do nothing as everything gets settled in long run
- iv. Bias against indigenous theories is too strong to be challenged
- v. Start practicing first and take step by step approach

Select the suitable combination

- A. i, iv, v
- B. i, ii, iv
- C. iii, iv, v
- D. i, ii, v

Options :

89951410995. 1

89951410996. 2

89951410997. 3

89951410998. 4

Question Number : 12 Question Id : 8995142761 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



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Post-colonial studies critique the mind colonization of an indigenous researcher. Which of the following is least likely to fall in this category?

- A. Teaching concepts in classes, even if not relevant in Indian context
- B. Conducting research on Indian population with scales and questionnaire developed in West
- C. Developing indigenous theories and models using grounded theory approach
- D. Nothing like 'colonization of mind' exists.

Options :

- 89951410999. 1
- 89951411000. 2
- 89951411001. 3
- 89951411002. 4

Question Number : 13 Question Id : 8995142762 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In country like India, various indigenous ideas do not get patented because of less awareness levels of the inventors as well as researchers. What could be the one of the best possible ways through which a researcher can address this gap?

- A. Train the inventor to file the patent
- B. Run a campaign to criticize government's inaction
- C. Researcher helps the inventor to file patent and also develops case studies
- D. File public interest litigation

Options :

- 89951411003. 1
- 89951411004. 2
- 89951411005. 3
- 89951411006. 4

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**Question Number : 14 Question Id : 8995142763 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

The one who solicits and procures business from potential customers on behalf of more principals, usually against payment of a percentage of the realized sales revenue commission, is a:

- A. Del credere agent
- B. Broker
- C. Commercial agent
- D. Mercantile agent

Options :

- 89951411007. 1
- 89951411008. 2
- 89951411009. 3
- 89951411010. 4

**Question Number : 15 Question Id : 8995142764 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

Companies are doing less \_\_\_\_\_ and more \_\_\_\_\_ as a result of an explosion in more focused media that better match today's targeting strategies.

i. Marketing ii. Advertising iii. Narrowcasting iv. Broadcasting

Choose the correct alternative

- A. i, ii
- B. i, iii
- C. i, iv
- D. iii, iv

Options :

- 89951411011. 1

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89951411012. 2

89951411013. 3

89951411014. 4

**Question Number : 16 Question Id : 8995142765 Question Type : MCQ Option Shuffling : No Display Que**

**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

When a media planner determines whether an advertisement for dishwashing soap be placed in Sports Illustrated or Good Housekeeping, the planner is evaluating the vehicle's \_\_\_\_\_.

- A.** Audience engagement which is a vital success metric for any business looking to attract a large audience.
- B.** Editorial content, which is anything published in print or on the internet that is designed to inform, educate or entertain and is not created to attempt to sell something.
- C.** Market coverage, which is the assessment of the marketplace and subsequent determination of how much of the marketplace the business should cover with their advertisement for a particular product or service.
- D.** Audience quality, which describes the value of followers that are exposed to an influencer's content

**Options :**

89951411015. 1

89951411016. 2

89951411017. 3

89951411018. 4

**Question Number : 17 Question Id : 8995142766 Question Type : MCQ Option Shuffling : No Display Que**

**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

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Public Relations (PR) are the practice of deliberately managing the spread of information between an individual and an organization. Public Relations is often overlooked as a tool for supporting product marketing objectives, why?

- A. Public relations departments are typically small divisions within corporations
- B. The time and costs associated with public relations can be prohibitive
- C. Public relations specialists lack the skills necessary to work with marketing experts
- D. Many public relations professionals see their jobs as simply communicating, not necessarily brand building

Options :

89951411019. 1

89951411020. 2

89951411021. 3

89951411022. 4

Question Number : 18 Question Id : 8995142767 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



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Thanks to the technological developments, now a brand could identify, classify and collect audience who would visit their website. A piece of code is placed on all the WebPages of the website. This code gets executed as soon as the user visits the website. The technology that enables this type of audience mapping is called as

**A.** Adobe Audience Manager, which is an industry-leading Data Management Platform (DMP) that integrates online and offline data from every available source to deliver a unified view of audiences.

**B.** A data management platform, which is a software platform used for collecting and managing data, mainly for digital marketing purposes. They allow businesses to identify audience segments, which can be used to target specific users and contexts in online advertising campaigns.

**C.** MediaMath, which is the acclaimed independent advertising technology for brands and agencies. Brands and their partners use our technology and services to achieve performance they deserve with less effort.

**D.** Salesforce DMP, which is a data management platform that captures, unifies and activates your customer data to help you build customer relationships.

Options :

89951411023. 1

89951411024. 2

89951411025. 3

89951411026. 4

Question Number : 19 Question Id : 8995142768 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



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Initial design thinking approaches were circular in nature. Tim Brown along with Kelley, the Founder of the IDEO innovation consultancy conceptualized design thinking in a circular approach, known as Brown's Design Thinking Approach. Brown's method of design thinking involves three major steps - which Brown termed "three spaces of Innovation", the spaces are....

i. Inspiration                      ii. Instruction                      iii. Ideation                      iv. Implementation

- A. Only i is incorrect
- B. Only i, iii, iv are correct
- C. Only iv is incorrect
- D. Only i, ii and iii are correct

Options :

89951411027. 1

89951411028. 2

89951411029. 3

89951411030. 4

Question Number : 20 Question Id : 8995142769 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

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It is a process to identify the people, group and organization that have direct influence on the design challenge and understand the key people so as to better engage them. It shows the relationship between the groups of individual and shows the importance of the individual as it plays a key role in influencing the development and outcome of the design challenge. Process is called...

- A.** An activity map is a diagnostic tool to identify your organizations competitive advantage. It connects your organization's value proposition to the activities of your organization that enable you to deliver this value proposition better than any competitor.
- B.** Stakeholder analysis is the process of assessing a system and potential changes they relate to relevant and interested parties. This information is used to assess how the interests of those stakeholders should be addressed in a project plan, policy, program or other action.
- C.** Shareholder mapping is the process followed to help identify, analyze, map, and prioritize an organization's stakeholders.
- D.** Action mapping is a popular design process used by learning designers. It's based on the premise that a lot of e-learning and other training interventions happen without a business goal in mind. Action mapping encourages teachers to identify a measurable business goal as the first step in learning design.

Options :

- 89951411031. 1
- 89951411032. 2
- 89951411033. 3
- 89951411034. 4

Question Number : 21 Question Id : 8995142770 Question Type : MCQ Option Shuffling : No Display Question : No Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0

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Neuro marketing also includes the use of neuroscience research in marketing. For example, using MRI (Magnetic resonance Imaging) or other techniques, researchers find that a particular stimulus causes a consistent response in the brain of test subjects and that is....

- A. response is not correlated with a desired behavior
- B. response is correlated with a desired behavior
- C. response is accurate with a desired behavior
- D. response is correlated with an undesired behavior

Options :

89951411035. 1

89951411036. 2

89951411037. 3

89951411038. 4

Question Number : 22 Question Id : 8995142771 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Why is Twitter considered as a popular way for customers to communicate with or complain about a business?

- A. A Twitter account from a company is often verified so people know they are talking about the actual company when they tweet about them
- B. Many people use Twitter to complain about a business because they can remain anonymous
- C. A Twitter account can be found more quickly than a phone number, making it a favorite method of many customers for reaching out
- D. People prefer to use Twitter to contact a business because they can do it from their mobile

Options :

89951411039. 1

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89951411040. 2

89951411041. 3

89951411042. 4

**Question Number : 23 Question Id : 8995142772 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

What does Empathy Map in marketing includes?

- i. This map is design for marketing teams to put themselves in their target demogr shoes
- ii. One way through which marketers can reach out to consumers
- iii. The way to understand the thought process of consumers
- iv. A way to predict consumers' liking and disliking

Choose the correct option:

- A. Only ii
- B. All of i, ii, iii, iv
- C. Only i, iii, iv
- D. Only i

**Options :**

89951411043. 1

89951411044. 2

89951411045. 3

89951411046. 4

**Question Number : 24 Question Id : 8995142773 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**



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Design thinking encompasses processes such as context analysis, problem finding, framing, ideation and solution generating, creative thinking, sketching and drawing, modeling and prototyping, testing and evaluating. Core features of design thinking include abilities to:

- i. Resolves ill-defined or 'wicked' problems
- ii. Adopt solution-focused strategies
- iii. Do not use abductive and productive reasoning
- iv. Employs non-verbal, graphic/spatial modelling media

Choose correct alternative

- A. i, ii, iii
- B. i, ii, iv
- C. ii, iii, iv
- D. i, ii, iii, iv

Options :

89951411047. 1

89951411048. 2

89951411049. 3

89951411050. 4

Question Number : 25 Question Id : 8995142774 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



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A registered representative has a customer who bought 100 shares of XYZ stock at Rs. 30/share. The stock has appreciated to Rs. 40/share in the past eight months. The investor is confident that the stock is a good long-term investment with additional upside potential, but is concerned about a near-term weakness in the overall market that could wipe out his unrealized gains. Which of the following strategies would probably be the best recommendation for this customer?

- A. Sell calls on the stock
- B. Buy calls on the stock
- C. Sell puts on the stock
- D. Buy puts on the stock

Options :

89951411051. 1

89951411052. 2

89951411053. 3

89951411054. 4

Question Number : 26 Question Id : 8995142775 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

An investor buys 100 shares of XYZ stock at Rs. 30/share and one XYZ 40 put @ Rs. 7/share to hedge the position. Over eight months, the stock appreciates to Rs. 40/share. The investor is confident that the stock is a good long-term investment with additional upside potential, but is concerned about a near-term weakness in the overall market that could wipe out his unrealized gains. What is the maximum gain for this investor?

- A. Rs. 7/share
- B. Rs. 4/share
- C. Rs. 3/share
- D. Cannot be determined

Options :

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89951411055. 1

89951411056. 2

89951411057. 3

89951411058. 4

**Question Number : 27 Question Id : 8995142776 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Suppose that an investor has sold 100 shares of MNO stock short at Rs.75/share and is confident that the stock's price will fall in the market in the near future. To protect against a sudden rise in price, a registered representative would recommend which of the following?

- A. Sell a MNO put
- B. Buy a MNO put
- C. Sell a MNO call
- D. Buy a MNO call

**Options :**

89951411059. 1

89951411060. 2

89951411061. 3

89951411062. 4

**Question Number : 28 Question Id : 8995142777 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

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An investor has sold 100 shares of FBN stock short at 62 and buys one FBN Jan 65 @ 2. If FBN stock rises to 70 and the investor exercises the call, what is the gain or loss in this position?

- A. Rs.2/share
- B. Rs.5/share
- C. Rs.8/share
- D. Unlimited

Options :

89951411063. 1

89951411064. 2

89951411065. 3

89951411066. 4

Question Number : 29 Question Id : 8995142778 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The investor is long 100 shares PGS at Rs.51 and writes one PGS May 55 call @ 2. What is the investor's maximum gain from this strategy?

- A. Rs.2/share
- B. Rs.3/share
- C. Rs.5/share
- D. Rs.6/share

Options :

89951411067. 1

89951411068. 2

89951411069. 3

89951411070. 4

Question Number : 30 Question Id : 8995142779 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

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**Correct Marks : 1 Wrong Marks : 0**

The governments all over the world actively work for creating social security schemes for their citizens. In this pursuit of creating better standards of living, which of the below mentioned is one of the essential aspects on which academic institutions should work to augment the initiatives of the government:

- A. Promoting Digital Payments
- B. Promoting Entrepreneurship
- C. Promoting Financial Literacy
- D. Difficult to imagine role of academic institutions

**Options :**

- 89951411071. 1
- 89951411072. 2
- 89951411073. 3
- 89951411074. 4

Question Number : 31 Question Id : 8995142780 Question Type : MCQ Option Shuffling : No Display Question : Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

**Correct Marks : 1 Wrong Marks : 0**

Process of instituting policies to enable employees to get their accumulated pension with ease after leaving organization is classified as:

- A. Compatibility
- B. Durability
- C. Portability
- D. Profitability

**Options :**

- 89951411075. 1
- 89951411076. 2
- 89951411077. 3
- 89951411078. 4

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**Question Number : 32 Question Id : 8995142781 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

In employees' pension plan, a portion of employees' earnings contribution into fund is classified as:

- A. Cash balance plans
- B. Early retirement window
- C. Deferred profit sharing plan
- D. Savings and thrift plan

Options :

- 89951411079. 1
- 89951411080. 2
- 89951411081. 3
- 89951411082. 4

**Question Number : 33 Question Id : 8995142782 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

Which one of the following statement is not true about a Will?

- A. A Will comes into effect after the testator dies
- B. A certified copy of Will is called probate
- C. A codicil can be issued to make amendments in the Will made by the testator
- D. A Will can be altered after the death of testator

Options :

- 89951411083. 1
- 89951411084. 2
- 89951411085. 3
- 89951411086. 4



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**Question Number : 34 Question Id : 8995142783 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

Which of the following is in adherence with the professional responsibility of a CP professional towards the client?

- A. Competing with professionals in specialized services to internalize most deliver
- B. Referring the client to other professionals for certain duration with transfer of li
- C. Having legitimate difference of opinion on an issue from fellow professionals a client
- D. Managing one's own prejudices and desires to achieve a proper balance of inter

**Options :**

- 89951411087. 1
- 89951411088. 2
- 89951411089. 3
- 89951411090. 4

**Question Number : 35 Question Id : 8995142784 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

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An individual has recently purchased a house worth Rs. 40 lakh for self-occupation availing housing loan of Rs.28 lakh at 9.25% p.a. rate of interest. The tenure of loan is 20 years. He has Rs.12 lakh financial assets at present. He is expected to save annually Rs. 1 lakh which he invests on a quarterly basis beginning a quarter from now in an instrument which is expected to provide return of 9% p.a. What would be his net worth five years from now? The value of the house which is for consumption purposes is not considered in the net worth so arrived.

- A. Rs. 2.83 lakh
- B. Rs. 18.82 lakh
- C. Rs. 6.68 lakh
- D. Rs. 7.36 lakh

Options :

- 89951411091. 1
- 89951411092. 2
- 89951411093. 3
- 89951411094. 4

Question Number : 36 Question Id : 8995142785 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

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A private sector employee aged 58 has his retirement fund valued at Rs. 2.05 crore due to receive gratuity under the Payment of Gratuity Act from his employer. He decides that he would commute one-third of his retirement account balance, the rest being left by his employer to pay him a fixed immediate monthly annuity for 20 years through a pension product which gives an effective annual yield of 7.5%. What would be the amount of his after tax monthly income in the first year?

- A. Rs. 1,25,913
- B. Rs. 1,07,401
- C. Rs. 89,235
- D. Rs. 88,806

Options :

- 89951411095. 1
- 89951411096. 2
- 89951411097. 3
- 89951411098. 4

Question Number : 37 Question Id : 8995142786 Question Type : MCQ Option Shuffling : No Display Question : Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0

In establishing relationship with the client, which of the following situations of conflict of interest is not foreseen in the Financial Planning Practice Standards?

- A. Any circumstances or relationships or facts that would place CFP practitioner's interests in conflict with the client's interests
- B. Any advice that would be in conflict with financial products/services industry's business interests
- C. Any personal conflict that would affect a CFP practitioner's ability to work successfully with the client
- D. Any circumstances or relationships or facts that would place the interests of one client in conflict with another client

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**Options :**

89951411099. 1

89951411100. 2

89951411101. 3

89951411102. 4

**Question Number : 38 Question Id : 8995142787 Question Type : MCQ Option Shuffling : No Display Que**

**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Which of the following is not a valid provision for a Trust Deed to get income tax exemptions?

- A. Benefits of trust are open to all, irrespective of caste, creed, religion and sex
- B. It should be irrevocable and activities of the trust will not be carried out outside India
- C. Some of the proceeds of the trust are to be invested in government securities
- D. No portion of the income and the fund will be utilized for payment to the trustees/members by way of profit, interest, dividends, etc.

**Options :**

89951411103. 1

89951411104. 2

89951411105. 3

89951411106. 4

**Question Number : 39 Question Id : 8995142788 Question Type : MCQ Option Shuffling : No Display Que**

**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

9/16/2020

Which regulatory authority has the power to approve settlement or transfer of assets created abroad in case of an offshore trust?

- A. Securities and Exchange Board of India
- B. Ministry of External Affairs
- C. Income Tax Authority
- D. Reserve Bank of India

Options :

- 89951411107. 1
- 89951411108. 2
- 89951411109. 3
- 89951411110. 4

Question Number : 40 Question Id : 8995142789 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

The following is not an obvious advantage of creating a private trust over a will?

- A. Execution
- B. Confidentiality
- C. Costs
- D. Amendment

Options :

- 89951411111. 1
- 89951411112. 2
- 89951411113. 3
- 89951411114. 4

Question Number : 41 Question Id : 8995142790 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0



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Which of the following with regards to trust would not be taxed at the maximum marginal rate?

- A. The trust is discretionary and has income from capital gains
- B. The trust is indeterminate, declared by the last will of the testator and has income from business
- C. The trust is determinate and has income other than from business or profession
- D. The trust is established as an oral trust

Options :

89951411115. 1

89951411116. 2

89951411117. 3

89951411118. 4

Question Number : 42 Question Id : 8995142791 Question Type : MCQ Option Shuffling : No Display Question :  
Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In establishing relationship with the client, which of the following situations of conflict of interest is not foreseen in the Financial Planning Practice Standards?

- A. Any circumstances or relationships or facts that would place CFP practitioner's interests in conflict with the client's interests
- B. Any advice that would be in conflict with financial products/services industry's business interests
- C. Any personal conflict that would affect a CFP practitioner's ability to work successfully with the client
- D. Any circumstances or relationships or facts that would place the interests of one client in conflict with another client

Options :

89951411119. 1

89951411120. 2

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89951411121. 3

89951411122. 4

**Question Number : 43 Question Id : 8995142792 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

Many states provide a procedure for transferring the property of a Decedent to its heirs through an Affidavit of Small Estate or Small Estate Affidavit. In order to use this procedure, the estate must:

- A. Have a value under a money amount prescribed by state law
- B. Be unable to pay its bills
- C. Have been opened in Probate Court for at least 45 days
- D. None of the above

**Options :**

89951411123. 1

89951411124. 2

89951411125. 3

89951411126. 4

**Question Number : 44 Question Id : 8995142793 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

A legal arrangement under which one person transfers property to another person, held and used for the benefit of a third person, is called a/an:

- A. Escheatment
- B. Escrow
- C. Trust
- D. Benefit

**Options :**

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89951411127. 1

89951411128. 2

89951411129. 3

89951411130. 4

**Question Number : 45 Question Id : 8995142794 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

"A contract that pledges payment of an agreed upon amount to the person (or his/h  
nominee) on the happening of an event covered against" is technically known as

- A. Death coverage
- B. Life insurance
- C. Savings for future
- D. Provident fund

**Options :**

89951411131. 1

89951411132. 2

89951411133. 3

89951411134. 4

**Question Number : 46 Question Id : 8995142795 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

9/16/2020

As per Indian culture, the knowledge becomes a burden without application and teaching who does not practice, should not preach. The implication of this idea for management education is essentially required to:

- i. teach ethos and ethics
- ii. make students socially responsible
- iii. upgrade skills of students

Choose the correct alternative:

- A. No such thing required for management education as it is professional in nature
- B. All i, ii and iii are correct
- C. Only i is incorrect
- D. Only iii is incorrect

Options :

89951411135. 1

89951411136. 2

89951411137. 3

89951411138. 4

Question Number : 47 Question Id : 8995142796 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Case based teaching is a very learner centered approach, characterized by intense interaction between instructor and student as well as among students in a group. This approach redefines the role of teacher from an instructor to a facilitator. Choose the appropriate alternative with respect to the above statement.

- i. It may involve directed questioning by faculty to help students draw out the information from the case and identify the central decisions or evaluations that need to be made.
- ii. Depending upon the type of case the teacher may pose open-ended questions and lead discussions so as to enable students to evaluate options and weigh the evidence for and against them on specific analytical skills.
- iii. The students are given significant responsibility for what and how they are learning.

Choose the correct alternative:

- A. i and iii are correct
- B. ii and iii are correct to an extent
- C. i and ii are correct to an extent
- D. i, ii and iii are correct

Options :

- 89951411139. 1
- 89951411140. 2
- 89951411141. 3
- 89951411142. 4

Question Number : 48 Question Id : 8995142797 Question Type : MCQ Option Shuffling : No Display Question : No  
Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0



9/16/2020

Benefits provided in certain industries by employers in unexpected conditions are classified as:

- A. Supplemental unemployment benefits
- B. Supplemental employment benefits
- C. Optional employment benefits
- D. Optional unemployment benefits

Options :

89951411143. 1

89951411144. 2

89951411145. 3

89951411146. 4

Question Number : 49 Question Id : 8995142798 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

For effective communication, which of these commandments should one not follow

- A. Objective of communication
- B. Inadequate medium
- C. Clarity
- D. Adequate medium

Options :

89951411147. 1

89951411148. 2

89951411149. 3

89951411150. 4

Question Number : 50 Question Id : 8995142799 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

In which of these problems, is the actual message lost in the abundance of transmission information?

- A. Selecting perception
- B. Over communication
- C. Under communication
- D. Filtering

Options :

- 89951411151. 1
- 89951411152. 2
- 89951411153. 3
- 89951411154. 4

Question Number : 51 Question Id : 8995142800 Question Type : MCQ Option Shuffling : No Display Question Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

Effective communication helps the managers in carrying out which of the basic function?

- i. Leading
- ii. Controlling
- iii. Power

Choose the correct alternative:

- A. i, ii
- B. ii, iii
- C. i, ii, iii
- D. i, iv

Options :

- 89951411155. 1
- 89951411156. 2
- 89951411157. 3

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89951411158. 4

**Question Number : 52 Question Id : 8995142801 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Which of the following set of statements is correct for describing the human communication process?

- i. Non-verbal communication can stimulate ideas
- ii. Communication is a learnt ability
- iii. Communication is not a universal panacea
- iv. Communication cannot break-down
- v. More communication means more effective learning by students
- vi. Value of what is learnt through classroom communication is not an issue for students

Choose the correct alternative:

- A. i, iii, v and vi
- B. ii, iv, v and vi
- C. i, ii, iii and iv
- D. i, iv, v and vi

Options :

89951411159. 1

89951411160. 2

89951411161. 3

89951411162. 4

**Question Number : 53 Question Id : 8995142802 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

9/16/2020

The ICC Code has integrated rules that apply to marketing communications using interactive media throughout the guidelines. There is also an entirely updated section dealing with issues specific to digital interactive media techniques and platforms. The self-regulation on use of digital interactive media includes:

- i. Clear and transparent mechanisms to enable consumers to choose not to have their data collected for advertising or marketing purposes
- ii. Clear indication that a social network site is commercial and is under the control and influence of a marketer
- iii. Limits are set so that marketers communicate directly only when there are reasonable grounds to believe that the consumer has an interest in what is being offered
- iv. Respect for the rules and standards of acceptable commercial behaviour in social networks and the posting of marketing messages only when the forum or site has clearly indicated its willingness to receive them
- v. Special attention and protection for children

Choose the correct alternative:

- A. i, ii, iii, iv, v
- B. i, ii, iii, iv
- C. i, ii, iv, v
- D. ii, iii, iv, v

Options :

89951411163. 1  
89951411164. 2  
89951411165. 3  
89951411166. 4

Question Number : 54 Question Id : 8995142803 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

9/16/2020

In a General Social Survey, a random sample of men and women answered the question "Are you a member of any sports clubs?" Based on the sample data, 95% confidence intervals for the population proportion who would answer "yes" are .13 to .19 for women and .247 to .33 for men. Based on these results, you can reasonably conclude that

- A. At least 25% of men and women belong to sports clubs
- B. At least 16% of women belong to sports clubs
- C. There is a difference between the proportions of men and women who belong to sports clubs
- D. None of the above holds true as data is insufficient to conclude

Options :

89951411167. 1

89951411168. 2

89951411169. 3

89951411170. 4

Question Number : 55 Question Id : 8995142804 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Suppose a 95% confidence interval for the proportion of Indians who exercise regularly is 0.29 to 0.37. Which one of the following statements is FALSE?

- A. It is reasonable to say that more than 25% of Indians exercise regularly
- B. It is reasonable to say that more than 40% of Indians exercise regularly
- C. The hypothesis that 33% of Indians exercise regularly cannot be rejected
- D. It is reasonable to say that fewer than 40% of Indians exercise regularly

Options :

89951411171. 1

89951411172. 2

89951411173. 3



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89951411174. 4

**Question Number : 56 Question Id : 8995142805 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

A hypothesis test is done in which the alternative hypothesis is that more than 10% population is left-handed. The p-value for the test is calculated to be 0.25. Which statement is correct?

- A. We can conclude that more than 10% of the population is left-handed
- B. We can conclude that more than 25% of the population is left-handed
- C. We can conclude that exactly 25% of the population is left-handed
- D. We cannot conclude that more than 10% of the population is left-handed

**Options :**

89951411175. 1

89951411176. 2

89951411177. 3

89951411178. 4

**Question Number : 57 Question Id : 8995142806 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

9/16/2020

A prospective observational study on the relationship between sleep deprivation and heart disease was conducted. Women who slept at most 5 hours a night were compared to women who slept for 8 hours a night (reference group). After adjusting for potential confounding variables like smoking, a 95% confidence interval for the relative risk of heart disease was (1.10, 1.92). Based on this confidence interval, a consistent conclusion would be:

- A. Sleep deprivation is associated with a modestly increased risk of heart disease
- B. Sleep deprivation is associated with a modestly decreased risk of heart disease
- C. There was no evidence of an association between sleep deprivation and heart disease
- D. Lack of sleep causes the risk of heart disease to increase by 10% to 92%

Options :

89951411179. 1

89951411180. 2

89951411181. 3

89951411182. 4

Question Number : 58 Question Id : 8995142807 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Shield Insurance Ltd. agreed to insure a large commercial client. Due to the size of the client's operations, there is the potential that it could suffer a substantial loss. It would be financially difficult for Shield Insurance Ltd. to pay the entire claim itself. To spread the risk, Shield Insurance Ltd. contacted Adequate Insurance Company to request that it cover a portion of the risk. Adequate Insurance Company agreed, but only on the condition that it receives a portion of the premium the client has paid to Shield Insurance Ltd. The term that best describes this scenario is:

- A. Shield Insurance Ltd. agreed to insure a large commercial client through retention
- B. Shield Insurance Ltd. agreed to insure a large commercial client through reinsurance
- C. Adequate Insurance Company agreed on loadings
- D. Shield Insurance Ltd. agreed on casualty insurance

Options :

89951411183. 1

89951411184. 2

89951411185. 3

89951411186. 4

Question Number : 59 Question Id : 8995142808 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

A pension plan, an employer's acknowledgement of financial standing of employee account, placing percentage on basis of annual compensation and interest, regarded

A. A cash-balance plan, which is a pension plan in which a worker's ultimate benefit is stated as a lump-sum cash amount instead of an annual payout

B. A severance plan, in which employers pay a fixed benefit amount, which is generally the equivalent of either one or two weeks' pay based on length of service

C. Early retirement programs, which are available to workers for a specified period of time are often called window plans.

D. Employee stock ownership, where a company's employees own shares in that company. Employees typically acquire shares through a share or share option plan

Options :

89951411187. 1

89951411188. 2

89951411189. 3

89951411190. 4

Question Number : 60 Question Id : 8995142809 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Plan, in which specific amount of profit is transferred to employees account, that is payable at time of retirement or death is classified as....

- A.** A Deferred Profit Sharing Plan (DPSP) is a combination of a pension and retirement plan sponsored by employers
- B.** The Thrift Savings Plan is a defined contribution plan for United States civil service employees and retirees as well as for members of the uniformed services
- C.** Cash balance plans are defined-benefit plans that look like defined-contribution plans. A worker's right to a pension in a defined-benefit plan represents a contingent and uncertain financial obligation to the employer sponsoring the plan.
- D.** Employee stock ownership, or employee share ownership, is where a company's employees own shares in that company. Employees typically acquire shares through a share or share option plan.

Options :

89951411191. 1

89951411192. 2

89951411193. 3

89951411194. 4

Question Number : 61 Question Id : 8995142810 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0



9/16/2020

Some psychologists suggested that the speed with which cognitive units or knowledge can be retrieved from long term memory improves with age, making it possible for children to integrate more old and new information. In this context which of the following options is suitable?

- A.** Working memory is a cognitive system with a limited capacity that is responsible for temporarily holding information available for processing
- B.** Short-term memory is the capacity for holding, but not manipulating, a small amount of information in mind in an active, readily available state for a short period of time
- C.** Rote memory is associated with recalling factual information or data. Rote memory generally entails memory for material without much reference to the meaning, emotion, or to the context to which it is associated.
- D.** Long-term memory is the stage of the Atkinson–Shiffrin memory model where informative knowledge is held indefinitely. It is defined in contrast to short-term and working memory, which persists for only about 18 to 30 seconds.

Options :

89951411195. 1

89951411196. 2

89951411197. 3

89951411198. 4

Question Number : 62 Question Id : 8995142811 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

On their way home from school, teenagers Jay and Tushar enjoyed throwing rocks at vehicles from a bridge overlooking the freeway. One day, a rock they threw smashed the front windshield of a vehicle and startled the driver, who crashed into the guardrail. The driver was not injured, but the damage to the vehicle was substantial. Both Jay and Tushar were later caught by the police, and their parents were forced to pay for the damages to the vehicle involved in the accident. Jay and Tushar's actions can be best described as an example of:

- A. Violation of traffic rules only
- B. A failure to behave with the level of care that someone of ordinary prudence would have exercised under the same circumstances. The behavior usually consists of actions but can also consist of omissions when there is some duty to act.
- C. Violation of legal duties only
- D. A failure of legal system

Options :

89951411199. 1

89951411200. 2

89951411201. 3

89951411202. 4

Question Number : 63 Question Id : 8995142812 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The Caregiver Insurance Company chose to write insurance for risk in many different locations. It found that this was an effective way to balance premiums with losses and expenses. Selecting risk in this manner is called:

- A. An investment's risk.
- B. Diversity of location
- C. Balance of insurance volume
- D. Underwriting of number

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**Options :**

- 89951411203. 1
- 89951411204. 2
- 89951411205. 3
- 89951411206. 4

**Question Number : 64 Question Id : 8995142813 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

A fire originated in the garbage dumpster behind raged the store of Ashok, and his insurance company indemnified him for his loss. Which statement is suitable in the condition?

- A. As long as the specific event is covered within the policy, the property owner will receive compensation to cover the cost of any damage incurred
- B. Property insurance refers to a series of policies that offer either property protection or liability coverage
- C. Peril policy covers the policyholder only for the risks named in the policy in contrast to an all-risk policy, which covers all causes of loss except those specifically excluded
- D. Captive insurance is an alternative to self-insurance in which a parent group or individual creates a licensed insurance company to provide coverage for itself

**Options :**

- 89951411207. 1
- 89951411208. 2
- 89951411209. 3
- 89951411210. 4

**Question Number : 65 Question Id : 8995142814 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

9/16/2020

Which of the following can be included in the definition of Worldview?

- i. A view used to describe one's total outlook on life, society and a set of interrelated assumptions about the nature of the worldview
- ii. It is a framework of meaning and meaning making that profoundly inform our understanding and enactment of reality
- iii. It is a way in which a society compromises the shared values, understandings, assumptions and goals that are learned from earlier generations imposed by present members of a society and passed on to succeeding generations
- iv. A way of describing the universe and life within it, both in terms of what is and what ought to be.

Choose the correct alternative:

- A. i, ii, iii
- B. i, ii, iv
- C. i, iii, iv
- D. i, ii, iii, iv

Options :

89951411211. 1

89951411212. 2

89951411213. 3

89951411214. 4

Question Number : 66 Question Id : 8995142815 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



9/16/2020

The worldview statement refers to the beliefs of three kinds. Match the correct option with the correct explanation of beliefs:

P. Existential beliefs	I. Object of belief is judged to be good or bad
Q. Evaluative beliefs	II. Capable of being true or false
R. Prescriptive beliefs	III. Values which are about some means of action adjudged being desirable and undesirable

Choose the correct alternative:

- A. P – I, Q – II, R – III
- B. P – II, Q – I, R – III
- C. P – I, Q – III, R – II
- D. P – II, Q – III, R – I

Options :

89951411215. 1

89951411216. 2

89951411217. 3

89951411218. 4

Question Number : 67 Question Id : 8995142816 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



9/16/2020

For any religion in India, the ultimate goal of freedom is the realization of one's true self. The true self is encapsulated by which of the following layers according to the Indian worldview:

- i. Annamaya kosha.
- ii. Pranamaya kosha.
- iii. Manomaya kosha.
- iv. Vignanamaya kosha.
- v. Anandamaya kosha.

Choose the correct alternative:

- A. i, ii, iii, iv
- B. ii, iii, iv
- C. i, iii, iv
- D. i, ii, iii, iv, v

Options :

89951411219. 1

89951411220. 2

89951411221. 3

89951411222. 4

Question Number : 68 Question Id : 8995142817 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

The following are the concepts and the constructs of general relevance of Indian worldview in management. Match the following with the correct options:

P. Dharma	I. A sense of belonging and caring arising of realization or belief of oneness.
Q. Maitri	II. Attitude arising out of recognition of int nature of existence; Recognition of unity diversity.
R. Ekatma Manav-wad	III. Dynamic construct about what is to be uphold for the well-being of all.

Choose the correct alternative:

- A. P – I, Q – II, R – III
- B. P – II, Q – I, R – III
- C. P – III, Q – I, R – II
- D. P – I, Q – III, R – II

Options :

- 89951411223. 1
- 89951411224. 2
- 89951411225. 3
- 89951411226. 4

Question Number : 69 Question Id : 8995142818 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Which of the following definitions are correct with regard to social marketing?

- i. Social marketing is a consumer oriented and research driven approach aiming to inculcate a behavioural change in a population
- ii. Social marketing is a planned activity that is based on analysis, research and des behaviour interventions
- iii. When methods of commercial marketing are used to 'change ideas' and not to 'influence behaviour', is known as social marketing
- iv. Social marketing can be described as a form voluntary change regime

Choose the correct alternative:

- A. i, iii, iv
- B. i, iii
- C. i, ii, iv
- D. i, ii, iii, iv

Options :

89951411227. 1

89951411228. 2

89951411229. 3

89951411230. 4

Question Number : 70 Question Id : 8995142819 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

With respect to the evaluation of any social marketing intervention match the following with the correct explanation of each level.

P. Process Evaluation	I. Concerned with the long term effects of the program and is generally used to measure the program goal
Q. Outcome Evaluation	II. Measure the immediate effect of the program and is aligned with the programs objectives
R. Impact Evolution	III. Measure the activities of the program, program quality and who it is reaching

Choose the correct alternative:

- A. P - II, Q - III, R - II
- B. P - III, Q - I, R - II
- C. P - II, Q - III, R - II
- D. P - III, Q - II, R - I

Options :

89951411231. 1

89951411232. 2

89951411233. 3

89951411234. 4

Question Number : 71 Question Id : 8995142820 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Fredericks, Blumenfeld and Paris (2004) explained three dimensions of student's engagement in business schools. Match the following with the correct explanation of each dimension:

P. Behavioral Engagement	Student's investment in their learning (motivation & self-regulation).
Q. Emotional Engagement	Student's participation in education including academic, social and Extracurricular activities of the school.
R. Cognitive Engagement	Student's reaction in the classroom to the school (a sense of belongingness, Connectedness to the school).

Choose the correct alternative:

- A. P – I, Q – II, R – III
- B. P – II, Q – III, R – I
- C. P – III, Q – III, R – I
- D. P – II, Q – I, R – III

Options :

- 89951411235. 1
- 89951411236. 2
- 89951411237. 3
- 89951411238. 4

Question Number : 72 Question Id : 8995142821 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0



9/16/2020

The best way to engage students in a business schools is by giving them an option assessment and self-discovery. Which of the following can be considered as one of the prominent ways of self-assessments that can provide the foundation students need for college and career readiness?

i. Learning style. ii. Individual strengths. iii. Helicopter parenting. iv. Personality career exploration.

Choose the correct alternative:

- A. i, ii, iii
- B. i, ii, iv
- C. i, iv
- D. i, ii, iii, iv

Options :

89951411239. 1

89951411240. 2

89951411241. 3

89951411242. 4

Question Number : 73 Question Id : 8995142822 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Match the following

P. Attunement	I. Accurately interpreting these observations for cognitive & emotional empathy
Q. Awareness	II. Utilizing those interpretations to customize one's behavior for interpersonal synchrony
R. Adaptability	III. Observing subtle cues and underlying dynamics in both 'self' and 'social-environment'

Choose the correct alternative:

- A. P-I, Q-II, R-III
- B. P – I, Q –III, R - II
- C. P –III, Q – II, R –I
- D. P – II, Q – I, R -III

Options :

89951411243. 1

89951411244. 2

89951411245. 3

89951411246. 4

Question Number : 74 Question Id : 8995142823 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Robert Emmons (2009) defined spiritual intelligence as "the adaptive use of spiritual information to facilitate everyday problem solving and goal attainment". He originally proposed 5 components of spiritual intelligence. Mark the incorrect.

- A. The capacity for transcendence
- B. The ability to enter into heightened spiritual states of consciousness
- C. The ability to invest everyday activities, events, and relationships with a sense of sacred
- D. The Spiritual intelligence empowers people to be creative and be able to change situation in the best way

Options :

89951411247. 1

89951411248. 2

89951411249. 3

89951411250. 4

Question Number : 75 Question Id : 8995142824 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Match the following

A. Index Option	I. The price specified in the options
B. Stock Options	II. Date specified in the options
C. Expiration date	III. Nifty options
D. Strike Price	IV. Option on stock

Choose the correct alternative:

- A. P – I, Q – II, R – III, S – IV
- B. P – III, Q – IV, R – II, S – I
- C. P – II, Q – III, R – IV, S – I
- D. P – IV, Q – III, R – II, S – I

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**Options :**

89951411251. 1

89951411252. 2

89951411253. 3

89951411254. 4

**Question Number : 76 Question Id : 8995142825 Question Type : MCQ Option Shuffling : No Display Que****Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

Technology helps a business understand its cash flow needs and preserve precious resources such as time and physical space. Warehouse inventory technologies let business owners understand how best to manage the storage costs of holding a product. With proper technology in place, executives can save time and money by holding meetings over the Internet instead of at corporate headquarters. This role is called-

**A.** Operational efficiency is the capability of an enterprise to deliver products or services to its customers in the most cost-effective manner possible while still ensuring the quality of its products, service and support.

**B.** Operational effectiveness refers to any number of practices that allow a company to better utilize its inputs by, for example, reducing defects in products or developing new products faster

**C.** Productivity is computed by dividing average output per period by the total cost incurred or resources (capital, energy, material, personnel) consumed in that period

**D.** Operations management is the administration of business practices to create the highest level of efficiency possible within an organization. It is concerned with converting materials and labor into goods and services as efficiently as possible to maximize the profit of an organization

**Options :**

89951411255. 1

89951411256. 2

89951411257. 3



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89951411258. 4

**Question Number : 77 Question Id : 8995142826 Question Type : MCQ Option Shuffling : No Display Que****Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

The first piece of information your customer receives is highly important. It can be the basis for any subsequent decision making and set the tone for their purchasing behavior. Neuroscientists have discovered a flaw in the workings of the mind, and how it affects our decisions. As individuals, we are rarely able to evaluate the value of something based on its intrinsic worth, but instead compare it with the surrounding options. A valid application of neuro marketing therefore, is to take advantage. If for example, you are looking at two hotel rooms which are priced similarly but one offers a free coffee in the morning, you are much more likely to go with the free coffee. You will more than likely not explore the quality of the rooms offered or any detailed features. This function is referred as...

- A.** Loss aversion refers to people's tendency to prefer avoiding losses to acquiring equivalent gains
- B.** An Emotional Response is the reaction of the body to a situation primarily given by outer influence such as other individuals, groups, things or entities. But the Emotional Response is only one variant of these spectra of emotions.
- C.** The anchoring effect is a cognitive bias that describes the common human tendency to rely too heavily on the first piece of information offered
- D.** Decision paralysis can be described as having such a tough time choosing between actions A or B that we pick action C or do nothing at all.

**Options :**

89951411259. 1

89951411260. 2

89951411261. 3

89951411262. 4



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**Question Number : 78 Question Id : 8995142827 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0**

Headlines are one of the first things the viewer sees, so obviously they need to stand out and be noticed. As a result they have been heavily researched, with a new neuro marketing technique called “Hippocampal Headlines” being coined. What does this mean?

- A.** This means that you can use familiar everyday phrases and tweak them a bit. The use of headline activates the brain making your headline more eye-catching and memorable
- B.** A headline consisting of a single line running across a column of type, usually centered and sometimes full width
- C.** This headline boldly tells the prospect what the reader has to do. The first word should be a strong verb demanding action. This type of headline is best used when the information, product or service you are writing about eliminates the need for some equipment, a difficult task, or a big expense
- D.** This headline is extremely important to bring the reader in to view an article or advertisement. It includes words and thoughts designed to catch someone's eye and attract that person interested in reading what follows the headline

**Options :**

- 89951411263. 1
- 89951411264. 2
- 89951411265. 3
- 89951411266. 4

**Question Number : 79 Question Id : 8995142828 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0**

9/16/2020

You own three different websites that operate independently but are all a part of the same company. Which of the following is the best way to set up your google analytics accounts for these sites?

- A. Create three different accounts, one for each website, so that no account settings overlaps for the sites
- B. Create three different property, one for each website, so that each site has its own unique tracking code
- C. Create three different views under the same property (one for each website) so that data for all three sites is aggregated in your reports
- D. Create three different suggestions under different website, so that each site has its own unique tracking code

Options :

- 89951411267. 1
- 89951411268. 2
- 89951411269. 3
- 89951411270. 4

Question Number : 80 Question Id : 8995142829 Question Type : MCQ Option Shuffling : No Display Question : Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical Correct Marks : 1 Wrong Marks : 0

What do we mean by: “It’s important to maintain the scent in your PPC”?

- A. It’s important to give visitors the same messages between your ad and your landing page
- B. It’s important to maintain consistency between what people search for and what they read in the ad.
- C. It’s important to maintain consistency between your ad landing page and website to ensure that user has a seamless experience
- D. It’s important to give a very clear call-to-action in your ad, landing page and website to ensure that user has a seamless experience

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**Options :**

- 89951411271. 1
- 89951411272. 2
- 89951411273. 3
- 89951411274. 4

**Question Number : 81 Question Id : 8995142830 Question Type : MCQ Option Shuffling : No Display Que****Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

Shifting the focus to the time span, the companies may need to measure some "Interim Metrics", which give them some insight during the marketing journey itself, as well as they need to measure some "Final Metrics" at the end of the journey to determine if the overall initiative was successful or not. What are those interim metrics a company needs to measure in its marketing journey?

- i. Sales of the product
- ii. Social media metrics such as liking and sharing posts
- iii. Engagement comments
- iv. The mobile phone enables businesses to use apps to drive engagement

Choose the correct alternative:

- A. i, ii, iv
- B. i, iv
- C. ii, iv
- D. ii, iii

**Options :**

- 89951411275. 1
- 89951411276. 2
- 89951411277. 3
- 89951411278. 4

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**Question Number : 82 Question Id : 8995142831 Question Type : MCQ Option Shuffling : No Display Que****Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

9/16/2020

**Correct Marks : 1 Wrong Marks : 0**

John E. Arnold was one of the first authors to use the term 'Design Thinking'. In "Creative Engineering" he distinguishes four areas of design thinking. According to Arnold, design thinking can cover which of the following four areas:

- i. Higher profits
- ii. Lower production cost
- iii. Novel functionality
- iv. Higher performance level of a solution
- v. Increased stability

Choose the correct alternative:

- A. i, iii, iv, v
- B. ii, iii, iv, v
- C. i, ii, iii, v
- D. i, ii, iii, iv

Options :

89951411279. 1

89951411280. 2

89951411281. 3

89951411282. 4

Question Number : 83 Question Id : 8995142832 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



9/16/2020

Tom works in accounting, and he has to prepare a budget that will take into account the activities of the company. There will be a strong investment from the acquisition department that will impact their budget, but is worth less than 2% of the company value. Should Tom wait for a new report from the acquisition's department?

- A. He shouldn't, because this is an example of a master budget, and its only goal is to provide a broad overview of the company's finances
- B. He should because this is an example of a master budget which is a comprehensive view of the company from a financial standpoint
- C. He shouldn't because the transactions that acquisitions will perform are performed in the future and thus do not need to be included
- D. He should because anything that is worth more than 1% of the company needs to be financially disclosed

Options :

89951411283. 1

89951411284. 2

89951411285. 3

89951411286. 4

Question Number : 84 Question Id : 8995142833 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



9/16/2020

Assume that a firm has accurately calculated the net cash flows relating to an investment proposal. If the net present value of this proposal is greater than zero and the firm is operating under the constraint of capital rationing, then the firm should:

- A. Calculate the IRR of this investment to be certain that the IRR is greater than the cost of capital
- B. Compares the profitability index of the investment to those of other possible investments
- C. Calculates the payback period to make certain that the initial cash outlay can be recovered within an appropriate period of time
- D. Accepts the proposal, since the acceptance of value-creating investments should increase shareholder wealth

Options :

89951411287. 1

89951411288. 2

89951411289. 3

89951411290. 4

Question Number : 85 Question Id : 8995142834 Question Type : MCQ Option Shuffling : No Display Question

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

The evaluation is done to assess the strengths and weakness of campaign strategies or during ongoing campaign. It helps to shape the campaign. Commonly this is done by testing awareness through methods of public polling etc. or by testing materials/materials through focused group discussion, interviews etc.

Select the most appropriate option:

- A. Impact evaluations are rarely possible because they are usually costly, involve extended commitment, and may depend upon strategies besides communication.
- B. Process evaluation is the examination of procedures and tasks involved in implementing a program. This type of evaluation can also include examination of administrative and organizational aspects of the program.
- C. Formative evaluation, including pretesting, is designed to assess the strengths and weaknesses of materials or campaign strategies before implementation.
- D. Outcome evaluation is used to obtain descriptive data on a project and to document short-term results. Task focused results are those that describe the output of the activity.

Options :

89951411291. 1

89951411292. 2

89951411293. 3

89951411294. 4

Question Number : 86 Question Id : 8995142835 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Consider a European call option for 100 shares of IBM Corporation, whose strike price is Rs.170 per share and which matures 18 months from now. What does this option entitle you to do?

- A. Between now and 18 months from now, you are entitled to make a phone call to the European headquarters of IBM Corporation to inquire about the value of 100 shares of IBM
- B. Between now and 18 months from now, you have the right, but not the obligation to purchase 100 shares of IBM Corporation for Rs.170 per share
- C. At the maturity date, that is 18 months from now, you have the right, but not the obligation to sell 100 shares of IBM Corporation for Rs.170 per share
- D. At the maturity date, that is 18 months from now, you have the right, but not the obligation to purchase 100 shares of IBM Corporation for Rs.170 per share

Options :

89951411295. 1

89951411296. 2

89951411297. 3

89951411298. 4

Question Number : 87 Question Id : 8995142836 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Consider a European call-option and a European put-option, written on the same underlying asset. Both options have the same strike price and the same maturity date. What does the put-call parity imply about the price of these two options?

- i. Independent of the value of the underlying asset, both options must have exactly the same price before and at maturity
- ii. At the maturity date, the price of the call minus the price of the put equals the price of the underlying asset minus the (common) strike price
- iii. Before the maturity date, the price of the call minus the price of the put equals the current price of the underlying asset minus the appropriately discounted (common) price
- iv. The price of both options is always equal to the current value of the underlying asset

Choose the correct alternative:

- A. i & iii
- B. ii & iii
- C. i & ii
- D. i & iv

Options :

- 89951411299. 1
- 89951411300. 2
- 89951411301. 3
- 89951411302. 4

Question Number : 88 Question Id : 8995142837 Question Type : MCQ Option Shuffling : No Display Question :  
Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0



9/16/2020

Training needs analysis can take place at organizational, task, and person levels. At the organizational level, it broadly examines what are the organization's strategic plans, where is training and development needed to fit into the planning. Organizational training needs generally occur when:

- A. Information technology systems need upgrading
- B. Other competing organizations are conducting extensive training programmes
- C. Government provides additional funding
- D. There is some kind of barrier hindering the achievement of organizational aims and objectives which is best removed by training

Options :

89951411303. 1

89951411304. 2

89951411305. 3

89951411306. 4

Question Number : 89 Question Id : 8995142838 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Organizations develop through training and development which bring benefits to employees as well as the organizations. Which of the following would not be regarded as a common feature that would result from training in today's modern workplace?

- A. Same job for life
- B. Develop a range of transferable skills
- C. Be able to move more easily between jobs and other organizations
- D. Improve chances of promotion

Options :

89951411307. 1

89951411308. 2

89951411309. 3



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89951411310. 4

**Question Number : 90 Question Id : 8995142839 Question Type : MCQ Option Shuffling : No Display Que****Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

There is no thumb rule with respect to any theory's application in training program. Social learning theory has been used successfully in many settings and can be broken down into component parts involving observation, practice, and feedback. Studies found that other models like \_\_\_\_\_ also enhanced training. (Choose the suitable alternative)

- i. Model perceived to be responsive and affable
- ii. Model of the same race and gender as the trainee
- iii. High status model
- iv. Model perceived to be friendly and helpful

Choose the correct alternative:

- A. i & iii
- B. i, ii, iii, iv
- C. ii, iii, iv
- D. i, iii, iv

Options :

89951411311. 1

89951411312. 2

89951411313. 3

89951411314. 4

**Question Number : 91 Question Id : 8995142840 Question Type : MCQ Option Shuffling : No Display Que****Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical****Correct Marks : 1 Wrong Marks : 0**

9/16/2020

One of the major changes in recent years has been the advancement of technology this is evident in training. A CIPD (2008) survey reported that nearly 60% of surveyed organizations were already using e-learning, which could be described as learning supported by the use of computing technology. The survey also found:

- A. It cannot usefully be blended with other training methods
- B. It is not as effective as traditional training methods
- C. It is most often used to complement other forms of learning and development
- D. It can be usefully blended with other training methods

Options :

89951411315. 1

89951411316. 2

89951411317. 3

89951411318. 4

Question Number : 92 Question Id : 8995142841 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

When evaluating interventions, organizations often resort to the lowest level of Kirkpatrick's model and only gather reaction level data. However, reaction level can be improved by asking trainees:

- A. How difficult they found the training
- B. How useful and enjoyable they found the training
- C. How difficult and useful they found the training
- D. How much they enjoyed the training

Options :

89951411319. 1

89951411320. 2

89951411321. 3

89951411322. 4

9/16/2020

**Question Number : 93 Question Id : 8995142842 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

The concept of communities of practice (CoP) has grown in the past decade and can evolve formally or informally using communication and information technology. Which is an appropriate description of a CoP?

- A. An individual who is willing to disseminate relevant information to interested parties
- B. Groups of people who interact regularly on issues important to them and share best practice for their mutual benefit
- C. A gathering of experts in a particular field who allow their work to be disseminated over the internet
- D. A workplace based group willing to communicate with others using the internet intranet

**Options :**

89951411323. 1

89951411324. 2

89951411325. 3

89951411326. 4

**Question Number : 94 Question Id : 8995142843 Question Type : MCQ Option Shuffling : No Display Que**  
**Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**  
**Correct Marks : 1 Wrong Marks : 0**

9/16/2020

In an economic downturn, training budgets are likely to be cut and the case for training needs to be strongly made. Recent research by Anderson (2007) has confirmed previous findings that relatively few organizations perform thorough evaluations. Why could this be?

- A. Training success is obvious and no detailed assessment is required
- B. Managers do not want to be associated with a training programme that could be assessed as a waste of resources
- C. A threat of union action
- D. No need for training

Options :

89951411327. 1

89951411328. 2

89951411329. 3

89951411330. 4

Question Number : 95 Question Id : 8995142844 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

An interest yield = 7.9% and capital gains yield = 2.5% then

- A. Total rate of return is 0.1
- B. Total rate of return 0.03
- C. Total rate of return 0.003
- D. Total rate of return 0.05

Options :

89951411331. 1

89951411332. 2

89951411333. 3

89951411334. 4

9/16/2020

**Question Number : 96 Question Id : 8995142845 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Important aspects of case based teaching include:

- i. Cases are meant to substitute for a text or a journal article
- ii. Cases are supplemental teaching vehicles that illustrate theoretical claims and disciplinary concerns, assumptions, and insights
- iii. Cases are meant to confuse students about the theory and practical aspects
- iv. Cases provide an opportunity to practice skills that students will use later in the careers

Choose the correct alternative:

- A. Only i is incorrect
- B. Only ii and iii are correct to an extent
- C. Only ii and iv are correct
- D. Only iii is incorrect

Options :

89951411335. 1

89951411336. 2

89951411337. 3

89951411338. 4

**Question Number : 97 Question Id : 8995142846 Question Type : MCQ Option Shuffling : No Display Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**



9/16/2020

The main argument behind adopting indigenous approach to management and producing developing content can be summarized as:

- A. Only post-colonial studies can lead to challenging the status quo
- B. Indigenous research methods are not accepted and thus should be avoided
- C. Adopting ideas from grass root and scriptures can significantly improve the quality of management education if approached with open and a decolonized mind
- D. There is little scope for indigenous research and thus contemporary management practices should be followed

Options :

89951411339. 1

89951411340. 2

89951411341. 3

89951411342. 4

Question Number : 98 Question Id : 8995142847 Question Type : MCQ Option Shuffling : No Display Que

Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

9/16/2020

Many students in class might not be accustomed to discussion based learning style used in case teaching. Thus, the responsibility of facilitator further increases. Which of the following holds true in this regard:

- i. Creating a threatening environment for students who do not participate
- ii. Give them something in writing to remind them about preparing for case discussion
- iii. Provide study question to help students in focussing attention on specific aspects of the case
- iv. Making participation part of the evaluation process to promote constructive discussions

Choose the correct alternative:

- A. Only ii and iv should be used
- B. Only ii and iii are incorrect
- C. Only i, iii and iv are correct
- D. Only ii, iii and iv are suitable

Options :

89951411343. 1

89951411344. 2

89951411345. 3

89951411346. 4

Question Number : 99 Question Id : 8995142848 Question Type : MCQ Option Shuffling : No Display Question :  
Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

9/16/2020

Time and again, it has been shown that active learning promotes critical thinking, environment has to be fostered in education too. - The effectiveness of case-based learning (CBL) is enhancing the knowledge of students in classroom. The features of case based learning are:

- i. Learner-centered
- ii. Collaboration and cooperation between the participants
- iii. Discussion of specific situations, typically real-world examples
- iv. Questions with no single right answer

Choose the correct alternative:

- A. i, iv
- B. i, ii, iii, iv
- C. ii, iv
- D. iii, ii

Options :

89951411347. 1

89951411348. 2

89951411349. 3

89951411350. 4

Question Number : 100 Question Id : 8995142849 Question Type : MCQ Option Shuffling : No Display Qu  
Question Mandatory : No Single Line Question Option : No Option Orientation : Vertical  
Correct Marks : 1 Wrong Marks : 0

9/16/2020

Which set of learner characteristics may be considered helpful in designing effective case-based learning systems? Select the correct alternative from the codes given below.

- i. Prior experience of learners in respect of the subject
- ii. Interpersonal relationships of learner's family friends
- iii. Ability of the learners in respect of the subject
- iv. Student's language background
- v. Interest of students in following the prescribed dress code
- vi. Motivational-orientation of the students

Choose the correct alternative:

- A. i, ii, iii and iv
- B. i, iii, iv and vi
- C. ii, iii, iv and v
- D. iii, iv, v and vi

Options :

89951411351. 1

89951411352. 2

89951411353. 3

89951411354. 4