

Government of Puducherry
Directorate of School Education
Competitive Examination for Empanelment of Guest Lecturers-2019

37

QUESTION BOOKLET

ROLL NO:

SUBJECT: COMMERCE

Time: 2:00 Hours

Total Marks: 90

INSTRUCTIONS TO CANDIDATES

- 1) Write Roll Number in the space provided in this Question Booklet above.
- 2) The Candidate should check the question paper that question paper consists of all the pages and that it is not torn.
- 3) Please write the Roll No. etc., on the OMR sheet using Black Ball point pen only.
- 4) The candidate shall use only "**BLACK BALL POINT PEN**" for marking the answers.
- 5) There are **90 questions**. For every correct answer 1 (One) mark will be awarded and for each wrong answer 0.25 mark will be deducted.
- 6) Use of eraser/ whitener/ correction fluid is prohibited on OMR answer sheets.
- 7) Use of calculators, cell phones, logarithmic table, electronic gadgets etc., is strictly prohibited.
- 8) For any rough work, use the rough page given at the end of the Question Booklet.
- 9) The candidate has to deposit the original copy of OMR sheet along with the Hall Ticket after the completion of examination and may carry the duplicate OMR (impression) sheet for reference.
- 10) No candidate is allowed to leave the examination centre premises till the completion of the entire examination process.
- 11) Please avoid marking of answers on Question Booklet.
- 12) The questions in English version alone will be taken as authentic though questions are given in other languages for the convenience of the candidates.

COMMERCE

1. Wealth maximisation means
 - a) Increasing net present worth
 - b) increasing net future value
 - c) increasing profit
 - d) none of the above.
2. Profit maximisation is based on
 - a) capitalist thinking
 - b) socialist thinking
 - c) mixed economy thinking
 - d) None of the above.
3. Dividend is
 - a) Distributed to creditors
 - b) debenture holders
 - c) Share holders
 - d) debtors.
4. Capital budgeting focusses on
 - a) Short term
 - b) mid term
 - c) Long term
 - d) all the above
5. _____ period is the no. of years required to cover the initial cash outlay.
 - a) Accounting
 - b) Average
 - c) Total
 - d) payback
6. NPV is one of the _____ techniques
 - a) Discounted capital flow
 - b) Discounted cash flow
 - c) Discounted income flow
 - d) Discounted Profit flow
7. Profitability Index is
 - a) PV of Cash Inflow / Initial Profit outlay
 - b) PV of cash outflow / Initial profit Outlay
 - c) Total value of cash inflow / Initial Investment
 - d) PV of cash Inflow / Initial Cash outlay
8. IRR is the rate at which NPV of investment is
 - a) one
 - b) > 1
 - c) < 1
 - d) Zero
9. Cost of capital is _____ rate of return required to keep the market value per share unchanged
 - a) Minimum
 - b) maximum
 - c) Average
 - d) None of the above.

10. Cost of retained earnings is
- a) $\frac{D}{P_0}$ b) $\frac{P_0}{D}$ c) $\frac{D}{P_0} + g$ d) none of these
11. The overall cost of capital is called
- a) simple cost of capital b) un-weighted cost of capital
c) maximum cost of capital d) weighted average cost.
12. Capital structure is the relationship between various
- a) Long Term sources of financing
b) Short Term sources of financing
c) type of loans
d) types of Share capital.
13. Financial leverage is
- a) use of floating charges sources of funds with owners' equity
b) Use of all sources of funds without owners' equity
c) Use of fixed charges sources of funds with owners' equity.
d) All the above
14. In _____ concept, the goods are produced and then efforts are made to sell them
- a) production b) Marketing c) Selling d) distribution
15. In _____ concept the focus is an customer satisfaction
- a) production b) Marketing c) Selling d) distribution
16. FMCG means
- a) Fast mobile consumer goods
b) Fast moving convenience goods
c) Fast moving consumer goods
d) d) Fast Mobile convenience goods.

17. In Market segmentation, there is
- Maximum homogeneity within a group
 - Maximum heterogeneity within a group
 - No homogeneity within a group
 - None of the above.
18. Marketing mix includes
- Product, people price and promotion
 - Purpose, people price and promotion
 - Purpose, product, price and promotion
 - product, price, promotion and place
19. Promotion mix refers to
- various methods of improving sales
 - Various methods of employee satisfaction
 - various methods of Govt. satisfaction
 - None of the above.
20. Brand gives _____ to the product
- length
 - identity
 - breadth
 - depth
21. Penetration pricing is
- charging a high price in the beginning
 - always charging high price
 - charging a low price in the beginning
 - none of the above.
22. Skimming is
- charging a low price in the beginning
 - charging a medium price in the beginning
 - changing prices often
 - None of the above.

23. Generally, product life cycle consists of
- Introduction, growth and decline
 - Introduction, growth, maturity and decline
 - Introduction, maturity & decline
 - none of the above.
24. The frequently purchased goods are
- convenience goods
 - shopping goods
 - specialty goods
 - none of the above
25. _____ is an example of shopping goods
- rice
 - soft drink
 - Furniture
 - Chocolate
26. High value mobile phone is an example of
- Consumer goods
 - Shopping
 - specialty goods
 - none of the above.
27. _____ is the father of scientific management
- Eton Mayo
 - Peter Dracker
 - F.W. Taylor
 - Mcgregor
28. Need hierarchy theory was formulated by
- Mcgreger
 - Mcclelland
 - Herzberg
 - Maslow
29. Theory X assumes that people
- Like work
 - hate work
 - do not have any opinion
 - often enjoy work
30. _____ refers to the no. of people, a person can effectively manage
- School of management
 - Rule of Management
 - span of Management
 - none of the above.
31. Informal communication is called
- Grapevine
 - Loose talk
 - Groupism
 - relationship
32. _____ is making the job more interesting
- Job Description
 - Job evaluation
 - Job analysis
 - Job enrichment

33. Hot stove rule states that punishment should be
a) light b) strong c) immediate d) in consistent
34. In autocratic organizations, emphasis is on
a) Upward communication b) downward communication
c) Lateral communication d) none of the above
35. Stress thresholds are
a) Causes of stress b) consequences of stress
c) tolerable limits of stress d) reactions of stress
36. Counseling is a ____ of a problem
a) Discussion b) cause c) result d) effect
37. Type A people are
a) Soft b) relaxed c) happy d) aggressive
38. Expectancy theory was formulated by
a) Peter Dracker b) Vroom c) Maslow d) Herzberg
39. GST is ____ based tax
a) Duration b) Destination c) development d) Dividend
40. What does 'I' Stand for in IGST?
a) International b) Internal c) Integrated d) Intra
41. What is the maximum rate prescribed under IGST
a) 12 % b) 28% c) 18 % d) 25 %
42. HSN code stands for
a) Harmonised System of nomenclature
b) Home State No.
c) Harmonised State No.
d) Harmonised System No.
43. SAC refers to
a) Services Accounting Code
b) System Accounting Code
c) State Accounting Code

- d) State Application Code
44. Which form is used for registration
a) GSTR – IA b) GST REG – 01 C) GSTR – 2 d) GST – REG
45. Registration certificate for GST is valid for
a) 5 years b) 10 years c) 20 years d) Valid till cancelled
46. Which change needs amendment in the Registration Certificate of GST
a) Name b) Constitution
c) Switch over from composite to normal d) all the above.
47. The term 'MBO' was coined by
a) F.W. Taylor b) Ouchi c) Vroom d) Peter Drucker
48. _____ approach treats an organization as an inter-related set of elements.
a) Human behavior b) System c) contingency d) Normative
49. In _____ model, the managerial orientation is towards the use of money to pay for employee benefits
a) Autocratic b) Custodial c) supportive d) collegial
50. _____ is the process in which a person sets aside the inappropriate behavior
a) Unfreezing b) Freezing c) Refreezing d) None of the above.
51. _____ is integrating, what has been learned, into practice.
a) unfreezing b) Freezing c) Refreezing d) none of the above
52. _____ are the activities carried out for enabling their organizational members to better manage their behavior
a) OD changes b) OB attitudes c) OD beliefs d) OD intervention
53. Narcissism describes a person who is _____
a) arrogant b) soft c) normal d) sincere
54. _____ is the process in which a hidden response becomes the normal response

- a) Learning b) Reinforcement c) conditioning d) Rewarding
55. _____ is the persistent tendency to behave in a particular way
- a) Value b) Feeling c) Sincerity d) attitude
56. A person liable to pay tax is
- a) assessee b) Assessor c) donor d) none of the above
57. A person is a resident if he stays in India for _____ in a year
- a) 62 days b) 162 days c) 172 days d) 182 days
58. Emoluments, in addition to salary are
- a) Benefits b) perquisites c) allowances d) none of the above
59. _____ house (s) can be treated as self-occupied
- a) one b) two c) Three d) Any number
60. Preliminary expenses can be amortised within
- a) Two years b) Three years c) Five years d) ten years
61. _____ is an example of deemed income
- a) Salary b) cash Credit c) Interest d) none of the above
62. Section 80 G relates to
- a) House Rent b) Lottery earnings c) Donations d) none of the above.
63. Section 89 (1) deals with
- a) relief on arrears or advance salary
- b) Pension
- c) Gratuity
- d) None of the above.
64. Issuing orders is _____
- a) Planning b) organizing c) Directing d) controlling
65. _____ arises from human beings' quest for social satisfaction
- a) formal organization
- b) informal organization
- c) Business organization

- d) strategic organization
66. specifying the manner of executing policy is _____
a) objective b) Schedule c) budget d) procedure
67. When authority is delegated as per organization structure, it is _____delegation.
a) formal b) informal c) general d) specific
68. A set of instructions in a logical sequence to perform a particular task is
a) rules b) programme c) Policy d) methods
69. construction of flyover is an example of _____
a) rules b) programme c) project d) methods
70. The process of dividing the functions into small units is
a) Staffing b) delegation c) Departmentation d) control
71. Installation of a machine within a week is an example of
a) rules b) programme c) project d) schedule
72. _____started merchant banking services in India
a) ICICI Bank b) Grindlays Bank c) SBI d) IOB
73. When a company sells securities, directly to investors, it is
a) Public issue b) bonus issue c) rights issue d) Private placement
74. CRISIL has been promoted by
a) ICICI & UTI b) IDBI & SBI c) AXIS & UTI d) IOB & SBI
75. Reduction of risk by holding large number of securities in portfolio of assets is
a) selling ability b) holding ability
c) diversification d) integration
76. SEBI has allowed celebrities to endorse
a) Stock & shares b) dividend c) Insurance d) mutual fund
77. How many companies are included in SENSEX
a) 10 b) 20 c) 30 d) 40

78. Blue chip shares companies are
- always providing profit
 - run by large corporate houses
 - Multi-National Companies
 - listed in foreign stock exchanges
79. When was NIFTY established
- 1986
 - 1992
 - 1996
 - 2000
80. Bombay stock exchange was established in
- 1855
 - 1865
 - 1875
 - 1885
81. Departmentation leads to grouping of
- activities
 - personnel
 - both activities & personnel
 - none of the above.
82. The departments can be created
- by function
 - by product
 - by process
 - all of the above
83. Policy formulation is the function of
- top level management
 - middle level management
 - Operational
 - all of the above.
84. Which is not a function of management
- Planning
 - Staffing
 - co-operation
 - Controlling
85. MBO is
- Management by opportunity
 - Method by Opportunity
 - Management by Objective
 - Method by Objective
86. CPM is
- crucial Path method
 - crucial purpose method
 - critical path method
 - critical purpose method

87. BEP is a function of

- a) Sales and working capital
- b) Sales and profit
- c) Sales and cost
- d) sales volume, cost & profit

88. Functional authority ensures

- a) Co-ordination b) control
- c) Division of labour d) none of the above.

89. _____ is called interpretative planning

- a) Procedure b) strategy c) policy d) none of the above

90. The line of authority from top level to bottom level is

- a) Unity of command b) Unity of deduction
- c) Scalar chain d) order