Quick Sarkari

DSSSB PREVIOUS YEAR PAPER WITH ANSWER KEY

DSSSB Manager (Public Relations)

Post Code 11/20 · 28 November 2022

डीएसएसएसबी प्रबंधक (Public Relations) – 28 नवंबर 2022 का प्रश्न पत्र, उत्तर कुंजी सहित

200	120 min	1 / −0.25	EN + HI
Questions / प्रश्न	Duration / समय	Marks per Q / अंक	Language / भाषा

Sections: Manager (Public Relations), English Language and Comprehension

INSIDE THIS PDF / इस PDF में

Official Question Paper with Answer Key (English + Hindi) Page 2–165
आधिकारिक प्रश्न पत्र, उत्तर कुंजी सहित (अंग्रेज़ी + हिंदी)

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   पहले नीचे दिए लिंक से इसे टाइमर के साथ ऑनलाइन मॉक टेस्ट के रूप में हल करें।
2. Check your score, section-wise analysis and solutions online.
   ऑनलाइन अपना स्कोर, खंड-वार विश्लेषण और हल देखें।
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1.Options shown in green color and with ✔ icon are correct.

2.Options shown in red color and with ✖ icon are incorrect.

Question Paper Name :	Manager Public Relations
Subject Name :	Manager (Public Relations)
Creation Date :	2022-11-28 19:38:43
Duration :	120
Total Marks :	200
Display Marks:	Yes
Share Answer Key With Delivery Engine :	No
Actual Answer Key :	Yes
Change Font Color :	No
Change Background Color :	No
Change Theme :	No
Help Button :	No
Show Reports :	No
Show Progress Bar :	No

Discipline1

Group Number :	1
Group Id :	753229755
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

Discipline1

Section Id :	753229935
Section Number :	1
Section type :	Online

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Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291435
Question Shuffling Allowed :	Yes

Question Number : 1 Question Id : 75322921914 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

The Auteur theory is related to:

Options :

1. ✔ films

2. ✖ newspapers

3. ✖ radio

4. ✖ digital media

Question Number : 1 Question Id : 75322921914 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

औट्यूर सिद्धांत (Auteur theory) _____ से संबंधित है।

Options :

1. ✔ फिल्मों

2. ✖ समाचार पत्रों

3. ✖ रेडियो

4. ✖ डिजिटल मीडिया

Question Number : 2 Question Id : 75322921915 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following theories is concerned with the process of adoption of new ideas and technology in society?

Options :

1. ✖ Cultivation theory

2. ✔ Diffusion of innovations

3. ✖ Uses and gratification theory

4. ✖ Media system dependency theory

Question Number : 2 Question Id : 75322921915 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा सिद्धांत, समाज में नए विचारों और प्रौद्योगिकी को अपनाने की प्रक्रिया से संबंधित है?

Options :

1. ✖ संवर्धन सिद्धांत

2. ✔ नवाचारों का प्रसार

3. ✖ उपयोग और परितुष्टि सिद्धांत

4. ✖ मीडिया प्रणाली निर्भरता सिद्धांत

Question Number : 3 Question Id : 75322921916 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ involves the collection of data at different points in time.

Options :

1. ✖ Action research

2. ✖ Cross-sectional research

3. ✔ Longitudinal research

4. ✖ Survey research

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Question Number : 3 Question Id : 75322921916 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ में समयाधीन विभिन्न बिंदुओं पर डेटा का संग्रहण शामिल होता है।

Options :

1. ✖ क्रियानिष्ठ अनुसंधान

2. ✖ अनुप्रस्थ-काट अनुसंधान

3. ✔ अनुदैर्ध्य अनुसंधान

4. ✖ सर्वेक्षण अनुसंधान

Question Number : 4 Question Id : 75322921917 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a set of related propositions that presents a systematic view of phenomena by specifying relationships among concepts.

Options :

1. ✔ Theory

2. ✖ Hypothesis

3. ✖ Law

4. ✖ Definition

Question Number : 4 Question Id : 75322921917 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____, संबंधित प्रतिज्ञप्तियों का ऐसा समुच्चय है जो अवधारणाओं के बीच संबंधों को निर्दिष्ट करके परिघटना का एक व्यवस्थित दृष्टिकोण प्रस्तुत करता/करती है।

Options :

1. ✔ सिद्धांत

2. ✖ परिकल्पना

3. ✖ कानून

4. ✖ परिभाषा

Question Number : 5 Question Id : 75322921918 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following statements is NOT true for advertising?

Options :

1. ✖ It uses a persuasive and non-personal form of communication.

2. ✖ It is a type of marketing communication.

3. ✔ The sponsor is not identified.

4. ✖ It sometimes uses interactive media to reach audiences.

Question Number : 5 Question Id : 75322921918 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा कथन, विज्ञापन के संदर्भ में सत्य नहीं है?

Options :

1. ✖ यह संचार के अनुनयात्मक और गैर-वैयक्तिक रूप का उपयोग करता है।

2. ✖ यह एक प्रकार का विपणन-संचार है।

3. ✔ प्रायोजक की पहचान नहीं होती है।

4. ✖ यह दर्शकों तक पहुँचने के लिए कभी-कभी अन्योन्य क्रियात्मक मीडिया का उपयोग करता है।

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Question Number : 6 Question Id : 75322921919 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT an advertising agency?

Options :

1. ✖ McCann

2. ✖ Leo Burnett

3. ✖ Dentsu

4. ✔ Wells Fargo

Question Number : 6 Question Id : 75322921919 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सी, कोई विज्ञापन एजेंसी नहीं है?

Options :

1. ✖ मैककैन (McCann)

2. ✖ लियो बर्नेट (Leo Burnett)

3. ✖ डेंत्सु (Dentsu)

4. ✔ वेल्स फार्गो (Wells Fargo)

Question Number : 7 Question Id : 75322921920 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In an advertising agency, the _____ is responsible for managing all the agency's services for the benefit of the client and for representing the agency's point of view to the client.

Options :

1. ✖ account planner

2. ✔ account executive

3. ✖ copy writer

4. ✖ art director

Question Number : 7 Question Id : 75322921920 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक विज्ञापन एजेंसी में, _____ ग्राहक के लाभ के लिए, एजेंसी की सभी सेवाओं के प्रबंधन और ग्राहक के प्रति एजेंसी के दृष्टिकोण को निरूपित करने के लिए उत्तरदायी होता है।

Options :

1. ✖ लेखा योजनाकार

2. ✔ लेखा कार्यकारी

3. ✖ कॉपी राइटर

4. ✖ कला निर्देशक

Question Number : 8 Question Id : 75322921921 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a centrally programmed and managed system that supplies or otherwise serve a group of stores or other businesses.

Options :

1. ✖ Traditional marketing system

2. ✖ Cooperative marketing system

3. ✖ Horizontal marketing system

4. ✔ Vertical marketing system

Question Number : 8 Question Id : 75322921921 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ एक केंद्रीय रूप से क्रमादेशित और प्रबंधित प्रणाली होती है जो स्टोर या अन्य व्यवसायों के समूह की आपूर्ति या भिन्न प्रकार की सेवा देती है।

Options :

1. ✖ पारंपरिक विपणन प्रणाली

2. ✖ सहकारी विपणन प्रणाली

3. ✖ क्षैतिज विपणन प्रणाली

4. ✔ ऊर्ध्वधर विपणन प्रणाली

Question Number : 9 Question Id : 75322921922 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a kind of marketing function that identifies products and their source and differentiates them from all other products.

Options :

1. ✖ Advertising

2. ✖ Merchandising

3. ✔ Branding

4. ✖ Retailing

Question Number : 9 Question Id : 75322921922 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ एक प्रकार का विपणन कार्य है जो उत्पादों और उनके स्रोत की पहचान करता है और उन्हें अन्य सभी उत्पादों से अलग करता है।

Options :

1. ✖ विज्ञापन

2. ✖ क्रय-विक्रय

3. ✔ ब्रांडिंग

4. ✖ खुदरा बिक्री

Question Number : 10 Question Id : 75322921923 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With reference to media planning, a _____, estimates the strength of a brand in the various geographical areas.

Options :

1. ✔ brand development index

2. ✖ geographical development index

3. ✖ trademark development index

4. ✖ product development index

Question Number : 10 Question Id : 75322921923 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

मीडिया प्लानिंग (media planning) के संदर्भ में, _____, विभिन्न भौगोलिक क्षेत्रों में किसी ब्रांड की ताकत का आकलन करता है।

Options :

1. ✔ ब्रांड विकास सूचकांक

2. ✖ भौगोलिक विकास सूचकांक

3. ✖ ट्रेडमार्क विकास सूचकांक

4. ✖ उत्पाद विकास सूचकांक

Question Number : 11 Question Id : 75322921924 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

_____ is defined as a process that directs advertising messages to the right people in the right place at the right time.

Options :

1. ✖ Media strategy

2. ✖ Media mix

3. ✖ Media scheduling

4. ✔ Media planning

Question Number : 11 Question Id : 75322921924 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

_____ को एक ऐसी प्रक्रिया के रूप में परिभाषित किया गया है जो विज्ञापन संदेशों को सही समय पर, सही जगह पर, सही लोगों तक पहुँचाती है।

Options :

1. ✖ मीडिया रणनीति

2. ✖ मीडिया मिश्रण

3. ✖ मीडिया शेड्यूलिंग

4. ✔ मीडिया नियोजन

Question Number : 12 Question Id : 75322921925 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

In a print advertisement, _____ is the part NOT occupied by any text or illustration.

Options :

1. ✖ empty space

2. ✔ white space

3. ✖ artistic space

4. ✖ balanced space

Question Number : 12 Question Id : 75322921925 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक प्रिंट विज्ञापन में, _____ वह हिस्सा है जो किसी टेक्स्ट या चित्रण से नहीं भरा जाता है।

Options :

1. ✖ खाली स्थान (empty space)

2. ✔ सफेद स्थान (white space)

3. ✖ कलात्मक स्थान (artistic space)

4. ✖ संतुलित स्थान (balanced space)

Question Number : 13 Question Id : 75322921926 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT an element in a print advertisement?

Options :

1. ✖ Body copy

2. ✖ Tagline

3. ✔ Nut graf

4. ✖ White space

Question Number : 13 Question Id : 75322921926 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा, प्रिंट विज्ञापन का एक तत्व नहीं है?

Options :

1. ✖

बॉडी कॉपी (Body copy)

2. ✖ टैगलाइन (Tagline)

3. ✔ नट ग्राफ (Nut graf)

4. ✖ सफेद स्थान (white space)

Question Number : 14 Question Id : 75322921927 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following utilises a storyboard?

Options :

1. ✖ Radio commercial script

2. ✔ TV commercial script

3. ✖ Dummy layout of a print advertisement

4. ✖ Thumbnail sketch of a print advertisement

Question Number : 14 Question Id : 75322921927 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा, स्टोरीबोर्ड का उपयोग करता है?

Options :

1. ✖ रेडियो कमर्शियल स्क्रिप्ट (Radio commercial script)

2. ✔ टीवी कमर्शियल स्क्रिप्ट (TV commercial script)

3. ✖ प्रिंट विज्ञापन का डमी लेआउट (Dummy layout)

4. ✖ प्रिंट विज्ञापन का थंबनेल स्केच (Thumbnail sketch)

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Question Number : 15 Question Id : 75322921928 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT a part of Roger Von Oech's four-step creative model?

Options :

1. ✖ Explorer

2. ✖ Artist

3. ✖ Warrior

4. ✔ Designer

Question Number : 15 Question Id : 75322921928 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा, रोजर वॉन ओच (Roger Von Oech) के चार-चरणीय रचनात्मक मॉडल का हिस्सा नहीं है?

Options :

1. ✖ अन्वेषक

2. ✖ कलाकार

3. ✖ योद्धा

4. ✔ डिजाइनर

Question Number : 16 Question Id : 75322921929 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Public relations is the _____ function that establishes and maintains mutually beneficial relationships between an organisation and the publics.

Options :

1. ✔ management

2. ✖ communication

3. ✖ relation

4. ✖ symbiotic

Question Number : 16 Question Id : 75322921929 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

जनसंपर्क _____ कार्य है जो किसी संगठन और जनता के बीच पारस्परिक रूप से लाभकारी संबंधों को स्थापित करके बनाए रखता है।

Options :

1. ✔ प्रबंधन

2. ✖ संचार

3. ✖ संबंध

4. ✖ सहजीवी

Question Number : 17 Question Id : 75322921930 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is primarily aimed toward influencing legislative and regulatory decisions in government?

Options :

1. ✖ Press Agentry

2. ✖ Community Relations

3. ✖ Public Relations

4. ✔ Lobbying

Question Number : 17 Question Id : 75322921930 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

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निम्नलिखित में से किसका ध्येय, मुख्य रूप से सरकार में विधायी और नियामक निर्णयों को प्रभावित करना है?

Options :

1. ✖ प्रैस एजेंट्री (Press Agentry)

2. ✖ सामुदायिक संबंध (Community Relations)

3. ✖ जनसंपर्क (Public Relations)

4. ✔ पक्ष-जुटाव (Lobbying)

Question Number : 18 Question Id : 75322921931 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Ethos, Pathos and Logos are three modes of persuasion. These modes were proposed by:

Options :

1. ✖ Socrates

2. ✖ Plato

3. ✖ Pythagoras

4. ✔ Aristotle

Question Number : 18 Question Id : 75322921931 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

लोकाचार, करुणा और लोगो (Ethos, Pathos and Logos) प्रबोधन के तीन तरीके हैं। इन तरीकों को _____ द्वारा प्रस्तावित किया गया था।

Options :

1. ✖ सुकरात (Socrates)

2. ✖ प्लेटो (Plato)

3. ✖ पाइथागोरस (Pythagoras)

4. ✔ अरस्तू (Aristotle)

Question Number : 19 Question Id : 75322921932 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is defined as the art and technique of persuasion and expression in written or oral communication.

Options :

1. ✔ Rhetoric

2. ✖ Proxemics

3. ✖ Kinesics

4. ✖ Oratory

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Question Number : 19 Question Id : 75322921932 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ को लिखित या मौखिक संचार में प्रबोधन और अभिव्यक्ति की कला एवं तकनीक के रूप में परिभाषित किया गया है।

Options :

1. ✔ वाग्मिता (Rhetoric)

2. ✖ सामीप्यकी (Proxemics)

3. ✖ गतिकी (Kinesics)

4. ✖ वक्तृत्व (Oratory)

Question Number : 20 Question Id : 75322921933 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Who is the author of 'Ways of Seeing'?

Options :

1. ✖ Stuart Hall

2. ✔ John Berger

3. ✖ Herbert Schiller

4. ✖ Ferdinand de Saussure

Question Number : 20 Question Id : 75322921933 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

'वेज़ ऑफ़ सीइंग' (Ways of Seeing) के लेखक कौन हैं?

Options :

1. ✖ स्टुअर्ट हॉल (Stuart Hall)

2. ✔ जॉन बर्जर (John Berger)

3. ✖ हर्बर्ट शिलर (Herbert Schiller)

4. ✖ फर्डिनेंड डी सॉसर (Ferdinand de Saussure)

Quick Sarkari

Discipline2

Group Number :	2
Group Id :	753229756
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

Discipline2

Section Id : 753229936

Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291436
Question Shuffling Allowed :	Yes

Question Number : 21 Question Id : 75322921934 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

With reference to graphic designing, what is a hex code?

Options :

1. ✖ A code that identifies the type of fonts being used in a design

2. ✖ A code that identifies the type of images being used in a design

3. ✔ A code that identifies the RGB colours used in a design

4. ✖ A code that identifies the resolution of images being used in a design

Question Number : 21 Question Id : 75322921934 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

ग्राफिक डिजाइनिंग (graphic designing) के संदर्भ में हेक्स कोड (hex code) क्या होता है?

Options :

1. ✖ ऐसा कोड जो डिजाइन में उपयोग किए जा रहे फॉन्ट के प्रकार की पहचान करता है

2. ✖ ऐसा कोड जो डिजाइन में उपयोग की जा रही छवियों के प्रकार की पहचान करता है

3. ✔ ऐसा कोड जो डिजाइन में प्रयुक्त RGB रंगों की पहचान करता है

4. ✖ ऐसा कोड जो डिजाइन में उपयोग की जा रही छवियों के रिजोल्यूशन (resolution) की पहचान करता है

Question Number : 22 Question Id : 75322921935 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which part of the four-step public relations process corresponds to 'situation analysis?

Options :

1. ✔ Defining public relations problem

2. ✖ Planning and programming

3. ✖ Taking action and communication

4. ✖ Evaluating the programme

Question Number : 22 Question Id : 75322921935 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

चार चरणों वाली जनसंपर्क प्रक्रिया का कौन-सा भाग 'स्थिति विश्लेषण' से मेल खाता है?

Options :

1. ✔ जनसंपर्क समस्या को परिभाषित करना

2. ✖ योजना और प्रोग्रामिंग

3. ✖ कार्रवाई और संचार करना

4. ✖ कार्यक्रम का मूल्यांकन करना

Question Number : 23 Question Id : 75322921936 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In advertising research, which of the following tests is used to determine the extent of advertising message retention by the customers?

Options :

1. ✖ Attitude test

2. ✔ Recall test

3. ✖ Copy testing

4. ✖ Concept testing

Question Number : 23 Question Id : 75322921936 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

विज्ञापन अनुसंधान में, ग्राहकों द्वारा विज्ञापन के संदेश-प्रतिधारण की सीमा निर्धारित करने के लिए निम्नलिखित में से किस परीक्षण का उपयोग किया जाता है?

Options :

1. ✖ अभिरुचि-परीक्षण (Attitude test)

2. ✔ पुन:स्मरण परीक्षण (Recall test)

3. ✖ नकल परीक्षण (Copy testing)

4. ✖ अवधारणा-परीक्षण (Concept testing)

Question Number : 24 Question Id : 75322921937 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ can be defined as a subset of the population that is representative of the entire population.

Options :

1. ✔ Sample

2. ✖ Census

3. ✖ Population

4. ✖ Demographics

Question Number : 24 Question Id : 75322921937 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ को जनसंख्या के ऐसे किसी उपसमुच्चय के रूप में परिभाषित किया जा सकता है जो संपूर्ण जनसंख्या का निरूपण करता हो।

Options :

1. ✔ नमूना

2. ✖ जनगणना

3. ✖ जनसंख्या

4. ✖ जनसांख्यिकी

Question Number : 25 Question Id : 75322921938 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Using medical technologies such EEG and MRI to learn how consumers feel and respond is called:

Options :

1. ✖ biomarketing

2. ✖ biometric marketing

3. ✖ brain mapping

4. ✔ neuromarketing

Question Number : 25 Question Id : 75322921938 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

उपभोक्ता क्या महसूस और प्रतिक्रिया करते हैं, यह जानने के लिए EEG और MRI जैसी चिकित्सा तकनीकों के उपयोग को _____ कहा जाता है।

Options :

1. ✖ बायोमार्केटिंग (biomarketing)

2. ✖ बायोमेट्रिक मार्केटिंग (biometric marketing)

3. ✖

ब्रेन मैपिंग (brain mapping)

4. ✔ न्यूरोमार्केटिंग (neuromarketing)

Question Number : 26 Question Id : 75322921939 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The use of unconventional marketing techniques to promote a product or a service is called:

Options :

1. ✖ unconventional marketing

2. ✔ guerrilla marketing

3. ✖ bizarre marketing

4. ✖ gonzo marketing

Question Number : 26 Question Id : 75322921939 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

किसी उत्पाद या सेवा का प्रचार करने के लिए अपरंपरागत विपणन तकनीकों का उपयोग _____ कहलाता है।

Options :

1. ✖ अपरंपरागत विपणन (unconventional marketing)

2. ✔ गुरिल्ला विपणन (guerrilla marketing)

3. ✖ विचित्र विपणन (bizarre marketing)

4. ✖ गोंजो मार्केटिंग (gonzo marketing)

Question Number : 27 Question Id : 75322921940 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ can be defined as the practice of looking at a brand from all points of view using a brand vision that surrounds all the brand's interactions with all its stakeholders.

Options :

1. ✖ Marketing mix

2. ✖ Integrated marketing

3. ✔ 360° communication

4. ✖ Cross media marketing

Question Number : 27 Question Id : 75322921940 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

ऐसे _____ को किसी ब्रांड दृष्टि का उपयोग करके सभी दृष्टिकोणों से एक ब्रांड को देखने के अभ्यास के रूप में परिभाषित किया जा सकता है जो अपने सभी हितधारकों के साथ सभी ब्रांड की अभिक्रिया को समाहित करता है।

Options :

1. ✖ विपणन मिश्रण (Marketing mix)

2. ✖ एकीकृत विपणन (Integrated marketing)

3. ✔ 360° संचार (360° communication)

4. ✖ क्रॉस मीडिया मार्केटिंग (Cross media marketing)

Question Number : 28 Question Id : 75322921941 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The amount customers spend on a particular brand is called:

Options :

1. ✔ share of wallet

2. ✖ share of market

3. ✖ share of value

4. ✖ share of voice

Question Number : 28 Question Id : 75322921941 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

किसी विशेष ब्रांड पर ग्राहक द्वारा खर्च की जाने वाली राशि _____ कहलाती है।

Options :

1. ✔ वालेट का हिस्सा (share of wallet)

2. ✖ बाजार का हिस्सा (share of market)

3. ✖ मूल्य का हिस्सा (share of value)

4. ✖ आवाज का हिस्सा (share of voice)

Question Number : 29 Question Id : 75322921942 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Dividing the market into segments based on variables such as age, life-cycle stage, gender, income, occupation, etc. is called:

Options :

1. ✖ customer segmentation

2. ✔ demographic segmentation

3. ✖ geographic segmentation

4. ✖ market segmentation

Question Number : 29 Question Id : 75322921942 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

आयु, जीवन-चक्र अवस्था, लिंग, आय, व्यवसाय आदि जैसे चरों के आधार पर बाजार को खंडों में विभाजित किया जाना _____ कहलाता है।

Options :

1. ✖ ग्राहक विभाजन

2. ✔ जनसांख्यिकीय विभाजन

3. ✖ भौगोलिक विभाजन

4. ✖ बाजार विभाजन

Question Number : 30 Question Id : 75322921943 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT a characteristic of business communication?

Options :

1. ✖ It gives or elicits some information.

2. ✖ It is in a certain format.

3. ✖ It is formal.

4. ✔ It cannot be kept as legal evidence.

Question Number : 30 Question Id : 75322921943 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सी व्यावसायिक संचार की विशेषता नहीं है?

Options :

1. ✖ यह कुछ जानकारी देता है या प्राप्त करता है।

2. ✖ यह एक निश्चित प्रारूप में होता है।

3. ✖ यह औपचारिक होता है।

4. ✔ इसे कानूनी साक्ष्य के रूप में नहीं रखा जा सकता है।

Question Number : 31 Question Id : 75322921944 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In business communication, a problem related to time such as delayed message delivery is called:

Options :

1. ✖ linguistic barrier

2. ✖ hierarchical barrier

3. ✔ chronomatic barrier

4. ✖ attitudinal barrier

Question Number : 31 Question Id : 75322921944 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

व्यावसायिक संचार में, समय से संबंधित समस्या जैसे विलंबित संदेश-वितरण को _____ कहा जाता है।

Options :

1. ✖ भाषाई बाधा

2. ✖ पदानुक्रमित बाधा

3. ✔ कालानुक्रमिक बाधा

4. ✖ अभिवृत्तिक बाधा

Question Number : 32 Question Id : 75322921945 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

What is Kinesics communication?

Options :

1. ✔ To communicate with body language

2. ✖ To communicate with silence

3. ✖ To communicate with touch

4. ✖ To communicate with spaces and distances

Question Number : 32 Question Id : 75322921945 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

गतिकी संचार (Kinesics communication) क्या है?

Options :

1. ✔ बॉडी लैंग्वेज के माध्यम से संचार करना

2. ✖ मौन के माध्यम से संचार करना

3. ✖ स्पर्श के माध्यम से संचार करना

4. ✖ समय और दूरी के माध्यम से संचार करना

Question Number : 33 Question Id : 75322921946 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The interaction between the manager of one department with the workers of the other department in an organisation is an example of:

Options :

1. ✖ horizontal flow of communication

2. ✔ diagonal flow of communication

3. ✖ upward flow of communication

4. ✖ traditional flow of communication

Question Number : 33 Question Id : 75322921946 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

किसी संगठन में किसी एक विभाग के प्रबंधक का दूसरे विभाग के कर्मचारियों के साथ की जाने वाली अन्योन्यक्रिया _____ का एक उदाहरण है।

Options :

1. ✖ संचार का क्षैतिज प्रवाह

2. ✔ संचार का विकर्णीय प्रवाह

3. ✖ संचार का उर्ध्व प्रवाह

4. ✖ संचार का पारंपरिक प्रवाह

Question Number : 34 Question Id : 75322921947 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Direct mail, trade shows and sponsorships are examples of:

Options :

1. ✖ above the line advertising

2. ✔ below the line advertising

3. ✖ through the line advertising

4. ✖ across the line advertising

Question Number : 34 Question Id : 75322921947 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

डाइरेक्ट मेल, ट्रेड शो और स्पॉन्सरशिप (Direct mail, trade shows and sponsorships) _____ के उदाहरण हैं।

Options :

1. ✖ लाइन एडवर्टाइजिंग (line advertising) के ऊपर

2. ✔ लाइन एडवर्टाइजिंग (line advertising) के नीचे

3. ✖ लाइन एडवर्टाइजिंग (line advertising) के माध्यम से

4. ✖ लाइन एडवर्टाइजिंग (line advertising) के पार

Question Number : 35 Question Id : 75322921948 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Who among the following proposed the DAGMAR model for advertising?

Options :

1. ✖ Thomas J Barratt

2. ✖ David Ogilvy

3. ✖ Albert Lasker

4. ✔ Russell Colley

Question Number : 35 Question Id : 75322921948 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से किसने विज्ञापन के लिए DAGMAR मॉडल प्रस्तावित किया था?

Options :

1. ✖ थॉमस जे बैराट (Thomas J Barratt)

2. ✖ डेविड ओगिल्वी (David Ogilvy)

3. ✖ अल्बर्ट लस्कर (Albert Lasker)

4. ✔ रसेल कोली (Russell Colley)

Question Number : 36 Question Id : 75322921949 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Every advertising agency has an 'accounts department'. The word 'account' refers to:

Options :

1. ✖ finance

2. ✔ client

3. ✖ management

4. ✖ production

Question Number : 36 Question Id : 75322921949 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

प्रत्येक विज्ञापन एजेंसी का एक 'लेखा विभाग (accounts department)' होता है। 'लेखा' शब्द का आशय _____ से है।

Options :

1. ✖ वित्त (finance)

2. ✔ ग्राहक (client)

3. ✖ प्रबंधन (management)

4. ✖ उत्पादन (production)

Question Number : 37 Question Id : 75322921950 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ can be defined as an experience, carefully crafted to deliver an impact on the person in attendance.

Options :

1. ✖ Publicity

2. ✖ Promotion

3. ✔ Event

4. ✖ Advertising

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Question Number : 37 Question Id : 75322921950 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ को, उपस्थित व्यक्ति पर प्रभाव देने के लिए सावधानी से सृजित किसी अनुभव के रूप में परिभाषित किया जा सकता है।

Options :

1. ✖ प्रचार (Publicity)

2. ✖ प्रवर्तन (Promotion)

3. ✔ आयोजन (Event)

4. ✖ विज्ञापन (Advertising)

Question Number : 38 Question Id : 75322921951 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Infrastructure, target audience, clients, organisers, venue and the media are key elements of:

Options :

1. ✖ promotion

2. ✖ branding

3. ✔ events

4. ✖ marketing

Question Number : 38 Question Id : 75322921951 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

इन्फ्रास्ट्रक्चर, लक्षित दर्शक, ग्राहक, आयोजक, स्थल और मीडिया _____ के प्रमुख तत्व हैं।

Options :

1. ✖ प्रवर्तन (Promotion)

2. ✖ ब्रांडिंग (branding)

3. ✔ आयोजन (Event)

4. ✖ विपणन (marketing)

Question Number : 39 Question Id : 75322921952 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Conceptualisation, costing, _____, customisation and carrying out are the 5Cs of event designing.

Options :

1. ✖ compensation

2. ✖ creation

3. ✔ canvassing

4. ✖ cognizance

Question Number : 39 Question Id : 75322921952 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

कॉन्सेप्टुलाइजेशन, कॉस्टिंग, _____, कस्टमाइजेशन और कैरीइंग आउट (Conceptualisation, costing, _____, customisation and carrying out) इवेंट डिजाइनिंग के 5C हैं।

Options :

1. ✖ Compensation (कॉम्पेन्सेशन)

2. ✖ Creation (क्रिएशन)

3. ✔ Canvassing (कैन्वेसिंग)

4. ✖ cognizance (कॉग्निजेंस)

Question Number : 40 Question Id : 75322921953 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following event outcomes involve learning about some new process or technology?

Options :

1. ✔ Cognitive outcomes

2. ✖ Affective outcomes

3. ✖ Decisional outcomes

4. ✖ Psychomotor outcomes

Question Number : 40 Question Id : 75322921953 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से किस घटना के परिणाम में, कुछ नई प्रक्रिया या तकनीक के बारे में अधिगम शामिल है?

Options :

1. ✔ संज्ञानात्मक परिणाम

2. ✖ प्रभावशाली परिणाम

3. ✖ निर्णायक परिणाम

4. ✖ साइकोमोटर (Psychomotor) परिणाम

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Discipline3

Group Number :	3
Group Id :	753229757
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

Discipline3

Section Id :	753229937
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291437
Question Shuffling Allowed :	Yes

Question Number : 41 Question Id : 75322921954 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT a designated quadrant (or element) in Johari Window?

Options :

1. ✖ Open Self

2. ✖ Blind Self

3. ✔ Known Self

4. ✖ Hidden Self

Question Number : 41 Question Id : 75322921954 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन जोहरी विंडो में निर्दिष्ट चतुर्थांश (या अवयव) नहीं है?

Options :

1. ✖ ओपन सेल्फ (Open Self)

2. ✖ ब्लाइंड सेल्फ (Blind Self)

3. ✔ नोन सेल्फ (Known Self)

4. ✖ हिडेन सेल्फ (Hidden Self)

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Question Number : 42 Question Id : 75322921955 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Who coined the concept of Management Grid model as a self-assessment tool for performance evaluation?

Options :

1. ✔ Robert R Blake and Jane S Mouton

2. ✖ Joseph Luft and Harrington Ingham

3. ✖ David Richardo and Adam Smith

4. ✖ Peter F Drucker and Chester Bernard

Question Number : 42 Question Id : 75322921955 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

प्रदर्शन मूल्यांकन के लिए स्व-मूल्यांकन उपकरण के रूप में प्रबंधन ग्रिड मॉडल की अवधारणा किसने प्रतिपादित की थी?

Options :

1. ✔ रॉबर्ट आर. ब्लेक और जेन एस. माउटन (Robert R Blake and Jane S Mouton)

2. ✖ जोसेफ़ लुफ़्ट और हैरिंग्टन इंघाम (Joseph Luft and Harrington Ingham)

3. ✖ डेविड रिकार्डोऔर ऐडम स्मिथ (David Richardo and Adam Smith)

4. ✖ पीटर एफ़. ड्रकर और चेस्टर बर्नार्ड (Peter F Drucker and Chester Bernard)

Question Number : 43 Question Id : 75322921956 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Who among the following is considered as the father of Scientific Management?

Options :

1. ✖ H Fayol

2. ✖ M Weber

3. ✖ F Gilbreth

4. ✔ FW Taylor

Question Number : 43 Question Id : 75322921956 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से किसे वैज्ञानिक प्रबंधन का जनक माना जाता है?

Options :

1. ✖ एच. फ़ेयोल (H. Fayol)

2. ✖ एम. वेबर (M. Weber)

3. ✖ एफ़. गिल्ब्रेथ (F. Gilbreth)

4. ✔ एफ़. डब्ल्यू. टेलर (F.W. Taylor)

Question Number : 44 Question Id : 75322921957 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Match Column I with Column II to get meaningful associations.

Column I		Column II	
X	Bureaucracy Theory	**P**	Peter F Drucker
Y	Systems Theory	**Q**	Max Weber
Z	Management by Objectives	**R**	Chester Bernard

Options :

1. ✖ X-P, Y-R, Z-Q

2. ✖ X-Q, Y-P, Z-R

3. ✔ X-Q, Y-R, Z-P

4. ✖ X-R, Y-P, Z-Q

Question Number : 44 Question Id : 75322921957 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

सार्थक संबंध प्राप्त करने के लिए स्तंभ I का स्तंभ II के साथ मिलान करें।

स्तंभ I		स्तंभ II	
X	नौकरशाही सिद्धांत	P	पीटर एफ़. ड्रकर (Peter F Drucker)
Y	प्रणाली सिद्धांत	Q	मैक्स वेबर (Max Weber)
Z	उद्देश्यों द्वारा प्रबंधन	R	चेस्टर बर्नार्ड (Chester Bernard)

Options :

1. ✖ X-P, Y-R, Z-Q

2. ✖ X-Q, Y-P, Z-R

3. ✔ X-Q, Y-R, Z-P

4. ✖ X-R, Y-P, Z-Q

Question Number : 45 Question Id : 75322921958 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

When a product was available at the rate of ₹ 50, the total quantity demanded was 100 units. With the cost push inflation, the product was priced further at ₹ 55, then too the total quantity demanded remained unchanged at 100 units. The demand of such a product can be called:

Options :

1. ✖ highly elastic

2. ✖ unitary elastic

3. ✔ inelastic

4. ✖ relatively inelastic

Question Number : 45 Question Id : 75322921958 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

जब कोई उत्पाद ₹ 50 की दर पर उपलब्ध था, तो मांग की कुल मात्रा 100 इकाई थी। लागत प्रेरित मुद्रास्फीति के साथ, उत्पाद की कीमत बाद में ₹ 55 कर दी गई, फिर भी कुल मांग की मात्रा 100 इकाइयों पर अपरिवर्तित रही। ऐसे उत्पाद की मांग को क्या कहा जा सकता है?

Options :

1. ✖ अत्यधिक लोचदार (highly elastic)

2. ✖ एकल लोचदार (unitary elastic)

3. ✔ लोचहीन (inelastic)

4. ✖ अपेक्षाकृत लोचहीन (relatively inelastic)

Question Number : 46 Question Id : 75322921959 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that rightly defines the concept of Veblen goods in the law of demand.

Options :

1. ✔ High-end luxurious goods

2. ✖ Inferior goods

3. ✖ Daily needs/Necessity goods

4. ✖ Consumer durable goods

Question Number : 46 Question Id : 75322921959 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

उस विकल्प का चयन करें जो मांग के नियम में वेब्लेन वस्तु (Veblen goods) की अवधारणा को सही ढंग से परिभाषित करता है।

Options :

1. ✔ उच्च-स्तरीय विलासी वस्तुएं (High-end luxurious goods)

2. ✖ निकृष्ट वस्तुएं (Inferior goods)

3. ✖ दैनिक आवश्यकताएं/आवश्यक वस्तुएं (Daily needs/Necessity goods)

4. ✖ उपभोक्ता सार्वकालिक वस्तुएं (Consumer durable goods)

Question Number : 47 Question Id : 75322921960 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The concept of Drawings Account is the outcome of the ____ concept of Accounting (as per the GAAP in India).

Options :

1. ✖ accrual

2. ✔ business entity

3. ✖ periodicity

4. ✖ conservatism

Question Number : 47 Question Id : 75322921960 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

आहरण खाते (Drawings Account) की अवधारणा लेखांकन की _____ अवधारणा (भारत में GAAP के अनुसार) का परिणाम है।

Options :

1. ✖ प्रोद्भवन (accrual)

2. ✔ व्यापार इकाई (business entity)

3. ✖ आवधिकता (periodicity)

4. ✖ रूढ़िवाद (conservatism)

Question Number : 48 Question Id : 75322921961 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following statements is expressed in terms of percentage to the base amount for that particular accounting period?

Options :

1. ✖ Balance Sheet statement

2. ✖ Trading A/C statement

3. ✖ Cash Flow statement

4. ✔ Common size statement

Question Number : 48 Question Id : 75322921961 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा विवरण (statement) उस विशेष लेखा अवधि के लिए आधार राशि के प्रतिशत के संदर्भ में व्यक्त किया जाता है?

Options :

1. ✖ तुलन-पत्र विवरण

2. ✖ व्यापार खाता विवरण

3. ✖ नकदी प्रवाह विवरण

4. ✔ सामान्य आकार विवरण

Question Number : 49 Question Id : 75322921962 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the right order of implementing change in an organisation, as per the change management model suggested by Kurt Lewin.

Options :

1. ✖ Change – Unfreeze – Refreeze

2. ✖ Refreeze – Change – Unfreeze

3. ✔ Unfreeze – Change – Refreeze

4. ✖ Unfreeze – Refreeze – Change

Question Number : 49 Question Id : 75322921962 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

कर्ट लेविन द्वारा सुझाए गए परिवर्तन प्रबंधन मॉडल के अनुसार, संगठन में परिवर्तन को लागू करने के सही अनुक्रम का चयन करें।

Options :

1. ✖ परिवर्तन - निरवरोध - पुन:अवरोध (Change - Unfreeze - Refreeze)

2. ✖ पुन:अवरोध - परिवर्तन - निरवरोध (Refreeze - Change - Unfreeze)

3. ✔ निरवरोध - परिवर्तन - पुन:अवरोध (Unfreeze - Change - Refreeze)

4. ✖ निरवरोध - पुन:अवरोध - परिवर्तन (Unfreeze - Refreeze - Change)

Question Number : 50 Question Id : 75322921963 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following does NOT form a part in the BCG matrix used for strategic analysis?

Options :

1. ✖ Star

2. ✖ Cash Cow

3. ✔ Horse

4. ✖ Question Mark

Question Number : 50 Question Id : 75322921963 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

रणनीतिक विश्लेषण (strategic analysis) के लिए उपयोग किए जाने वाले बीसीजी (BCG) मैट्रिक्स में निम्नलिखित में से क्या एक भाग नहीं बनाता है?

Options :

1. ✖ स्टार (Star)

2. ✖ नक़द गाय (Cash Cow)

3. ✔ अश्व (Horse)

4. ✖ प्रश्न चिह्न (Question Mark)

Question Number : 51 Question Id : 75322921964 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Consider the following case.

A passenger waves his hand to a bus at Cuttack, which had a board mentioning that it is going to Bhubaneswar. The bus driver made the passenger get down in between after collecting the bus fare and did not take him to the destination. Upon asking, the driver said that the passenger did not ask before commencing the journey, nor had they any conversation about the destination, therefore he is not liable to drop him at Bhubaneswar. Select the option that rightly defines this situation.

Options :

1. ✖ Breach of bailment and pledge

2. ✔ Breach of implied contract

3. ✖ Breach of fiduciary relation

4. ✖ Breach of good faith

Question Number : 51 Question Id : 75322921964 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित मामले पर विचार करें।

कटक में एक यात्री एक बस की ओर हाथ हिलाता है, जिस पर एक बोर्ड पर लिखा हुआ था कि वह भुवनेश्वर जा रही है। बस चालक ने बस का किराया वसूल करके यात्री को बीच में ही उतार दिया और गंतव्य तक नहीं पहुंचाया। पूछने पर ड्राइवर ने कहा कि यात्री ने यात्रा शुरू करने से पहले न तो पूछा और न ही उसने गंतव्य के बारे में कोई बातचीत की, इसलिए वह उसे भुवनेश्वर छोड़ने के लिए उत्तरदायी नहीं है। उस विकल्प का चयन करें जो इस स्थिति को सही ढंग से परिभाषित करता हो।

Options :

1. ✖ जमानत और प्रतिज्ञा का उल्लंघन (Breach of bailment and pledge)

2. ✔ निहित अनुबंध का उल्लंघन (Breach of implied contract)

3. ✖ वैश्वासिक संबंध का उल्लंघन (Breach of fiduciary relation)

4. ✖ अच्छे विश्वास का उल्लंघन (Breach of good faith)

Question Number : 52 Question Id : 75322921965 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

XYZ Ltd. is primarily a brand producing wines and alcoholic beverages. As per regulations, these substances cannot be openly advertised for general welfare and health related purposes. Therefore, XYZ Ltd. floats an advertisement where it does a campaign of music CDs which is barely the business they are into. Such an advertising campaign is called:

Options :

1. ✖ specialised advertising

2. ✔ surrogate advertising

3. ✖ personalised advertising

4. ✖ billboard advertising

Question Number : 52 Question Id : 75322921965 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

XYZ Ltd. मुख्य रूप से मदिरा और मादक पेय पदार्थों का उत्पादन करने वाला एक ब्रांड है। नियमों के अनुसार, इन पदार्थों का सामान्य कल्याण और स्वास्थ्य संबंधी उद्देश्यों के कारण खुले तौर पर विज्ञापन नहीं किया जा सकता है। इसलिए, XYZ Ltd. एक विज्ञापन जारी करता है जहां यह संगीत सीडी का एक अभियान चलाता है जो मुश्किल से ही उनका व्यवसाय है। ऐसे विज्ञापन अभियान को क्या कहा जाता है?

Options :

1. ✖ विशेषीकृत विज्ञापन

2. ✔ प्रतिनिधिक विज्ञापन

3. ✖ वैयक्तिकृत विज्ञापन

4. ✖ बिलबोर्ड विज्ञापन

Question Number : 53 Question Id : 75322921966 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Match Column I with Column II with respect to the Consumers' Black Box Model to find meaningful associations.

Column I		Column II	
A	Marketing Stimuli	P	Lifestyle
B	Environmental Stimuli	Q	Alternative Evaluation
C	Buyer Characteristics	R	Product
D	Decision Process	S	Cultural Issues

Options :

1. ✔ A-R, B-S, C-P, D-Q

2. ✖ A-S, B-R, C-P, D-Q

3. ✖ A-P, B-Q, C-R, D-S

4. ✖ A-R, B-P, C-S, D-Q

Question Number : 53 Question Id : 75322921966 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

सार्थक संबंध ज्ञात करने के लिए उपभोक्ताओं के ब्लैक बॉक्स मॉडल के संबंध में स्तंभ I का स्तंभ II के साथ मिलान करें।

स्तंभ I		स्तंभ II	
A	विपणन प्रोत्साहन	P	जीवन-शैली
B	वातावरणीय प्रोत्साहन	Q	वैकल्पिक मूल्यांकन
C	क्रेता की विशेषताएं	R	उत्पाद
D	निर्णय प्रक्रिया	S	सांस्कृतिक मामले

Options :

1. ✔ A-R, B-S, C-P, D-Q

2. ✖ A-S, B-R, C-P, D-Q

3. ✖ A-P, B-Q, C-R, D-S

4. ✖ A-R, B-P, C-S, D-Q

Question Number : 54 Question Id : 75322921967 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Making observations and predictions in changes of new or existing cultural trends in areas such as music, films, television, fashion, youth culture and lifestyle is done as a part of a methodology is popularly known as:

Options :

1. ✖ intense action testing

2. ✔ coolhunting

3. ✖ concept testing

4. ✖ test marketing

Question Number : 54 Question Id : 75322921967 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

संगीत, फिल्म, टेलीविजन, फैशन, युवा संस्कृति और जीवन शैली जैसे क्षेत्रों में नए या विद्यमान सांस्कृतिक प्रचलनों के परिवर्तनों में प्रेक्षणों और पूर्वानुमानों को एक पद्धति के एक भाग के रूप में किया जाता है, जिसे सामान्यतया _____ के रूप में जाना जाता है।

Options :

1. ✗ गहन क्रिया परीक्षण (intense action testing)

2. ✓ कूल हंटिंग (coolhunting)

3. ✗ अवधारणा परीक्षण (concept testing)

4. ✗ परीक्षण विपणन (test marketing)

Question Number : 55 Question Id : 75322921968 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following leaders identifies what needs to be done to achieve goals including clarifying roles and tasks, rewarding performance and providing for social needs of the followers?

Options :

1. ✗ Autocratic

2. ✗ Transformational

3. ✗ Trans-informational

4. ✓ Transactional

Question Number : 55 Question Id : 75322921968 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा नेता पहचानता है कि भूमिकाओं और कार्यों को स्पष्ट करने, प्रदर्शन को पुरस्कृत करने और अनुचरों की सामाजिक आवश्यकताएं उपलब्ध करवाने सहित लक्ष्यों को प्राप्त करने के लिए क्या किया जाना चाहिए?

Options :

1. ✗ स्वेच्छाचारी (Autocratic)

2. ✖ परिवर्तनकारी (Transformational)

3. ✖ परा-सूचनात्मक (Trans-informational)

4. ✔ संव्यावहारिक (Transactional)

Question Number : 56 Question Id : 75322921969 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT one of the methods of training?

Options :

1. ✖ Coaching

2. ✖ Job rotation

3. ✖ Apprenticeship/Internship

4. ✔ Brain storming

Quick Sarkari

Question Number : 56 Question Id : 75322921969 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा प्रशिक्षण के तरीकों में से एक नहीं है?

Options :

1. ✖ अनुशिक्षण (Coaching)

2. ✖ कार्य आवर्तन (Job rotation)

3. ✖ प्रशिक्षुता/अंत:शिक्षुता (Apprenticeship/Internship)

4. ✔ विचार-मंथन (Brain storming)

Question Number : 57 Question Id : 75322921970 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

A transaction of ₹3,485 had been wrongly entered as ₹3,845 in the trial balance due to which the trial balance did not tally. Such an error can be termed as:

Options :

1. ✖ Error of Principle

2. ✔ Error of Comission

3. ✖ Transitional Error

4. ✖ None of the given option

Question Number : 57 Question Id : 75322921970 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

₹ 3,485 के एक लेन-देन को शेष परीक्षण (trial balance) में गलती से ₹ 3,845 के रूप में दर्ज कर दिया गया था, जिसके कारण शेष परीक्षण का मिलान नहीं हो पाया। ऐसी त्रुटि को क्या कहा जा सकता है?

Options :

1. ✖ सैद्धांतिक त्रुटि

2. ✔ आयोग की त्रुटि

3. ✖ संक्रमणी त्रुटि

4. ✖ दिए गए विकल्पों में से कोई नहीं

Question Number : 58 Question Id : 75322921971 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In a situation, where a firm tries to acquire another firm by using significant amount of borrowed capital best defines the situation of:

Options :

1. ✖ management buy-out

2. ✖ hostile take over

3. ✖ financial leverage

4. ✔ leveraged buy-out

Question Number : 58 Question Id : 75322921971 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक ऐसी स्थिति में, जहां एक फर्म उधार ली गई पूंजी की बड़ी राशि का उपयोग करके दूसरी फर्म का अधिग्रहण करने का प्रयास करती है, निम्नलिखित में से किस स्थिति को सबसे अच्छी तरह से परिभाषित करती है?

Options :

1. ✖ प्रबंधकीय क्रय (management buy-out)

2. ✖ शत्रुतापूर्ण अधिग्रहण (hostile takeover)

3. ✖ वित्तीय उत्तोलन (financial leverage)

4. ✔ लीवरेज्ड बाय आउट (leveraged buy-out)

Question Number : 59 Question Id : 75322921972 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

U/S 135 of Companies Act, 2013, the eligible companies have to spend a minimum of _____ under the Corporate Social Responsibility (CSR) head.

Options :

1. ✖ 1% of their net profit over the preceding year

2. ✖ 2% of their net profit over the preceding two years

3. ✔ 2% of their net profit over the preceding three years

4. ✖ 2% of their net profit over the preceding five years

Question Number : 59 Question Id : 75322921972 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

कंपनी अधिनियम, 2013 की धारा 135 के तहत, योग्य कंपनियों को नैगमिक सामाजिक उत्तरदायित्व (CSR) मद के अंतर्गत न्यूनतम व्यय के रूप में _____ व्यय करना होगा।

Options :

1. ✖ पिछले वर्ष की तुलना में उनके शुद्ध लाभ का 1%

2. ✖ पिछले दो वर्षों की तुलना में उनके शुद्ध लाभ का 2%

3. ✔ पिछले तीन वर्षों की तुलना में उनके शुद्ध लाभ का 2%

4. ✖ पिछले पांच वर्षों की तुलना में उनके शुद्ध लाभ का 2%

Question Number : 60 Question Id : 75322921973 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The Directors must call for extraordinary general meetings on requisition, if it is signed by the holder of at least ____ paid off capital (or shareholders) having voting rights as per Section 100, Clause 42 of Table F (schedule 1) of the Indian Companies Act, 2013.

Options :

1. ✔ 1/10

2. ✖ 1/5

3. ✖ 1/4

4. ✖ 1/3

Question Number : 60 Question Id : 75322921973 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

यदि भारतीय कंपनी अधिनियम, 2013 की धारा 100, तालिका F (अनुसूची 1) की उपधारा 42 के अनुसार मतदान के अधिकार वाले न्यूनतम _____ की भुगतान की गई पूंजी (या शेयरधारकों) के धारक द्वारा हस्ताक्षरित है, तो निदेशकों को मांग पर असाधारण सामान्य बैठकें बुलानी चाहिए।

Options :

1. ✔ 1/10

2. ✖ 1/5

3. ✖ 1/4

4. ✖ 1/3

Discipline4

Group Number :	4
Group Id :	753229758
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

Discipline4

Section Id :	753229938
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291438
Question Shuffling Allowed :	Yes

Question Number : 61 Question Id : 75322921974 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

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Which of the following is used to extract the printed material from a page having text, pictures or drawings using pattern recognition technology?

Options :

1. ✔ Optical Character Recognition (OCR)

2. ✖ Nolan Stage Model (NSM)

3. ✖ Visual and Optical Scanning (VOS)

4. ✖ Object Linking and Embedding System (OLE)

Question Number : 61 Question Id : 75322921974 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से किसका उपयोग प्रतिरूप अभिज्ञान तकनीक (pattern recognition technology) का उपयोग करके टेक्स्ट, छवियों या आरेखण वाले पृष्ठ से मुद्रित सामग्री का सार निकालने के लिए किया जाता है?

Options :

1. ✔ प्रकाशिक संप्रतीक अभिज्ञान (OCR)

2. ✖ नोलन स्टेज मॉडल (NSM)

3. ✖ दृश्य और प्रकाशिक क्रमवीक्षण (VOS)

4. ✖ वस्तु सहलग्नता और अंत:स्थापन (OLE)

Question Number : 62 Question Id : 75322921975 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

A collective bargaining situation where the talks are not moving ahead, because one party is demanding way too much than the other party could offer is better known as:

Options :

1. ✖ Min-Max Strategy

2. ✔ Impasse

3. ✖ Max-Min Strategy

4. ✖ Golden Parachute

Question Number : 62 Question Id : 75322921975 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक सामूहिक सौदेबाजी की स्थिति, जहां वार्ता आगे नहीं बढ़ पा रही है, क्योंकि एक पक्ष दूसरे पक्ष के प्रस्ताव की तुलना में बहुत अधिक मांग कर रहा है, को बेहतर ढंग से किस रूप में जाना जाता है?

Options :

1. ✖ न्यूनतम-अधिकतम रणनीति (Min-Max Strategy)

2. ✔ गतिरोध (Impasse)

3. ✖ अधिकतम- न्यूनतम रणनीति (Max-Min Strategy)

4. ✖ स्वर्ण-छतरी (Golden Parachute)

Question Number : 63 Question Id : 75322921976 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

When a vendor restricts a retailer to keep only its product and nothing from its competing brand (e.g., if you are selling Ford's spare parts, you cannot sell the spares for Tata Motors) such a situation can be best defined as:

Options :

1. ✖ charge-back agreement

2. ✖ tying agreement

3. ✔ exclusive dealing agreement

4. ✖ lift-out agreement

Question Number : 63 Question Id : 75322921976 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

जब कोई वेंडर किसी रिटेलर को केवल अपना उत्पाद रखने और उसके प्रतिस्पर्धी ब्रांड से कुछ भी न रखने के लिए प्रतिबंध लगाता है (उदाहरण के लिए, यदि आप फोर्ड के स्पेयर पार्ट बेच रहे हैं, तो आप टाटा मोटर्स के स्पेयर पार्ट नहीं बेच सकते हैं), तो ऐसी स्थिति को सबसे अच्छी तरह किस रूप में परिभाषित किया जा सकता है?

Options :

1. ✗ चार्ज-बैक समझौता (charge-back agreement)

2. ✗ सशर्त समझौता (tying agreement)

3. ✓ अनन्य व्यवहार समझौता (exclusive dealing agreement)

4. ✗ लिफ्ट-आउट समझौता (lift-out agreement)

Question Number : 64 Question Id : 75322921977 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

A hotel chain calls few customers through some agents to its own hotel to participate in a free event and assures them a gift voucher or complementary stay on participation, where they are intended to pitch these customers to take their long term subscription plan. Such an act of direct selling can be better classified as:

Options :

1. ✓ party plan system

2. ✗ pyramid system

3. ✗ immediate gratification system

4. ✗ multi-level system

Question Number : 64 Question Id : 75322921977 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक होटल श्रृंखला कुछ एजेंटों के माध्यम से कुछ ग्राहकों को अपने स्वयं के होटल में एक नि:शुल्क कार्यक्रम में भाग लेने के लिए आमंत्रित करती है और भागीदारी करने पर उन्हें उपहार वाउचर या पूरक प्रवास (complementary stay) का आश्वासन देती है, जहां उनका उद्देश्य इन ग्राहकों को उनकी दीर्घकालिक सदस्यता योजना लेने के लिए पिच करना है। डायरेक्ट सेलिंग के इस तरह के कार्य को _____ के रूप में बेहतर तरीके से वर्गीकृत किया जा सकता है।

Options :

1. ✔ पक्ष योजना प्रणाली (party plan system)

2. ✖ पिरामिड प्रणाली (pyramid system)

3. ✖ त्वरित परितुष्टि प्रणाली (immediate gratification system)

4. ✖ बहु-स्तरीय प्रणाली (multi-level system)

Question Number : 65 Question Id : 75322921978 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Column I has the ethical dilemma and choice and Column II has the possible outcome for an individual. Match column I with column II, assuming that your ethical views strongly differ from the organisational view point and you think, such policies are improper and unethical, while you take these choices as mentioned in column I.

Column I Ethical Dilemma and Choice		Column II Possible Outcome of the Choice	
A	Ignore your personal values and do what your organisation asks you to do	X	Opportunity to influence the decisions and policies of the organisation by giving logical arguments.
B	Take a stand and tell your employer what you think	Y	You may get fired be forced to quit the organisation.
C	Refuse to compromise your principles	Z	Self-respect suffers when you compromise your principles to please your employer. It may probably lead to feeling of guilt and dissatisfaction in the long run.

Options :

1. ✖ A-X, B-Z, C-Y

2. ✔ A-Z, B-X, C-Y

3. ✖ A-X, B-Y, C-Z

4. ✖ A-Y, B-Z, C-X

Question Number : 65 Question Id : 75322921978 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

स्तंभ I में नैतिक दुविधा और विकल्प है और स्तंभ II में किसी व्यक्ति के लिए संभावित परिणाम हैं। स्तंभ I का स्तंभ II के साथ मिलान करें, यह मानते हुए कि आपके नैतिक विचार संगठनात्मक दृष्टिकोण से काफ़ी भिन्न हैं, और आपको लगता है कि ऐसी नीतियां अनुचित और अनैतिक हैं, जबकि आप इन विकल्पों को स्तंभ I में उल्लिखित अनुसार लेते हैं।

स्तंभ I नैतिक दुविधा और विकल्प		स्तंभ II विकल्प का संभावित परिणाम	
A	अपने निजी मान्यताओं की उपेक्षा करें और वह करें जो आपका संगठन करने के लिए कहता है।	X	तार्किक तर्क देकर संगठन के निर्णयों और नीतियों को प्रभावित करने का अवसर।
B	एक निश्चित निर्णय लें और अपने नियोक्ता को बताएं कि आप क्या सोचते हैं	Y	आपको निकाला जा सकता है और संगठन छोड़ने के लिए विवश किया जा सकता है।
C	अपने सिद्धांतों से समझौता करने से इंकार करें	Z	जब आप अपने नियोक्ता को खुश करने के लिए अपने सिद्धांतों से समझौता करते हैं तो आत्म-सम्मान को नुकसान पहुंचता है। यह शायद लंबे समय में अपराधबोध और असंतोष की भावना पैदा कर सकता है

Options :

1. ✖ A-X, B-Z, C-Y

2. ✔ A-Z, B-X, C-Y

3. ✖ A-X, B-Y, C-Z

4. ✖ A-Y, B-Z, C-X

Question Number : 66 Question Id : 75322921979 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is an open source database for business?

Options :

1. ✖ ORACLE

2. ✖ MS Excel

3. ✖ MS Access Database

4. ✔ My SQL

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Question Number : 66 Question Id : 75322921979 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा व्यवसाय के लिए एक खुला स्रोत डेटाबेस है?

Options :

1. ✖ ऑरेकल (ORACLE)

2. ✖ एम.एस.एक्सेल (MS Excel)

3. ✖ एम.एस. डेटाबेस (MS Access Database)

4. ✔ माई एस.क्यू.एल.(My SQL)

Question Number : 67 Question Id : 75322921980 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is a methodology of environmental scanning?

Options :

1. ✖ Ansoff Matrix Methodology

2. ✖ BCG Matrix Methodology

3. ✔ STEEP Analysis Methodology

4. ✖ Eisenhour Scanning Methodology

Question Number : 67 Question Id : 75322921980 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा पर्यावरण क्रमवीक्षण की एक कार्यप्रणाली है?

Options :

1. ✖ एंसौफ़ मैट्रिक्स कार्यप्रणाली (Ansoff Matrix Methodology)

2. ✖ बी.सी.जी. मैट्रिक्स कार्यप्रणाली (BCG Matrix Methodology)

3. ✔ स्टीप विश्लेषण कार्यप्रणाली (STEEP Analysis Methodology)

4. ✖ आइज़ेनहावर क्रमवीक्षण कार्यप्रणाली (Eisenhour Scanning Methodology)

Question Number : 68 Question Id : 75322921981 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Leaders to provide change and movement in an organisation by providing a vision for that change are typically known as:

Options :

1. ✖ traditional leaders

2. ✖ transitional leaders

3. ✔ transformational leaders

4. ✖ transnational leaders

Question Number : 68 Question Id : 75322921981 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

किसी संगठन में किसी परिवर्तन के लिए दृष्टिकोण प्रदान करके परिवर्तन और गतिविधि प्रदान करने वाले नेताओं को सामान्यत: किस रूप में जाना जाता है?

Options :

1. ✖ पारंपरिक नेता (traditional leaders)

2. ✖ संक्रमणी नेता (transitional leaders)

3. ✔ परिवर्तनकारी नेता (transformational leaders)

4. ✖ पारराष्ट्रीय नेता (transnational leaders)

Question Number : 69 Question Id : 75322921982 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Match the following to get meaningful associations.

Definition		Concept	
A	The analysis of consumers' decision-making process	X	Consumerism
B	The protection or promotion of the interests of consumers.	Y	Consumer Behaviour
C	Mechanism for the consumers to handle complaints, disputes, conflicts and grievances	Z	Consumer Forum

Options :

1. ✖ A-X, B-Y, C-Z

2. ✖ A-Y, B-Z, C-X

3. ✖ A-Z, B-X, C-Y

4. ✔ A-Y, B-X, C-Z

Question Number : 69 Question Id : 75322921982 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

सार्थक संबंध प्राप्त करने के लिए निम्नलिखित का मिलान करें।

परिभाषा		संकल्पना	
A	उपभोक्ताओं की निर्णय लेने की प्रक्रिया का विश्लेषण	X	उपभोक्तावाद
B	उपभोक्ताओं के हितों का संरक्षण या संवर्धन।	Y	उपभोक्ता व्यवहार
C	उपभोक्ताओं के लिए शिकायतों, विवादों, संघर्षों और कष्टों को निपटाने के लिए तंत्र	Z	उपभोक्ता फ़ोरम

Options :

1. ✖ A-X, B-Y, C-Z

2. ✖ A-Y, B-Z, C-X

3. ✖ A-Z, B-X, C-Y

4. ✔ A-Y, B-X, C-Z

Question Number : 70 Question Id : 75322921983 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of following does NOT form a part of liquidity ratio in analysing the marketing strategies?

Options :

1. ✖ Current ratio

2. ✖ Working capital ratio

3. ✖ Acid test ratio

4. ✔ Debtors' turnover ratio

Question Number : 70 Question Id : 75322921983 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा विकल्प विपणन रणनीतियों के विश्लेषण में नक़दी अनुपात का भाग नहीं बनाता है?

Options :

1. ✖ चालू अनुपात (Current ratio)

2. ✖ कार्यशील पूंजी अनुपात (Working capital ratio)

3. ✖ तत्काल अनुपात (Acid test ratio)

4. ✔ देनदारों का टर्नओवर अनुपात (Debtors' turnover ratio)

Question Number : 71 Question Id : 75322921984 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In a situation when a company or country exports a product at a price that is lower in the foreign importing market than the price in the exporter's domestic market, the phenomenon is called as _____.

Options :

1. ✖ delivery at frontier

2. ✖ balance of payment

3. ✔ dumping

4. ✖ current account deficit

Question Number : 71 Question Id : 75322921984 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक ऐसी स्थिति में, जब कोई कंपनी या देश किसी उत्पाद का निर्यात उस मूल्य पर करता है जो निर्यातक के घरेलू बाज़ार की तुलना में, विदेशी आयात बाजार में कम है, इस परिघटना को _____ कहा जाता है।

Options :

1. ✗ सीमांत वितरण (delivery at frontier)

2. ✗ भुगतान देय (balance of payment)

3. ✓ अल्पमूल्य विक्रय (dumping)

4. ✗ चालू खाता घाटा (current account deficit)

Question Number : 72 Question Id : 75322921985 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The consignee / buyer is responsible for duties and charges and the seller is responsible only for the delivery of goods to the wharf or port of destination. Such an arrangement is known as:

Options :

1. ✓ Delivered Ex Quay

2. ✗ Delivered Duty Paid

3. ✗ Delivered Ex Ship

4. ✗ Delivered At Frontier

Question Number : 72 Question Id : 75322921985 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

परेषिती/खरीदार शुल्कों और प्रभारों के लिए उत्तरदायी है और विक्रेता केवल गंतव्य के घाट या पत्तन पर माल की आपूर्ति के लिए उत्तरदायी है। ऐसी व्यवस्था किस रूप में जानी जाती है?

Options :

1. ✓ डिलिवर्ड एक्स क्वे (Delivered Ex Quay)

2. ✗ डिलिवर्ड ड्यूटी पेड (Delivered Duty Paid)

3. ✖ डिलिवर्ड एक्स शिप (Delivered Ex Ship)

4. ✖ डिलिवर्ड ऐट फ्रंटियर (Delivered At Frontier)

Question Number : 73 Question Id : 75322921986 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

GATT in the connection of Global trade (WTO) that came into effect on 1 January, 1948 stands for:

Options :

1. ✖ Global Agreement of Trade and Tariffs

2. ✖ Global Agreement of Tariffs and Trade

3. ✖ General Agreement on Trade and Tariffs

4. ✔ General Agreement on Tariffs and Trade

Question Number : 73 Question Id : 75322921986 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

1 जनवरी, 1948 को प्रभाव में आए वैश्विक व्यापार (WTO) के संबंध में GATT का क्या अर्थ है?

Options :

1. ✖ Global Agreement of Trade and Tariffs (ग्लोबल एग्रीमेंट ऑफ ट्रेड एंड टैरिफ्स)

2. ✖ Global Agreement on Tariffs and Trade (ग्लोबल एग्रीमेंट ऑफ टैरिफ्स एंड ट्रेड)

3. ✖ General Agreement on Trade and Tariffs (जेनरल एग्रीमेंट ऑफ ट्रेड एंड टैरिफ्स)

4. ✔ General Agreement on Tariffs and Trade (जेनरल एग्रीमेंट ऑफ टैरिफ्स एंड ट्रेड)

Question Number : 74 Question Id : 75322921987 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ refers to the capacity that 'A' has to influence the behaviour of 'B' so that 'B' acts in accordance with the wishes of 'A'.

Options :

1. ✖ Dependence

2. ✔ Power

3. ✖ Politics

4. ✖ Relation

Question Number : 74 Question Id : 75322921987 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____, क्षमता को संदर्भित करता/ती है कि 'A' को 'B' के व्यवहार को प्रभावित करना है, ताकि 'B', 'A' की इच्छा के अनुसार कार्य करे।

Options :

1. ✖ निर्भरता

2. ✔ शक्ति

3. ✖ राजनीति

4. ✖ संबंध

Question Number : 75 Question Id : 75322921988 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Voluntary behaviour that violates significant organisational norms and, in doing so, threatens the well-being of the organisation or its members can be termed as:

Options :

1. ✖ workplace civility

2. ✖ workplace ethics

3. ✖

workplace hazards

4. ✔ deviant workplace behaviour

Question Number : 75 Question Id : 75322921988 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

स्वैच्छिक व्यवहार जो महत्वपूर्ण संगठनात्मक मानदंडों का उल्लंघन करता है और ऐसा करने से संगठन या उसके सदस्यों के कल्याण के लिए खतरा होता है, इसे क्या कहा जा सकता है?

Options :

1. ✖ कार्यस्थल की शिष्टता

2. ✖ कार्यस्थल की नैतिकता

3. ✖ कार्यस्थल के खतरे

4. ✔ विसामान्य कार्यस्थल व्यवहार

Question Number : 76 Question Id : 75322921989 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Consider the given case.

A team of 20 members has dissimilar members having variation in their age, gender, as well as political and social orientation having given some defined tasks. It was observed that the team could not perform well and increased conflicts made the group member leaving it, increasing the organisational turnover. Which of the following factors do you think is the prime cause for it?

Options :

1. ✖ Size of the team

2. ✖ Abilities of members

3. ✔ Demography of the team

4. ✖ Role ambiguity in the team

Question Number : 76 Question Id : 75322921989 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

दिए गए मामले पर विचार करें।

20 सदस्यों के एक दल (team) में आयु, लिंग के साथ साथ राजनीतिक एवं सामाजिक अभिविन्यास में भिन्नता वाले असमान सदस्य हैं, जिन्हें कुछ सुनिश्चित कार्य दिए गए हैं। यह देखा गया कि दल अच्छा प्रदर्शन नहीं कर सका और बढ़ते संघर्षों के कारण सदस्यों ने समूह छोड़ दिया, जिससे संगठनात्मक कारोबार में वृद्धि हुई। आपको क्या लगता है कि निम्नलिखित में से कौन सा कारक इसका प्रमुख कारण है?

Options :

1. ✖ दल का आकार

2. ✖ सदस्यों की क्षमताएं

3. ✔ दल की जनसांख्यिकी

4. ✖ दल में भूमिका की अस्पष्टता

Question Number : 77 Question Id : 75322921990 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The phenomenon where an individual is engaged in coasting on the group's effort, because his particular effort cannot be identified and thus only pretends to work and in actual does not add value is better understood as:

Options :

1. ✔ social loafing

2. ✖ soldiering

3. ✖ intrapersonal conflict

4. ✖ reflexivity

Question Number : 77 Question Id : 75322921990 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

ऐसी परिघटना जिसमें कोई व्यक्ति समूह के प्रयासों को किनारे करने में लगा रहता है (engaged in coasting on the group's effort), क्योंकि उसके स्वयं के प्रयास को नहीं पहचाना जा सकता है और इस प्रकार केवल कार्य करने का दिखावा करता है और वास्तव में कुछ नहीं करता है, इसे बेहतर तरीके से किस रूप में समझा जा सकता है?

Options :

1. ✔ सामाजिक आवारगी (social loafing)

2. ✖ सैनिकगिरी (soldiering)

3. ✖ अंतर्वैयक्तिक संघर्ष (intrapersonal conflict)

4. ✖ स्वतुल्यता (reflexivity)

Question Number : 78 Question Id : 75322921991 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

As identified by FW Taylor, the attempt among workers to do the least amount of work in the longest amount of time to possibly take home the day wage without doing much job at an individual level is coined as:

Options :

1. ✖ lay-off

2. ✖ fatigue

3. ✔ soldiering

4. ✖ retrenchment

Question Number : 78 Question Id : 75322921991 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

जैसा कि एफ.डब्ल्यू. टेलर द्वारा स्पष्ट किया गया है, श्रमिकों के बीच दीर्घतम समय में न्यूनतम कार्य करने का प्रयास संभवतः व्यक्तिगत स्तर पर अधिक कार्य किए बिना दैनिक मजदूरी घर ले जाने को किस रूप में सृष्ट (coined) किया गया है?

Options :

1. ✖ जबरी अवकाश (lay-off)

2. ✖ श्रान्ति (fatigue)

3. ✔ सैनिकगिरी (soldiering)

4. ✖ छंटनी (retrenchment)

Question Number : 79 Question Id : 75322921992 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT a characteristic of a perfectly competitive market?

Options :

1. ✖ Presence of identical or homogeneous products/services

2. ✖ The flow of product information is similar among masses

3. ✔ Restricted mobility of factors of production

4. ✖ Free entry and exit in the market

Question Number : 79 Question Id : 75322921992 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सी एक पूर्ण प्रतिस्पर्धी बाजार की विशेषता नहीं है?

Options :

1. ✖ समान या सजातीय उत्पादों/सेवाओं की उपस्थिति

2. ✖ जन-साधारण के बीच उत्पाद जानकारी का समान प्रवाह

3. ✔ उत्पादन के कारकों की सीमित गतिशीलता

4. ✖ बाजार में मुफ्त प्रविष्टि और निकासी

Question Number : 80 Question Id : 75322921993 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Identify the option which falls under the purview of Services Marketing.

Options :

1. ✖ ABC Ltd. sells cars and gives the free services for the car maintenance.

2. ✔ Glen Hospitals Ltd. offers a specialised package for heart ailment.

3. ✖ Pushpa toothpaste comes with a free tooth brush.

4. ✖ Wellness cooking oil gives chance to win a holiday to Doha.

Question Number : 80 Question Id : 75322921993 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

सेवा विपणन के दायरे में आने वाले विकल्प की पहचान करें।

Options :

1. ✖ ABC Ltd कार बेचती है और कार के अनुरक्षण के लिए मुफ्त सेवाएं देती है।

2. ✔ ग्लेन हॉस्पिटल्स लिमिटेड हृदय रोग के लिए एक विशेष पैकेज प्रदान करता है।

3. ✖ पुष्पा टूथ पेस्ट एक मुफ़्त टूथ ब्रश के साथ आता है।

4. ✖ वेलनेस कुकिंग ऑयल दोहा के लिए हॉलीडे जीतने का अवसर देता है।

Discipline5

Group Number :	5
Group Id :	753229759
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0

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Group Marks : 20

Discipline5

Section Id : 753229939
Section Number : 1
Section type : Online
Mandatory or Optional : Mandatory
Number of Questions : 20
Number of Questions to be attempted : 20
Section Marks : 20
Maximum Instruction Time : 0
Sub-Section Number : 1
Sub-Section Id : 7532291439
Question Shuffling Allowed : Yes

Question Number : 81 Question Id : 75322921994 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following is a process that makes use of statistics and data analysis to analyse and reduce errors or defects?

Options :

1. ✖ Kaizen

2. ✔ Six Sigma

3. ✖ ISO 9000 standards

4. ✖ Program Evaluation and Review Techniques

Question Number : 81 Question Id : 75322921994 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से ऐसी कौन सी प्रक्रिया है, जो त्रुटियों या दोषों का विश्लेषण करने और उन्हें कम करने के लिए सांख्यिकी और डेटा विश्लेषण का उपयोग करती है?

Options :

1. ✖ काईज़ेन (Kaizen)

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2. ✔ सिक्स सिग्मा (Six Sigma)

3. ✖ ISO 9000 मानक (ISO 9000 standards)

4. ✖ कार्यक्रम मूल्यांकन और समीक्षा तकनीकियां (Program Evaluation and Review Techniques)

Question Number : 82 Question Id : 75322921995 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following refers to an informal form of communication, mostly indicating as Gossip?

Options :

1. ✖ Passive communication

2. ✖ Haptic communication

3. ✖ Olfactic communication

4. ✔ Grapevine communication

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Question Number : 82 Question Id : 75322921995 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा विकल्प संचार के एक अनौपचारिक रूप को संदर्भित करता है, जो अधिकांशत: गपशप के रूप में दर्शाया जाता है?

Options :

1. ✖ निष्क्रिय संचार (Passive communication)

2. ✖ स्पर्श संचार (Haptic communication)

3. ✖ घ्राणीय संचार (Olfactic communication)

4. ✔ अफवाह संचार (Grapevine communication)

Question Number : 83 Question Id : 75322921996 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The form of informal communication based on some odours, smell or the sense associated with it, especially in the field of clinical and medical sciences can be better termed as:

Options :

1. ✖ morse code communication

2. ✖ braille communication

3. ✖ haptic communication

4. ✔ olfactic communication

Question Number : 83 Question Id : 75322921996 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

विशेष रूप से नैदानिक एवं चिकित्सा विज्ञान के क्षेत्र में कुछ गंध, दुर्गंध या उससे जुड़े इंद्रियबोध के आधार पर अनौपचारिक संचार के रूप को बेहतर रूप से क्या कहा जा सकता है?

Options :

1. ✖ मोर्स कोड संचार (morse code communication)

2. ✖ ब्रेल संचार (braille communication)

3. ✖ स्पर्श संचार (haptic communication)

4. ✔ घ्राणीय संचार (olfactic communication)

Question Number : 84 Question Id : 75322921997 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The internationally accepted common distress signal like 'SOS' or 'Mayday' are examples of:

Options :

1. ✔ morse code communication

2. ✖ semantic communication

3. ✖ standard operating communication

4. ✖ international transmittable communication

Question Number : 84 Question Id : 75322921997 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

अंतरराष्ट्रीय स्तर पर स्वीकृत सामान्य विपत्ति संकेत जैसे 'एसओएस' ('SOS') या 'मेडे' ('Mayday') किसके उदाहरण हैं?

Options :

1. ✔ मोर्स कोड संचार (morse code communication)

2. ✖ अर्थगत संचार (semantic communication)

3. ✖ मानक प्रचालन संचार (standard operating communication)

4. ✖ अंतरराष्ट्रीय संचरणयोग्य संचार (international transmittable communication)

Question Number : 85 Question Id : 75322921998 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following Nolan´s Stages of Growth Models is also known as 'Expansion' stage?

Options :

1. ✖ Maturity

2. ✖ Initiation

3. ✖ Control

4. ✔ Contagion

Question Number : 85 Question Id : 75322921998 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से किस नोलन के विकास मॉडलों के चरणों को 'विस्तार' चरण के रूप में भी जाना जाता है?

Options :

1. ✖ परिपक्वता

2. ✖ प्रारंभन

3. ✖ नियंत्रण

4. ✔ संसर्ग

Question Number : 86 Question Id : 75322921999 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is the pioneer in the field of defensive and supportive communication interactions in the field of analysis of conflict management.

Options :

1. ✖ Steve McLean

2. ✔ Jack Gibb

3. ✖ George Terry

4. ✖ Peter Wyden

Question Number : 86 Question Id : 75322921999 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____, संघर्ष प्रबंधन के विश्लेषण के क्षेत्र में रक्षात्मक और सहायक संचार अन्योन्यक्रियाओं के क्षेत्र में अग्रणी हैं।

Options :

1. ✖ स्टीव मैकलीन (Steve McLean)

2. ✔ जैक गिब (Jack Gibb)

3. ✖ जॉर्ज टेरी (George Terry)

4. ✖ पीटर वाईडेन (Peter Wyden)

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Question Number : 87 Question Id : 75322922000 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In a situation where the holder of a bill presents it to the drawee for the payment after the due date and the drawee fails to make the payment, the bill is said to be:

Options :

1. ✖ bounced

2. ✖ renewed

3. ✖ defective

4. ✔ dishonoured

Question Number : 87 Question Id : 75322922000 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

ऐसी स्थिति में जहां बिल का धारक देय तिथि के बाद भुगतान के लिए इसे अदाकर्ता को प्रस्तुत करता है और अदाकर्ता भुगतान करने में विफल रहता है, तो बिल को क्या कहा जाता है?

Options :

1. ✖ बाउंस (bounced)

2. ✖ नवीकृत (renewed)

3. ✖ दोषपूर्ण (defective)

4. ✔ अस्वीकृत (dishonoured)

Question Number : 88 Question Id : 75322922001 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a strategic discussion that resolves an issue in a way that both parties come to a mutually agreed term find acceptable.

Options :

1. ✖ Persuasion

2. ✔ Negotiation

3. ✖ Influence

4. ✖ Coercion

Question Number : 88 Question Id : 75322922001 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ एक ऐसी रणनीतिक चर्चा है जो किसी मुद्दे का समाधान इस प्रकार करती है, कि दोनों पक्ष पारस्परिक रूप से सहमत शर्त पर आते हैं और उसे स्वीकार करते हैं।

Options :

1. ✖ अनुनय (Persuasion)

2. ✔ समझौता वार्ता (Negotiation)

3. ✖ प्रभाव (Influence)

4. ✖ अवपीड़न (Coercion)

Question Number : 89 Question Id : 75322922002 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a technique mostly used by companies to balance its flow of employees and prevent situations such as shortages or surpluses of manpower.

Options :

1. ✔ Human Resource Planning

2. ✖ Human Resource Development

3. ✖ Recruitment and Selection

4. ✖ Orientation and Induction

Question Number : 89 Question Id : 75322922002 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ एक ऐसी तकनीक है जिसका उपयोग अधिकांश कंपनियां अपने कर्मचारियों के प्रवाह को संतुलित रखने और जनशक्ति की कमी या आधिक्य जैसी स्थितियों से बचने के लिए करती हैं।

Options :

1. ✔ मानव संसाधन योजना

2. ✖ मानव संसाधन विकास

3. ✖ भर्ती और चयन

4. ✖ अभिविन्यास और अधिष्ठापन

Question Number : 90 Question Id : 75322922003 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

What is the full form of the term 'NAFTA' in international trade?

Options :

1. ✖ New America Free Trade Agreement

2. ✖ New Asian Free Trade Agreement

3. ✖ North Atlantic Free Trade Agreement

4. ✔ North American Free Trade Agreement

Question Number : 90 Question Id : 75322922003 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

अंतर्राष्ट्रीय व्यापार में शब्द 'NAFTA' का पूर्ण रूप क्या है?

Options :

1. ✖ New America Free Trade Agreement (न्यू अमेरिका फ्री ट्रेड एग्रीमेंट)

2. ✖ New Asian Free Trade Agreement (न्यू एशियन फ्री ट्रेड एग्रीमेंट)

3. ✖ North Atlantic Free Trade Agreement (नॉर्थ अटलांटिक फ्री ट्रेड एग्रीमेंट)

4. ✔ North American Free Trade Agreement (नॉर्थ अमेरिकन फ्री ट्रेड एग्रीमेंट)

Question Number : 91 Question Id : 75322922004 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With respect to supplies and business services, the term MRO in the context of industrial goods classification, stands for:

Options :

1. ✔ Maintenance, Repair items and Operating supplies

2. ✖ Mode of Reconstruction of Organisation

3. ✖ Mass Revision of Ordering supplies

4. ✖ Manufacturing, Re-engineering and Operations

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Question Number : 91 Question Id : 75322922004 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

आपूर्ति और व्यापार सेवाओं के संबंध में, औद्योगिक वस्तुओं के वर्गीकरण के संदर्भ में MRO शब्द का क्या अर्थ है?

Options :

1. ✔ Maintenance, Repair items and Operating supplies (मैंटेनेंस, रिपेयर आइटम्स एंड ऑपरेटिंग सप्लाइज़)

2. ✖ Mode of Reconstruction of Organisation (मोड ऑफ रिकंस्ट्रक्शन ऑफ ऑर्गेनाइजेशन)

3. ✖ Mass Revision of Ordering supplies (मॉस रिविजन ऑफ ऑर्डरिंग सप्लाइज़)

4. ✖ Manufacturing, Re-engineering and Operations (मैन्युफैक्चरिंग, रि-इंजीनियरिंग एंड ऑपरेशन्स)

Question Number : 92 Question Id : 75322922005 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The concept, where if someone buys a package of products like a car with seat covers, stereo system and other accessories, the price charged would be less than buying these items individually putting together. Such a practice is otherwise known as:

Options :

1. ✖ multiple unit pricing

2. ✖ penetrative pricing

3. ✖ skimming pricing

4. ✔ price bundling

Question Number : 92 Question Id : 75322922005 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

अवधारणा, जहां यदि कोई सीट कवर, स्टीरियो सिस्टम और अन्य सामानों के साथ कार जैसे उत्पादों का पैकेज खरीदता है, तो चार्ज किया जाने वाला मूल्य, इन वस्तुओं को अलग-अलग खरीदने से कम होगा। इस तरह के अभ्यास को और किस रूप में जाना जाता है?

Options :

1. ✖ मल्टीपल यूनिट प्राईसिंग (multiple unit pricing)

2. ✖ पेनेट्रेटिव प्राईसिंग (penetrative pricing)

3. ✖ स्किमिंग प्राईसिंग (skimming pricing)

4. ✔ प्राइस बंडलिंग (price bundling)

Question Number : 93 Question Id : 75322922006 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Corporation having offices in other countries but having a central management affecting all other offices is typically known as:

Options :

1. ✖ Transnational Corporation

2. ✔ Multinational Corporation

3. ✖ Global Trading Corporation

4. ✖ Universal Corporation

Question Number : 93 Question Id : 75322922006 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निगम के अन्य देशों में कार्यालय होते हैं किंतु अन्य समस्त कार्यालयों को प्रभावित करने वाले केंद्रीय प्रबंधन को सामान्यत: किस रूप में जाना जाता है?

Options :

1. ✖ पारराष्ट्रीय निगम (Transnational Corporation)

2. ✔ बहुराष्ट्रीय निगम (Multinational Corporation)

3. ✖ वैश्विक व्यापार निगम (Global Trading Corporation)

4. ✖ विश्वव्यापी निगम (Universal Corporation)

Question Number : 94 Question Id : 75322922007 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is a performance-based pay?

Options :

1. ✖ Bonus

2. ✔ Commissions

3. ✖ Salary

4. ✖ Time wages

Question Number : 94 Question Id : 75322922007 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा प्रदर्शन-आधारित भुगतान है?

Options :

1. ✖ बोनस

2. ✔ कमीशन

3. ✖ वेतन

4. ✖ कालपरक मज़दूरी

Question Number : 95 Question Id : 75322922008 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

A _____ is one which should enable the earner to provide for himself and his family not only the bare essentials of food, clothing and shelter but a measure of frugal comfort including education for his children, protection against ill-health, requirements of essential social needs and a measure of insurance against the more important misfortunes including old age.

Options :

1. ✖ minimum wage

2. ✔ living wage

3. ✖ fair wage

4. ✖ justified wage

Question Number : 95 Question Id : 75322922008 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ वह है जो अर्जक को अपने और अपने परिवार के लिए न केवल भोजन, वस्त्र और आश्रय की आवश्यक वस्तुएं प्रदान करने में सक्षम बनाए बल्कि उसके बच्चों के लिए शिक्षा, अस्वस्थता से सुरक्षा, अनिवार्य सामाजिक आवश्यकताओं की ज़रूरतों सहित मितव्ययी सुविधा का एक उपाय हो, और वृद्धावस्था सहित और अनहोनियों के विरुद्ध बीमा का एक उपाय हो।

Options :

1. ✖ न्यूनतम मज़दूरी

2. ✔ निर्वाह मज़दूरी

3. ✖ उचित मज़दूरी

4. ✖ न्यायोचित मज़दूरी

Question Number : 96 Question Id : 75322922009 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The Howard-Sheth Model is primarily associated with:

Options :

1. ✖ compensation management

2. ✔ consumer behaviour

3. ✖ conflict management

4. ✖ advertising management

Question Number : 96 Question Id : 75322922009 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

हॉवर्ड-शेठ मॉडल मुख्यत: किससे संबंधित है?

Options :

1. ✖ क्षतिपूर्ति प्रबंधन

2. ✔ उपभोक्ता व्यवहार

3. ✖ विवाद प्रबंधन

4. ✖ विज्ञापन प्रबंधन

Question Number : 97 Question Id : 75322922010 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT an element of Ansoff Matrix in analytical marketing?

Options :

1. ✖ Diversification

2. ✖ Market penetration

3. ✖ Product development

4. ✔ Consumer research

Question Number : 97 Question Id : 75322922010 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा वैश्लेषिक विपणन में एंसोफ़ मैट्रिक्स (Ansoff Matrix) का अवयव नहीं है?

Options :

1. ✖ विविधीकरण

2. ✖ बाज़ार भेदन

3. ✖ उत्पाद विकास

4. ✔ उपभोक्ता अनुसंधान

Question Number : 98 Question Id : 75322922011 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Calculate the cost of equity in the following case as per the Capital Asset Pricing Method (CAPM), where:

Beta factor is 1.2 (β)

Risk Free Rate of Return is 8% (R_f)

Return on market portfolio is 20% (R_m).

Options :

1. ✖ 15.40%

2. ✖ 18.60%

3. ✖ 20.20%

4. ✔ 22.40%

Question Number : 98 Question Id : 75322922011 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

पूंजीगत परिसंपत्ति मूल्य-निर्धारण विधि (CAPM) के अनुसार निम्नलिखित मामले में इक्विटी की लागत की गणना करें, जहां:

बीटा गुणक 1.2 (β) है

जोखिम मुक्त प्रतिफल दर 8% (R_f) है

बाज़ार पोर्टफोलियो पर प्रतिफल 20% (R_m) है

Options :

1. ✖ 15.40%

2. ✖ 18.60%

3. ✖ 20.20%

4. ✔ 22.40%

Question Number : 99 Question Id : 75322922012 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the FALSE statement in the context of a normal project evaluation scenario.

Options :

1. ✖ If IRR is greater than discount rate, the PI of a normal project will be greater than 1.

2. ✔ When the IRR is 5% and discount rate is greater than 5%, the NPV of this project will be 0.

3. ✖ If NPV is greater than 0, PI value will be more than 1.

4. ✖ If the project's initial cash outflow is equals the PV of its cash inflows, than PI is 0.

Question Number : 99 Question Id : 75322922012 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

सामान्य परियोजना मूल्यांकन परिदृश्य के संदर्भ में **असत्य** कथन का चयन करें।

Options :

1. ✖ यदि आईआरआर (IRR) छूट दर से अधिक है, तो सामान्य परियोजना का पीआई (PI), 1 से अधिक होगा।

2. ✔ जब आईआरआर (IRR) 5% है और छूट की दर 5% से अधिक है, तो इस परियोजना का एनपीवी (NPV), 0 होगा।

3. ✖ यदि एनपीवी (NPV) 0 से अधिक है, तो पीआई (PI) मान 1 से अधिक होगा।

4. ✖ यदि परियोजना का प्रारंभिक नकदी बहिर्वाह (cash outflow) इसके नकदी अंतर्वाह (cash inflows) के पीवी (PV) के बराबर है, तो पीआई (PI), 0 होगा।

Question Number : 100 Question Id : 75322922013 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The variability in demand is magnified as we move from the customer to the producer in the supply chain is typically known as:

Options :

1. ✔ Bullwhip Effect

2. ✖ Continuous Replenishment

3. ✖ Forward Buying

4. ✖ Vendor Managed Inventory

Question Number : 100 Question Id : 75322922013 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

जैसे हम आपूर्ति श्रृंखला में ग्राहक से उत्पादक तक जाते हैं, मांग में परिवर्तनशीलता बढ़ती जाती है, जिसे सामान्यत: किस रूप में जाना जाता है?

Options :

1. ✔ बुलव्हिप प्रभाव

2. ✖ सतत पुन:पूर्ति

3. ✖ वायदा ख़रीद

4. ✖ विक्रेता प्रबंधित इन्वेंटरी

Discipline6

Group Number :	6
Group Id :	753229760
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

Discipline6

Section Id :	753229940
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20

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Maximum Instruction Time : 0
Sub-Section Number : 1
Sub-Section Id : 7532291440
Question Shuffling Allowed : Yes

Question Number : 101 Question Id : 75322922014 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

A production environment where the product is built directly from raw materials and components in response to the specific customer requirements is called:

Options :

1. ✖ Make to Stock Model

2. ✔ Make to Order Model

3. ✖ Hybrid Production Model

4. ✖ Buffer Production Model

Question Number : 101 Question Id : 75322922014 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

ऐसा उत्पादन वातावरण जहाँ उत्पाद को विशिष्ट ग्राहक-आवश्यकताओं के प्रत्युत्तर में कच्चे माल और घटकों से सीधे बनाया जाता है, _____ कहलाता है।

Options :

1. ✖ मेक टू स्टॉक मॉडल (Make to Stock Model)

2. ✔ मेक टू ऑर्डर मॉडल (Make to Order Model)

3. ✖ हाइब्रिड प्रोडक्शन मॉडल (Hybrid Production Model)

4. ✖ बफर प्रोडक्शन मॉडल (Buffer Production Model)

Question Number : 102 Question Id : 75322922015 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

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The ratio of the range of the values allowed by the design specifications divided by the range of values produced by a process in the field of statistical quality control is defined as:

Options :

1. ✔ Capability Index

2. ✖ Competency Index

3. ✖ Comprehensive Index

4. ✖ Co-variation Index

Question Number : 102 Question Id : 75322922015 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

सांख्यिकीय गुणवत्ता नियंत्रण के क्षेत्र में, एक प्रक्रिया द्वारा उत्पन्न मूल्यों के परास से, विभाजित डिजाइन विनिर्देशों द्वारा अनुमत मूल्यों के परास का अनुपात _____ के रूप में परिभाषित किया जाता है।

Options :

1. ✔ क्षमता सूचकांक (Capability Index)

2. ✖ योग्यता सूचकांक (Competency Index)

3. ✖ व्यापक सूचकांक (Comprehensive Index)

4. ✖ सह-वर्गीकरण सूचकांक (Co-variation Index)

Question Number : 103 Question Id : 75322922016 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

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Consider the following data.

Sample	Number Inspected	No. Of Faults	Fraction Defective
1	300	10	0.03333
2	300	8	0.02667
3	300	9	0.03000
4	300	13	0.04333
5	300	7	0.02333
6	300	7	0.02333
7	300	6	0.02000
8	300	11	0.03667
9	300	12	0.04000
10	300	8	0.02667
Total	3000	91	0.03033
Sample Standard Deviation			0.00990
In the process control chart, determine the UCL (Upper Process Control Limit) and LCL (Lower Process Control Limit) at z value of 3 (i.e., 99.7% confidence).			

Options :

1. ✖ UCL: 0.03003
   LCL: 0.00033

2. ✔ UCL: 0.06003
   LCL: 0.00063

3. ✖ UCL: 0.06663
   LCL: 0.00363

4. ✖ UCL: 0.06666
   LCL: 0.03333

Question Number : 103 Question Id : 75322922016 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

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निम्नलिखित डेटा पर विचार कीजिए।

नमूना	निरीक्षण की गई संख्या	दोषों की संख्या	दूषितानुपात
1	300	10	0.03333
2	300	8	0.02667
3	300	9	0.03000
4	300	13	0.04333
5	300	7	0.02333
6	300	7	0.02333
7	300	6	0.02000
8	300	11	0.03667
9	300	12	0.04000
10	300	8	0.02667
Total	3000	91	0.03033
नमूना मानक विचलन			0.00990
प्रक्रिया नियंत्रण चार्ट में, 3 के z मान (यानी, 99.7% विश्वास) पर UCL (अपर प्रोसेस कंट्रोल लिमिट) और LCL (लोअर प्रोसेस कंट्रोल लिमिट) निर्धारित कीजिए।			

Options :

1. ✖ UCL: 0.03003
LCL: 0.00033

2. ✔ UCL: 0.06003
LCL: 0.00063

3. ✖ UCL: 0.06663
LCL: 0.00363

4. ✖ UCL: 0.06666
LCL: 0.03333

Question Number : 104 Question Id : 75322922017 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Find the Economic Ordering Quantity, where:
Annual Demand = 1000 units
Average Daily Demand = 1000/365
Ordering Cost ₹ 5 per order
Holding Cost = ₹ 1.25 per unit per year
Lead Time = 5 Days
Cost per Unit = ₹ 12.50

Options :

1. ✖ 80 units

2. ✖ 85 units

3. ✔ 89 units

4. ✖ 95 units

Question Number : 104 Question Id : 75322922017 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

आर्थिक आदेश मात्रा ज्ञात कीजिए, जहाँ
वार्षिक माँग = 1000 इकाई
औसत दैनिक माँग = 1000/365
आदेशन लागत ₹ 5 प्रति आदेश
धारण लागत= ₹ 1.25 प्रति इकाई प्रति वर्ष
लीड टाइम = 5 दिन
लागत प्रति इकाई = ₹ 12.50

Options :

1. ✖ 80 इकाई

2. ✖ 85 इकाई

3. ✔ 89 इकाई

4. ✖ 95 इकाई

Question Number : 105 Question Id : 75322922018 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ refers to several related mathematical techniques used to allocate limited resources among competing demands in an optimal way.

Options :

1. ✖ Product rationing

2. ✔ Linear programming

3. ✖ Scientific distribution

4. ✖ Systematic productive analysis

Question Number : 105 Question Id : 75322922018 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____, कई संबंधित गणितीय तकनीकों को संदर्भित करता है, जो प्रतिस्पर्धी मांगों के बीच सीमित संसाधनों को एक इष्टतम तरीके से आवंटित करने के लिए उपयोग किया जाता है।

Options :

1. ✖ उत्पाद राशनिंग

2. ✔ रैखिक प्रोग्रामिंग

3. ✖ वैज्ञानिक वितरण

4. ✖ व्यवस्थित उत्पादी विश्लेषण

Question Number : 106 Question Id : 75322922019 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Consider the following items assuming the firm is using a fixed-order quantity model with safety stock.

Annual Demand (D) = 1000 units

Order Quantity (Q) = 300 units

Safety Stock (SS) = 40 units

Calculate the average inventory level.

Options :

1. ✖ 120 units

2. ✖ 145 units

3. ✖ 160 units

4. ✔ 190 units

Question Number : 106 Question Id : 75322922019 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित मदों पर विचार कीजिए, यह मानते हुए कि एक फर्म, सुरक्षा स्टॉक के साथ किसी नियत-क्रम मात्रा मॉडल का उपयोग कर रही है।

वार्षिक माँग (D) = 1000 इकाई

आदेश मात्रा (Q) = 300 इकाई

सुरक्षा स्टॉक (SS) = 40 इकाई

औसत मालसूची स्तर की गणना कीजिए।

Options :

1. ✖ 120 इकाई

2. ✖ 145 इकाई

3. ✖ 160 इकाई

4. ✔ 190 इकाई

Question Number : 107 Question Id : 75322922020 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

An approach used in consolidation warehouses, where, rather than making larger shipments, large shipments are broken down into small shipments for local delivery in an area is better known as:

Options :

1. ✖ Hub and Spoke System

2. ✔ Cross Docking

3. ✖ Warehouse Segregation

4. ✖ Formal Consolidation

Question Number : 107 Question Id : 75322922020 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

समेकन गोदामों (consolidation warehouses) में उपयोग किए जाने वाले उपागम को, जहाँ बड़े शिपमेंट बनाने के बजाय, बड़े शिपमेंटों को किसी क्षेत्र में स्थानीय डिलीवरी के लिए छोटे शिपमेंटों में विभाजित किया जाता है,इसे बेहतर तरीके से किस रूप में जाना जाता है?

Options :

1. ✗ हब एंड स्पोक सिस्टम (Hub and Spoke System)

2. ✓ क्रॉस डॉकिंग (Cross Docking)

3. ✗ वेयरहाऊस सेग्रिगेशन (Warehouse Segregation)

4. ✗ फॉर्मल कंसॉलिडेशन (Formal Consolidation)

Question Number : 108 Question Id : 75322922021 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

_____ is the individual diversity with respect to the values, personality and work preferences that become progressively more important for determining similarity, as people get to know each other better.

Options :

1. ✗ Surface level diversity

2. ✗ Professional diversity

3. ✓ Deep-level diversity

4. ✗ Biographical diversity

Question Number : 108 Question Id : 75322922021 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

_____ मूल्यों, व्यक्तित्व और कार्य-वरीयताओं के संबंध में ऐसी व्यक्तिगत विविधता होती है, जो समानता का निर्धारण करने के लिए उत्तरोत्तर अधिक महत्वपूर्ण होती जाती है, क्योंकि लोग एक-दूसरे को बेहतर तरीके से जानते हैं।

Options :

1. ✗

सतही-स्तरीय विविधता (Surface level diversity)

2. ✖ पेशेवर विविधता (Professional diversity)

3. ✔ गहन स्तर की विविधता (Deep-level diversity)

4. ✖ जीवनी-संबंधी विविधता (Biographical diversity)

Question Number : 109 Question Id : 75322922022 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The phenomenon where the average Intelligent Quotient getting gradually yet substantially better (e.g., average IQ score in the 19th Century was 96, whereas in the 21st century it became 118) is technically called as _____ in the study of HRD.

Options :

1. ✔ Flynn Effect

2. ✖ Accordion Effect

3. ✖ Aharonov-Bohm Effect

4. ✖ Additive Genetic Effect

Question Number : 109 Question Id : 75322922022 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

वह परिघटना, जिसमें औसत बुद्धि-लब्धि (Intelligent Quotient) धीरे-धीरे अभी तक काफी बेहतर हो रही है (उदाहरण के लिए, 19वीं सदी में औसत IQ स्कोर 96 था, जबकि 21वीं सदी में यह 118 हो गया) तकनीकी रूप से HRD के अध्ययन में _____ कहलाती है।

Options :

1. ✔ फ्लिन प्रभाव (Flynn Effect)

2. ✖ अकॉर्डियन प्रभाव (Accordion Effect)

3. ✖ अहरोनोव-बोहम प्रभाव (Aharonov-Bohm Effect)

4. ✖ योज्य आनुवंशिक प्रभाव (Additive Genetic Effect)

Question Number : 110 Question Id : 75322922023 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Phenomenon in which the norm for consensus overrides the realistic appraisal of alternative courses of action in the study of group behaviour coupled with power and leadership can be best defined as:

Options :

1. ✖ group congruence

2. ✔ groupthink

3. ✖ group shift

4. ✖ group dynamics

Question Number : 110 Question Id : 75322922023 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

ऐसी घटना, जिसमें आम सहमति वाले मानदंड सत्ता और नेतृत्व के साथ मिलकर समूह व्यवहार के अध्ययन में कार्यवाही के वैकल्पिक पाठ्यक्रमों के यथार्थवादी मूल्यांकन को ओवरराइड करते हैं, _____ के रूप में सबसे अच्छी तरह से परिभाषित की जा सकती है।

Options :

1. ✖ समूह सर्वांगसमता (group congruence)

2. ✔ समूह चिंतन (groupthink)

3. ✖ समूह पारी (group shift)

4. ✖ समूह गतिशीलता (group dynamics)

Question Number : 111 Question Id : 75322922024 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Employees from about the same hierarchy level, but from different work areas, who come together to accomplish a task can be collectively called a:

Options :

1. ✖ problem solving team

2. ✔ cross-functional team

3. ✖ self-managed work team

4. ✖ special task force

Question Number : 111 Question Id : 75322922024 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

समान पदानुक्रम स्तर के कर्मचारी, लेकिन विभिन्न कार्य क्षेत्रों से, जो किसी कार्य को पूर्ण करने के लिए एक साथ आते हैं, उन्हें सामूहिक रूप से _____ कहा जा सकता है।

Options :

1. ✖ समस्या समाधान टीम

2. ✔ क्रॉस-फंक्शनल टीम

3. ✖ स्व-प्रबंधित कार्य दल

4. ✖ विशेष कार्य बल

Question Number : 112 Question Id : 75322922025 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Often in online marketing, the flaw in open SSL encryption system that allow hackers to decrypt an SSL session and discover usernames, passwords and other user data popularly called:

Options :

1. ✔ Heartbleed Bug

2. ✖ SQL Injection Attack

3. ✖ Vishing Attack

4. ✖ Zero-day Vulnerability Attack

Question Number : 112 Question Id : 75322922025 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

प्रायः ऑनलाइन मार्केटिंग में, ओपन SSL एन्क्रिप्शन प्रणाली में, ऐसा दोष जो हैकरों को SSL सत्र को डिक्रिप्ट करने और उपयोगकर्ता के नाम, पासवर्ड और अन्य उपयोगकर्ता-डेटा की खोज करने की अनुमति देता है, इसे सामान्यतया _____ कहा जाता है।

Options :

1. ✔ हर्टब्लीड बग (Heartbleed Bug)

2. ✖ SQL इंजेक्शन अटैक (Injection Attack)

3. ✖ विशिंग अटैक (Vishing Attack)

4. ✖ जीरो-डे वल्नरबिलिटी अटैक (Zero-day Vulnerability Attack)

Question Number : 113 Question Id : 75322922026 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a competitive market advantage for a firm that results from being the first into a marketplace with the serviceable product or service and often enjoys loyal following and unique interface especially in the online marketplace.

Options :

1. ✖ Asymmetry

2. ✖ Leverage

3. ✔ First-mover

4. ✖ Fast mover

Question Number : 113 Question Id : 75322922026 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ एक फर्म के लिए ऐसा प्रतिस्पर्धी बाजार लाभ (competitive market advantage) है जो सेवायोग्य उत्पाद या सेवा के साथ बाजार में पहली बार होने का परिणाम होता है और विशेष रूप से ऑनलाइन बाजार में प्रतिबद्ध अनुसरण और अद्वितीय इंटरफ़ेस का उपभोग करता है।

Options :

1. ✗ असममिति (Asymmetry)

2. ✗ उत्तोलन (Leverage)

3. ✓ प्रथम पहल करनेवाला (First-mover)

4. ✗ तेज चलने वाला (Fast mover)

Question Number : 114 Question Id : 75322922027 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Single channel E-Commerce firms that generate almost all of their revenue from online sales are often called as:

Options :

1. ✗ brick and mortar merchants

2. ✗ retail traffickers

3. ✓ virtual merchants

4. ✗ brick and click merchant

Question Number : 114 Question Id : 75322922027 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एकल चैनल ई-कॉमर्स (E-Commerce) फर्म्स जो अपने लगभग सभी संप्राप्ति को, ऑनलाइन बिक्रियों से पैदा करती हैं, उन्हें प्रायः _____ कहा जाता है।

Options :

1. ✗ ईंट और मोर्टार के व्यापारी

2. ✖ खुदरा सौदागर

3. ✔ आभासी व्यापारी

4. ✖ ब्रिक एंड क्लिक (brick and click) व्यापारी

Question Number : 115 Question Id : 75322922028 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The processes and programs by which managers make everyone more aware of and sensitive to the needs and differences of others is the subject matter of:

Options :

1. ✖ conflict management

2. ✔ diversity management

3. ✖ creative management

4. ✖ personnel management

Question Number : 115 Question Id : 75322922028 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

वे प्रक्रियाएँ और कार्यक्रम, जिनके द्वारा प्रबंधक सभी को दूसरों की आवश्यकताओं और मतभेदों के प्रति अधिक जागरूक और संवेदनशील बनाते हैं, _____ की विषय वस्तु है।

Options :

1. ✖ विवाद प्रबंधन (conflict management)

2. ✔ विविधता प्रबंधन (diversity management)

3. ✖ रचनात्मक प्रबंधन (creative management)

4. ✖ कार्मिक प्रबंधन (personnel management)

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Question Number : 116 Question Id : 75322922029 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The phenomenon where a dominant retailer sets prices below its competitors and sometimes below its cost to drive out the competitive retailers, the strategy is called:

Options :

1. ✔ predatory pricing

2. ✖ vertical price integration

3. ✖ bet and switch pricing

4. ✖ cut-throat pricing

Question Number : 116 Question Id : 75322922029 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

ऐसी परिघटना, जहाँ एक प्रमुख खुदरा विक्रेता, प्रतिस्पर्धी खुदरा विक्रेताओं को प्रतिस्पर्धा से बाहर निकालने के लिए, अपने प्रतिस्पर्धियों की तुलना में कम मूल्य निर्धारित करता है और कभी-कभी निर्धारित मूल्य से भी कम कर देता है, _____ रणनीति कहलाती है।

Options :

1. ✔ प्रीडेटरी प्राइसिंग (predatory pricing)

2. ✖ ऊर्ध्वाधर मूल्य-एकीकरण (vertical price integration)

3. ✖ बेट एंड स्विच (bet and switch) मूल्य निर्धारण

4. ✖ कटथ्रोट मूल्य-निर्धारण (cut-throat pricing)

Question Number : 117 Question Id : 75322922030 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Chevrolet has launched a car naming 'NOVA' in Spanish speaking South American continent. Consequently, the American car manufacturer (Chevrolet) discovered that 'No Va' in Spanish means 'Won't Go' which was obviously not a good message from the name of the car. This is a classic example of _____ barrier in business communication.

Options :

1. ✖ thematic

2. ✖ geographical

3. ✔ semantic

4. ✖ psychographic

Question Number : 117 Question Id : 75322922030 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

शेवरलेट (Chevrolet) ने स्पेनिश भाषी दक्षिण अमेरिकी महाद्वीप में 'NOVA' नाम से एक कार लॉन्च की है। परिणामस्वरूप, अमेरिकी कार निर्माता (शेवरलेट) ने पाया कि स्पेनिश में 'नो वा' (No Va) का अर्थ है 'वोन्ट गो' (Won't Go) जो स्पष्ट रूप से कार के नाम से एक अच्छा संदेश नहीं था। यह व्यावसायिक-संचार में _____ बाधा का एक उत्कृष्ट उदाहरण है।

Options :

1. ✖ कथ्यात्मक

2. ✖ भौगोलिक

3. ✔ अर्थविज्ञानसंबंधी

4. ✖ मनोवैज्ञानिक

Question Number : 118 Question Id : 75322922031 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Theory that states that it is the leader's job to assist followers in attaining their goals and to provide necessary direction and support to ensure that their goals are compatible with the overall objectives of the group or organisation is the essence of:

Options :

1. ✖ situational leadership theory

2. ✖ leader-participation model theory

3. ✖ leader-member exchange theory

4. ✔ path-goal theory

Question Number : 118 Question Id : 75322922031 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

ऐसा सिद्धांत, जो यह बताता हो कि अनुयायियों को उनके लक्ष्यों को प्राप्त कराने में सहायता करना और ऐसा सुनिश्चित करने के लिए आवश्यक दिशा और सहयोग प्रदान करना नेता (leader) का ही कार्य है ताकि उनके लक्ष्य समूह या संगठन के समग्र उद्देश्यों के अनुकूल हों, _____ का सारांश है।

Options :

1. ✖ स्थितिजन्य नेतृत्व सिद्धांत

2. ✖ नेता-भागीदारी मॉडल सिद्धांत

3. ✖ नेता-सदस्य विनिमय सिद्धांत

4. ✔ पथ-लक्ष्य सिद्धांत

Question Number : 119 Question Id : 75322922032 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In a customer survey questionnaire design, the process of assigning a code to every conceivable response before data collection is said to be:

Options :

1. ✖ testing of questionnaire

2. ✖ validation of questionnaire

3. ✔ pre-coding of questionnaire

4. ✖ reproduction of the questionnaire

Question Number : 119 Question Id : 75322922032 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

किसी ग्राहक सर्वेक्षण-प्रश्नावली डिजाइन में, डेटा संग्रहण से पूर्व प्रत्येक बोधगम्य प्रतिक्रिया के लिए कोई कोड निर्दिष्ट करने की प्रक्रिया को _____ कहा जाता है।

Options :

1. ✗ प्रश्नावली का परीक्षण

2. ✗ प्रश्नावली का सत्यापन

3. ✓ प्रश्नावली की प्री-कोडिंग

4. ✗ प्रश्नावली का पुनरुत्पादन

Question Number : 120 Question Id : 75322922033 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT a software facilitating Structural Equation Modelling (SEM)?

Options :

1. ✗ AMOS

2. ✓ My SQL

3. ✗ LISREL

4. ✗ EQS

Question Number : 120 Question Id : 75322922033 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा सॉफ्टवेयर, स्ट्रक्चरल इक्वेशन मॉडलिंग (SEM) की सुविधा प्रदान करने वाला एक सॉफ्टवेयर नहीं है?

Options :

1. ✗ AMOS

2. ✔ My SQL

3. ✖ LISREL

4. ✖ EQS

Discipline7

Group Number :	7
Group Id :	753229761
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

Discipline7

Section Id :	753229941
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291441
Question Shuffling Allowed :	Yes

Question Number : 121 Question Id : 75322922034 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT a part (or basic element) of management of sales force?

Options :

1. ✖ Training sales representatives

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2. ✖ Motivating sales representatives

3. ✔ Expanding the Sales Representatives

4. ✖ Evaluating sales representatives

Question Number : 121 Question Id : 75322922034 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सा, बिक्री बल प्रबंधन का कोई भाग (या मूल तत्व) नहीं है?

Options :

1. ✖ बिक्री प्रतिनिधियों को प्रशिक्षण देना

2. ✖ बिक्री प्रतिनिधियों को प्रेरित करना

3. ✔ बिक्री प्रतिनिधियों का विस्तार

4. ✖ बिक्री प्रतिनिधियों का मूल्यांकन

Question Number : 122 Question Id : 75322922035 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the study of environmental scanning, SWOT analysis can be broadly classified into internal and external environment. Select the option that suggests the correct classification of such environmental parameters.

Options :

1. ✖ Internal: Strength, Threat
External: Weakness, Opportunity

2. ✖ Internal: Strength, Opportunity
External: Weakness, Threats

3. ✔ Internal: Strength, Weakness
External: Threat, Opportunity

Internal: Threat, Opportunity
External: Strength, Weakness

4. ✖

Question Number : 122 Question Id : 75322922035 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

पर्यावरण-क्रमवीक्षण के अध्ययन में, SWOT विश्लेषण को स्थूल रूप से आंतरिक और बाह्य वातावरण में वर्गीकृत किया जा सकता है। उस विकल्प का चयन कीजिए, जो ऐसे पर्यावरणीय मापदंडों के सही वर्गीकरण का संकेत देता हो।

Options :

1. ✖ आंतरिक : सामर्थ्य, खतरा
बाहरी : दुर्बलता, अवसर

2. ✖ आंतरिक: सामर्थ्य, अवसर
बाहरी: दुर्बलता, खतरा

3. ✔ आंतरिक: सामर्थ्य, दुर्बलता
बाहरी: खतरा, अवसर

4. ✖ आंतरिक: खतरा, अवसर
बाहरी: सामर्थ्य, दुर्बलता

Question Number : 123 Question Id : 75322922036 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Start with a problem such as transportation with a powered vehicle. Now think of the dimensions like platform (cart, sling, bed), the medium (air, water, rail) and the power source (electric motor, diesel engine, compressed air or magnetic field, etc.). By listing every possible combination, you can generate many new solutions. This is a classic example of:

Options :

1. ✖ attribute listing

2. ✔ morphological analysis

3. ✖ reverse assumption analysis

4. ✖

mind mapping

Question Number : 123 Question Id : 75322922036 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक ऊर्जायुक्त वाहन के साथ परिवहन जैसी समस्या से प्रारंभ करिए। अब प्लेटफॉर्म (गाड़ी, गोफन, बिस्तर), मार्ग (वायु, पानी, रेल) और शक्ति स्रोत (विद्युत मोटर, डीजल इंजन, संपीड़ित वायु या चुंबकीय क्षेत्र, आदि) जैसे आयामों के बारे में विचार करिए। हर संभव संयोजन को सूचीबद्ध करके, आप कई नए समाधान उत्पन्न कर सकते हैं। यह _____ का एक उत्कृष्ट उदाहरण है।

Options :

1. ✖ विशेषता सूचीकरण

2. ✔ रूपात्मक विश्लेषण

3. ✖ विपरीत धारणा का विश्लेषण

4. ✖ मन का मानचित्रण

Question Number : 124 Question Id : 75322922037 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

A product is currently in the developing stage, where company A is very hopeful to have a huge sale probability for a given product in the research stage. Consider the following data to find the overall probability of success for the said product.

Probability of Technical completion	0.50
Probability of Commercialisation given technical completion	0.65
Probability of economic success given commercialisation	0.74

Options :

1. ✔ 0.24

2. ✖ 0.63

3. ✖ 1.37

4. ✖ 1.89

Question Number : 124 Question Id : 75322922037 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक उत्पाद वर्तमान में विकासशील अवस्था में है, जहाँ कंपनी A अनुसंधान चरण में दिए गए उत्पाद के लिए एक बड़ी विक्रय-प्रायिकता के प्रति बहुत आशावान है। उक्त उत्पाद की सफलता की समग्र प्रायिकता ज्ञात करने के लिए निम्नलिखित आंकड़ों पर विचार कीजिए।

तकनीकी पूर्णता की प्रायिकता	0.50
तकनीकी पूर्णता की दृष्टि से व्यावसायीकरण की प्रायिकता	0.65
व्यावसायीकरण की दृष्टि से आर्थिक सफलता की प्रायिकता	0.74

Options :

1. ✔ 0.24

2. ✖ 0.63

3. ✖ 1.37

4. ✖ 1.89

Question Number : 125 Question Id : 75322922038 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT an element of 4P's of Marketing as defined by Dr Philip Kotler?

Options :

1. ✔ Plan

2. ✖ Price

3. ✖ Place

4. ✖ Promotion

Question Number : 125 Question Id : 75322922038 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

डॉ. फिलिप कोटलर (Dr Philip Kotler) द्वारा परिभाषित निम्नलिखित में से कौन-सा मार्केटिंग के 4P वाला तत्व नहीं है?

Options :

1. ✔ प्लान (Plan)

2. ✖ प्राइस (Price)

3. ✖ प्लेस (Place)

4. ✖ प्रमोशन (Promotion)

Question Number : 126 Question Id : 75322922039 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT true with respect to Directive Counselling Technique?

Options :

1. ✖ Attention is focused upon a particular problem and possibilities for its solution.

2. ✔ The counsellor plays a mere passive role.

3. ✖ The client makes the decision, but the counsellor does all that he can to get the counselee make a decision in line with his diagnosis.

4. ✖ The counsellor tries to direct the thinking of the counselee or client by informing, explaining, interpreting and advising him.

Question Number : 126 Question Id : 75322922039 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

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निर्देशक-तत्व परामर्श तकनीक (Directive Counselling Technique) के संबंध में निम्नलिखित में से कौन-सा सही नहीं है?

Options :

1. ✖ ध्यान किसी विशेष समस्या और उसके समाधान की संभावनाओं पर केंद्रित किया जाता है।

2. ✔ परामर्शदाता केवल निष्क्रिय भूमिका निभाता है।

3. ✖ ग्राहक निर्णय लेता है, लेकिन परामर्शदाता अपने निदान के अनुरूप, परामर्श लेने वाले द्वारा निर्णय लिए जाने के प्रति ऐसा सब कुछ करता है जो वह कर सकता है।

4. ✖ परामर्शदाता परामर्श लेने वाले या क्लाइंट को सूचित करने, समझाने, व्याख्या देने और सलाह देकर उसकी सोच को दिशा देने का प्रयास करता है।

Question Number : 127 Question Id : 75322922040 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following methods of counselling is characterised as flexible, having freedom of choice and the method may change from time to time and as per the situations?

Options :

1. ✖ Directive counselling

2. ✖ Non directive counselling

3. ✖ Participative counselling

4. ✔ Eclectic counselling

Question Number : 127 Question Id : 75322922040 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित विधियों में से परामर्श की किस विधि को लचीला, पसंद की स्वतंत्रता वाला माना जाता है और समय-समय पर और स्थितियों के अनुसार यह विधि बदल सकती है?

Options :

1. ✖ परामर्शसंबंधी निर्देश

2. ✖ गैर निर्देशात्मक परामर्श

3. ✖ सहभागी परामर्श

4. ✔ उदार परामर्श

Question Number : 128 Question Id : 75322922041 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Calculate the amount of stationary to be charged to Profit and Loss A/C:

1. Opening stock and closing stock of stationary amounting to ₹ 2,000 and ₹ 1,500, respectively.
2. Trade expenses include payment for stationary of ₹ 18,000.
3. Credit purchase of stationary for ₹ 4,500 recorded as ordinary purchase.
4. Stationary of ₹ 500 is consumed by the proprietor.

Options :

1. ✖ ₹ 20,000

2. ✔ ₹ 22,500

3. ✖ ₹ 25,000

4. ✖ ₹ 27,500

Question Number : 128 Question Id : 75322922041 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

लाभ और हानि A/C के लिए चार्ज की जाने वाली स्टेशनरी की राशि की गणना कीजिए:

1. स्टेशनरी का ओपनिंग स्टॉक और क्लोजिंग स्टॉक क्रमशः ₹ 2,000 और ₹ 1,500 है।
2. व्यापार व्यय में ₹ 18,000 की स्टेशनरी का भुगतान शामिल है।
3. ₹ 4,500 की स्टेशनरी की क्रेडिट खरीद को सामान्य खरीद के रूप में दर्ज किया गया है।
4. मालिक (proprietor) द्वारा ₹ 500 की स्टेशनरी की खपत की जाती है।

Options :

1. ✖ ₹ 20,000

2. ✔ ₹ 22,500

3. ✖ ₹ 25,000

4. ✖ ₹ 27,500

Question Number : 129 Question Id : 75322922042 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

HDR Enterprises bought new machinery for ₹ 50,000 on 1 January 2020, having an anticipatory life of next 5-7 years. The estimated scrap value is ₹ 10,000. The company follows reducing balance method of charging depreciation at the rate of 20% every year. Find the value of the machinery on 1 January 2022, as per the books of the accounts maintained by HDR Enterprises.

Options :

1. ✖ ₹ 50,000

2. ✖ ₹ 42,000

3. ✖ ₹ 31,500

4. ✔ ₹ 25,600

Question Number : 129 Question Id : 75322922042 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

HDR एंटरप्राइजेज ने 1 जनवरी, 2020 को ₹ 50,000 में नई मशीनरी खरीदी, जिसका अगले 5-7 वर्षों का प्रत्याशित जीवन काल है। आकलित अवशिष्ट मूल्य ₹ 10,000 है। कंपनी प्रत्येक वर्ष 20% की दर से मूल्यह्रास चार्ज करने की घटती शेष की विधि (reducing balance method) का अनुकरण करती है। 1 जनवरी, 2022 को HDR एंटरप्राइजेज द्वारा अनुरक्षित खातों की बहियों के अनुसार मशीनरी का मूल्य ज्ञात कीजिए।

Options :

1. ✖ ₹ 50,000

2. ✖ ₹ 42,000

3. ✖ ₹ 31,500

4. ✔ ₹ 25,600

Question Number : 130 Question Id : 75322922043 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a pre-packaged accounting software.

Options :

1. ✖ MS Office Package

2. ✔ TALLY

3. ✖ C++

4. ✖ SPSS

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Question Number : 130 Question Id : 75322922043 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____, एक प्री-पैकेज्ड एकाउंटिंग सॉफ्टवेयर (pre-packaged accounting software) है।

Options :

1. ✖ एमएस-ऑफिस पैकेज (MS Office Package)

2. ✔ TALLY

3. ✖ C++

4. ✖ SPSS

Question Number : 131 Question Id : 75322922044 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

(Changes in Profits)/(Changes in Sales) × 100 will give:

Options :

1. ✖ Contribution

2. ✔ P/V Ratio

3. ✖ Break Even Point

4. ✖ Margin of Safety

Question Number : 131 Question Id : 75322922044 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

(लाभ में परिवर्तन) / (बिक्री में परिवर्तन) × 100 से क्या प्राप्त होगा?

Options :

1. ✖ अंशदान (Contribution)

2. ✔ P/V अनुपात (P/V Ratio)

3. ✖ लाभ - अलाभ बिन्दु (Break Even Point)

4. ✖ निरापदज परिसर (Margin of Safety)

Question Number : 132 Question Id : 75322922045 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

It is mandatory for every infrastructure company in India, issuing preference shares to redeem it within a maximum period of _____, as per Companies Act, 2013.

Options :

1. ✖ 10 years

2. ✔ 20 years

3. ✖ 30 years

4. ✖ 40 years

Question Number : 132 Question Id : 75322922045 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

कंपनी अधिनियम, 2013 के अनुसार, भारत में प्रत्येक इंफ्रास्ट्रक्चर कंपनी के लिए यह अनिवार्य है कि वह अधिमान शेयर जारी करके इसे अधिकतम _____ की अवधि के भीतर रिडीम (redeem) करे।

Options :

1. ✖ 10 वर्ष

2. ✔ 20 वर्ष

3. ✖ 30 वर्ष

4. ✖ 40 वर्ष

Question Number : 133 Question Id : 75322922046 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is an Linux based open source operating system.

Options :

1. ✔ Microsoft Windows

2. ✖ Macintosh

3. ✖ Symbian

4. ✖ None of the given option

Question Number : 133 Question Id : 75322922046 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ एक लिनक्स आधारित ओपन सोर्स ऑपरेटिंग सिस्टम (open source operating system) है।

Options :

1. ✔ माइक्रोसॉफ़्ट विंडोज़ (Microsoft Windows)

2. ✖ मैंकिटोश (Macintosh)

3. ✖ सिम्बियन (Symbian)

4. ✖ दिए गए विकल्पों में से कोई भी नहीं

Question Number : 134 Question Id : 75322922047 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Acceptable standards of behaviour within a group that are shared by the group's members can be best defined as:

Options :

1. ✖ culture

2. ✖ tradition

3. ✖ custom

4. ✔ norm

Question Number : 134 Question Id : 75322922047 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

समूह के सदस्यों द्वारा साझा किए गए, समूह के भीतर व्यवहार के स्वीकार्य मानकों को _____ के रूप में सर्वोत्तम तरीके से परिभाषित किया जा सकता है।

Options :

1. ✖ संस्कृति

2. ✖ परंपरा

3. ✖ प्रथा

4. ✔ आदर्श

Question Number : 135 Question Id : 75322922048 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Referring to a less offensive expression to cause minimal distress in place of a harsh one (e.g., using 'passed away' in place of 'died') is the practice of:

Options :

1. ✔ euphemism

2. ✖ humanitarian linguistics

3. ✖ candour

4. ✖ cacophony

Question Number : 135 Question Id : 75322922048 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

हार्स (harsh) के स्थान पर न्यूनतम विपत्तिजनक स्थिति उत्पन्न करने के लिए, कम आपत्तिजनक अभिव्यक्ति का उल्लेख करना (उदाहरण के लिए, 'मृत्यु' के स्थान पर 'गुजर जाने' का उपयोग करना) _____ का अभ्यास है।

Options :

1. ✔ शिष्टोक्ति

2. ✖ मानवीय भाषाविज्ञान

3. ✖ सीधापन

4. ✖ कोलाहल

Question Number : 136 Question Id : 75322922049 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

While taking managerial decisions, the cost of sacrifice that a firm makes in order to forgo the options and selecting another option is better defined as:

Options :

1. ✖ contingent cost

2. ✖ situational cost

3. ✔ opportunity cost

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4. ✖ social cost

Question Number : 136 Question Id : 75322922049 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

प्रबंधकीय निर्णय लेते समय, विकल्पों को त्यागने और दूसरे विकल्प का चयन करने के लिए एक फर्म द्वारा किए जाने वाले परित्याग के मूल्य (cost of sacrifice) को _____ के रूप में बेहतर तरीके से परिभाषित किया जाता है।

Options :

1. ✖ आकस्मिक मूल्य

2. ✖ स्थितिजन्य मूल्य

3. ✔ अवसर मूल्य

4. ✖ सामाजिक मूल्य

Question Number : 137 Question Id : 75322922050 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

When the price for commodity X was ₹ 20, the quantity demanded was 100 kgs. Increase of ₹ 1 in the price subsequently dropped the overall quantity demanded to the extent of 4 kgs, making it an aggregate demand of 96 kgs. The elasticity of demand would be:

Options :

1. ✖ +0.75

2. ✖ −0.50

3. ✖ −0.96

4. ✔ −0.80

Question Number : 137 Question Id : 75322922050 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

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जब वस्तु X का मूल्य ₹20 था, तो माँगी गई मात्रा 100 kg थी। मूल्य में ₹1 की वृद्धि ने बाद में 4 kg की सीमा तक माँग की गई कुल मात्रा को कम कर दिया, जिससे यह 96 kg की कुल माँग बन गई। माँग की प्रत्यास्थता _____ होगी।

Options :

1. ✖ +0.75

2. ✖ −0.50

3. ✖ −0.96

4. ✔ −0.80

Question Number : 138 Question Id : 75322922051 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

A restaurant chain conducted a market survey where it was revealed that the demand and the price equation happened to be D = 700 – 5P (D = Demand, P = Price).

If the restaurant is looking to price its burgers at ₹100, then how many units are expected to be sold in a day?

Options :

1. ✖ 150

2. ✖ 175

3. ✔ 200

4. ✖ 250

Question Number : 138 Question Id : 75322922051 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक रेस्तरां श्रृंखला ने एक बाजार सर्वेक्षण किया, जहाँ यह पता चला कि माँग और मूल्य का समीकरण D = 700 - 5P (D = माँग, P = मूल्य) है।

यदि रेस्तरां अपने बर्गर का मूल्य ₹ 100 रखना चाहता हो, तो एक दिन में कितनी इकाइयाँ बिकने की प्रत्याशा है?

Options :

1. ✖ 150

2. ✖ 175

3. ✔ 200

4. ✖ 250

Question Number : 139 Question Id : 75322922052 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Discussions between a trade union and an employer about the pay and working conditions of the union members can be broadly classified as a process of:

Options :

1. ✖ managerial decision making

2. ✔ collective bargaining

3. ✖ corporate level strategy

4. ✖ hierarchical integration

Question Number : 139 Question Id : 75322922052 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एक ट्रेड यूनियन और एक नियोक्ता के बीच, यूनियन के सदस्यों के वेतन और कार्य करने की स्थिति के बारे में चर्चा को मोटे तौर पर _____ से संबंधित प्रक्रिया के रूप में वर्गीकृत किया जा सकता है।

Options :

1. ✖ प्रबंधकीय निर्णय लेने

2. ✔ सामूहिक सौदेबाजी

3. ✖ कॉर्पोरेट स्तर की रणनीति

4. ✖ पदानुक्रमिक एकीकरण

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Question Number : 140 Question Id : 75322922053 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following technique is out of the purview of production and operation management?

Options :

1. ✖ Program Evaluation and Review Technique (PERT)

2. ✖ Critical Path Method (CPM)

3. ✖ Total Quality Management (TQM) and Six Sigma

4. ✔ Quality Circles (QCs) and Ringi Principle

Question Number : 140 Question Id : 75322922053 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सी तकनीक उत्पादन और संचालन प्रबंधन के दायरे से बाहर है?

Options :

1. ✖ प्रोग्राम इवैल्यूएशन एंड रिव्यू टेक्निक Program Evaluation and Review Technique (PERT)

2. ✖ क्रिटिकल पाथ मेथड Critical Path Method (CPM)

3. ✖ टोटल क्वालिटी मैनेजमेंट और सिक्स सिग्मा (Total Quality Management (TQM) and Six Sigma)

4. ✔ क्वालिटी सर्कल और रिंजी प्रिंसपल (Quality Circles (QCs) and Ringi Principle)

Discipline8

Group Number :	8
Group Id :	753229762
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0

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Group Marks : 10

Discipline8

Section Id : 753229942
Section Number : 1
Section type : Online
Mandatory or Optional : Mandatory
Number of Questions : 10
Number of Questions to be attempted : 10
Section Marks : 10
Maximum Instruction Time : 0
Sub-Section Number : 1
Sub-Section Id : 7532291442
Question Shuffling Allowed : Yes

Question Number : 141 Question Id : 75322922054 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

United Nations Commission on International Trade Law (UNCITRAL) as initiated by UNO started its operations in the year:

Options :

1. ✖ 1948

2. ✖ 1956

3. ✔ 1966

4. ✖ 1972

Question Number : 141 Question Id : 75322922054 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

UNO की पहल के रूप में यूनाइटेड नेशन्स कमीशन ऑन इंटरनेशनल ट्रेड लॉ (UNCITRAL) ने इसके संचालन की पहल _____ वर्ष में की।

Options :

1. ✖ 1948

2. ✖ 1956

3. ✔ 1966

4. ✖ 1972

Question Number : 142 Question Id : 75322922055 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The principle of management which states that everything must be sequentially arranged in their designated place, as defined by H Fayol is:

Options :

1. ✖ equity

2. ✖ unity of direction

3. ✖ scalar chain

4. ✔ order

Question Number : 142 Question Id : 75322922055 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

एच. फेयोल (H Fayol) की परिभाषा के अनुसार, प्रबंधन का सिद्धांत जो यह कहता है कि सभी चीजों को उनके निर्दिष्ट स्थान पर क्रमिक रूप से व्यवस्थित किया जाना चाहिए, _____ है।

Options :

1. ✖ इक्विटी (equity)

2. ✖ दिशात्मक इकाई (unity of direction)

3. ✖ स्केलर चेन (scalar chain)

4. ✔ क्रम (order)

Question Number : 143 Question Id : 75322922056 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Who among the following was primarily associated with the Hawthorne Experiments that happened in Chicago during 1920's to study organisational effectiveness?

Options :

1. ✔ Elton Mayo

2. ✖ George R Terry

3. ✖ Adam Smith

4. ✖ David Ricardo

Question Number : 143 Question Id : 75322922056 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन-सी विभूति, सांगठनिक प्रभावशीलता का अध्ययन करने के लिए 1920 के दशक के दौरान शिकागो में हुए हॉथोर्न प्रयोगों (Hawthorne) से मुख्य रूप से जुड़ी थी?

Options :

1. ✔ एल्टन मेयो (Elton Mayo)

2. ✖ जॉर्ज आर. टेरी (George R Terry)

3. ✖ एडम स्मिथ (Adam Smith)

4. ✖ डेविड रिकार्डो (David Ricardo)

Question Number : 144 Question Id : 75322922057 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT an elementary part of Human Resource Management?

Options :

1. ✖ Compensation Management

2. ✖ Conflict Management

3. ✖ Personnel Management

4. ✔ Production Management

Question Number : 144 Question Id : 75322922057 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा तथ्य, मानव संसाधन प्रबंधन (Human Resource Management) का प्रारंभिक भाग नहीं है?

Options :

1. ✖ प्रतिपूर्ति प्रबंधन (Compensation Management)

2. ✖ विवाद प्रबंधन (Conflict Management)

3. ✖ कार्मिक प्रबंधन (Personnel Management)

4. ✔ उत्पादन प्रबंधन (Production Management)

Question Number : 145 Question Id : 75322922058 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

The parent company of the Indian E-Commerce Giant Flipkart is:

Options :

1. ✖ Myntra

2. ✖ Amazon

3. ✔ Walmart

4. ✖ Proctor and Gamble

Question Number : 145 Question Id : 75322922058 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

भारतीय ई-कॉमर्स जायंट (E-Commerce Giant) फ्लिपकार्ट की मूल कंपनी _____ है।

Options :

1. ✖ मिंत्रा (Myntra)

2. ✖ अमेज़न (Amazon)

3. ✔ वॉल-मार्ट (Walmart)

4. ✖ प्रॉक्टर एंड गैंबल (Proctor and Gamble)

Question Number : 146 Question Id : 75322922059 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Walt Disney is an established company in the cartoon entertainment industry. Subsequently it acquired ABC Limited and spent huge money for the television show 'Who Wants to be a Millionaire'. The company also spent huge money to build theme parks, acquire cruise liners and a hockey team as well. Even though the corporate sale increased, the net profit margin continued to fall. This particular strategy can be best defined as:

Options :

1. ✖ Arms Race Strategy

2. ✖ Hit Another Home-run Strategy

3. ✖ Losing Hand Strategy

4. ✔ Do Everything Strategy

Question Number : 146 Question Id : 75322922059 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

वॉल्ट डिज़नी (Walt Disney) कार्टून मनोरंजन उद्योग में एक स्थापित कंपनी है। तत्पश्चात् इसने ABC लिमिटेड का अधिग्रहण किया और टेलीविजन शो 'हू वांट्स टू बी अ मिलियनेयर' (Who Wants to be a Millionaire) के लिए अधिक पैसा का व्यय किया। कंपनी ने थीम पार्क बनाने, क्रूज लाइनर्स (cruise liners) और एक हॉकी टीम का अधिग्रहण करने के लिए भी अधिक पैसा का व्यय किया। भले ही कॉर्पोरेट बिक्री में वृद्धि हुई, शुद्ध लाभ मार्जिन में गिरावट जारी रही। इस विशेष रणनीति को _____ के रूप में सर्वोत्तम तरीके से परिभाषित किया जा सकता है।

Options :

1. ✖ आर्म्स रेस स्ट्रैटजी (Arms Race Strategy)

2. ✖ हिट एनादर होम-रन स्ट्रैटजी (Hit Another Home-run Strategy)

3. ✖ लूजिंग हैंड स्ट्रैटजी (Losing Hand Strategy)

4. ✔ डू एवरीथिंग स्ट्रैटजी (Do Everything Strategy)

Question Number : 147 Question Id : 75322922060 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In order to have agreement of the Subject Matter Expert (SME) about the rating of each behaviour in a Behaviourally Anchored Rating Scale (BARS), the behaviour having a _____ is only retained/considered while rest are discarded.

Options :

1. ✖ High Standard Deviation

2. ✔ Low Standard Deviation

3. ✖ Stable Standard Deviation

4. ✖ Negative Standard Deviation

Question Number : 147 Question Id : 75322922060 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

बिहेवियरली एंकर्ड रेटिंग स्केल (BARS) में प्रत्येक व्यवहार की रेटिंग के बारे में सब्जेक्ट मैटर एक्सपर्ट (SME) की सहमति के लिए, _____ वाले व्यवहार को केवल बरकरार रखा जाता है/विचार किया जाता है जबकि बाकी को छोड़ दिया जाता है।

Options :

1. ✖ उच्च मानक विचलन

2. ✔ निम्न मानक विचलन

3. ✖ स्थिर मानक विचलन

4. ✖ नकारात्मक मानक विचलन

Question Number : 148 Question Id : 75322922061 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is a characteristic of a ready market determined by the number of participants (buyers) in the market.

Options :

1. ✔ Breadth of market

2. ✖ Depth of market

3. ✖ Cheque kiting

4. ✖ Monopolistic market

Question Number : 148 Question Id : 75322922061 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ बाजार में प्रतिभागियों (खरीदारों) की संख्या द्वारा निर्धारित तैयार बाजार की एक विशेषता है।

Options :

1. ✔ बाजार की चौड़ाई

2. ✖ बाजार की गहराई

3. ✖ पतंगबाजी की जाँच करें

4. ✖ एकाधिकार बाजार

Question Number : 149 Question Id : 75322922062 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which of the following is NOT an element in the Porter's Five Forces Model?

Options :

1. ✖ Threat of substitute products

2. ✖ Entry/Exit cost

3. ✖ Access to the market or new entrants

4. ✔ Access to relevant information

Question Number : 149 Question Id : 75322922062 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

निम्नलिखित में से कौन सा पोर्टर के पांच बल मॉडल का तत्व नहीं है?

Options :

1. ✖ स्थानापन्न उत्पादों का खतरा

2. ✖ प्रवेश/निकास लागत

3. ✖ बाजार या नए प्रवेशकों तक पहुंच

4. ✔ प्रासंगिक जानकारी तक पहुंच

Question Number : 150 Question Id : 75322922063 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ is NOT a main objective of Management Information System.

Options :

1. ✖ Data procurement and capture

2. ✖ Data processing

3. ✔ Check employee turnover

4. ✖ Storage of information

Question Number : 150 Question Id : 75322922063 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

_____ प्रबंधन सूचना प्रणाली का मुख्य उद्देश्य नहीं है।

Options :

1. ✖ डेटा खरीद और कब्जा

2. ✖ डाटा प्रासेसिंग

3. ✔ कर्मचारी टर्नओवर की जाँच करें

4. ✖ सूचना का भंडारण

English Language and Comprehension1

Group Number :	9
Group Id :	753229763
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

English Language and Comprehension1

Section Id :	753229943
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291443
Question Shuffling Allowed :	Yes

Question Number : 151 Question Id : 75322922064 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

The deal was too _____ to be true.

Options :

1. ✖ bad
2. ✔ good
3. ✖ worst
4. ✖ better

Question Number : 151 Question Id : 75322922064 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

The deal was too _____ to be true.

Options :

1. ✖ bad
2. ✔ good
3. ✖ worst
4. ✖ better

Question Number : 152 Question Id : 75322922065 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

he was breathing _____ as she ran.

Options :

1. ✖ lighter
2. ✖ lastly
3. ✔ heavily
4. ✖ immediately

Question Number : 152 Question Id : 75322922065 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

he was breathing _____ as she ran.

Options :

1. ✖ lighter

2. ✖ lastly
3. ✔ heavily
4. ✖ immediately

Question Number : 153 Question Id : 75322922066 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

He must start driving at once _____ he will reach late.

Options :

1. ✖ as long as
2. ✔ otherwise
3. ✖ nevertheless
4. ✖ nonetheless

Question Number : 153 Question Id : 75322922066 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

He must start driving at once _____ he will reach late.

Options :

1. ✖ as long as
2. ✔ otherwise
3. ✖ nevertheless
4. ✖ nonetheless

Question Number : 154 Question Id : 75322922067 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

I completely forgot _____ the earthquake the next day.

Options :

1. ✖ around
2. ✖ over
3. ✔ about
4. ✖ on

Question Number : 154 Question Id : 75322922067 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

I completely forgot _____ the earthquake the next day.

Options :

1. ✖ around
2. ✖ over
3. ✔ about
4. ✖ on

Question Number : 155 Question Id : 75322922068 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

Their car _____ two kilometres out of the city.

Options :

1. ✖ broke in
2. ✔ broke down
3. ✖ broke of
4. ✖ broke on

Question Number : 155 Question Id : 75322922068 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

Their car _____ two kilometres out of the city.

Options :

1. ✖ broke in
2. ✔ broke down
3. ✖ broke of
4. ✖ broke on

Question Number : 156 Question Id : 75322922069 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

We’re going to have to _____ our vacation until next month.

Options :

1. ✔ put off
2. ✖ put of

3. ✖ put in
4. ✖ put down

Question Number : 156 Question Id : 75322922069 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to fill in the blank.

We're going to have to _____ our vacation until next month.

Options :

1. ✔ put off
2. ✖ put of
3. ✖ put in
4. ✖ put down

Question Number : 157 Question Id : 75322922070 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option with the correct punctuation.

Options :

1. ✖ As an excuse for being late- she made up a whole story.
2. ✔ As an excuse for being late, she made up a whole story.
3. ✖ As an excuse for being late! she made up a whole story.
4. ✖ As an excuse for being late? she made up a whole story.

Question Number : 157 Question Id : 75322922070 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option with the correct punctuation.

Options :

1. ✖ As an excuse for being late- she made up a whole story.
2. ✔ As an excuse for being late, she made up a whole story.
3. ✖ As an excuse for being late! she made up a whole story.
4. ✖ As an excuse for being late? she made up a whole story.

Question Number : 158 Question Id : 75322922071 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option with the correct punctuation.

Options :

1. ✔ In the words of Murphy's Law: 'Anything that can go wrong will go wrong.'
2. ✖ 'In the words of Murphy's Law! Anything that can go wrong will go wrong'.

3. ✖ In the words of ‘Murphy’s Law: Anything that can go wrong will go wrong.’
4. ✖ In the words of Murphy’s law; ‘Anything that can go wrong will go wrong?’

Question Number : 158 Question Id : 75322922071 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option with the correct punctuation.

Options :

1. ✔ In the words of Murphy’s Law: ‘Anything that can go wrong will go wrong.’
2. ✖ ‘In the words of Murphy’s Law! Anything that can go wrong will go wrong’.
3. ✖ In the words of ‘Murphy’s Law: Anything that can go wrong will go wrong.’
4. ✖ In the words of Murphy’s law; ‘Anything that can go wrong will go wrong?’

Question Number : 159 Question Id : 75322922072 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

Your mother cooks well, _____?

Options :

1. ✖ don’t you
2. ✖ isn’t it
3. ✔ doesn't she
4. ✖ didn’t she

Question Number : 159 Question Id : 75322922072 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

Your mother cooks well, _____?

Options :

1. ✖ don’t you
2. ✖ isn’t it
3. ✔ doesn't she
4. ✖ didn’t she

Question Number : 160 Question Id : 75322922073 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

You aren't busy, _____.

Options :

1. ✖ is you?
2. ✖ were you?
3. ✖ are I?
4. ✔ are you?

Question Number : 160 Question Id : 75322922073 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

You aren't busy, _____.

Options :

1. ✖ is you?
2. ✖ were you?
3. ✖ are I?
4. ✔ are you?

Question Number : 161 Question Id : 75322922074 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

Your parents have gone away for a few days, _____.

Options :

1. ✔ haven't they?
2. ✖ aren’t they?
3. ✖ is it?
4. ✖ have they?

Question Number : 161 Question Id : 75322922074 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

Your parents have gone away for a few days, _____.

Options :

1. ✔ haven't they?
2. ✖ aren’t they?
3. ✖ is it?
4. ✖ have they?

Question Number : 162 Question Id : 75322922075 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

You don't sing, _____.

Options :

1. ✖ does you?
2. ✔ do you?
3. ✖ is it?
4. ✖ did you?

Question Number : 162 Question Id : 75322922075 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate question tag to fill in the blank.

You don't sing, _____.

Options :

1. ✖ does you?
2. ✔ do you?
3. ✖ is it?
4. ✖ did you?

Question Number : 163 Question Id : 75322922076 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in reported speech.

Diana said to Anil, “I will go to London tomorrow.”

Options :

1. ✖ Diana informed Anil that she may go to London the next day.
2. ✖ Diana informs Anil that she would go to London the next day.
3. ✖ Diana informs Anil that she will go to London tomorrow.
4. ✔ Diana informed Anil that she would go to London the next day.

Question Number : 163 Question Id : 75322922076 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in reported speech.

Diana said to Anil, “I will go to London tomorrow.”

Options :

1. ✖ Diana informed Anil that she may go to London the next day.
2. ✖ Diana informs Anil that she would go to London the next day.
3. ✖ Diana informs Anil that she will go to London tomorrow.
4. ✔ Diana informed Anil that she would go to London the next day.

Question Number : 164 Question Id : 75322922077 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in reported speech.

The pilot said, "The flight will be delayed by a few hours due to heavy rains."

Options :

1. ✖ The pilot said that the flight may be delayed by a few hours due to heavy rains.
2. ✔ The pilot said that the flight would be delayed by a few hours due to heavy rains.
3. ✖ The pilot said that the flight should be delayed by a few hours due to heavy rains.
4. ✖ The pilot said that the flight might be delayed by a few hours due to heavy rains.

Question Number : 164 Question Id : 75322922077 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in reported speech.

The pilot said, "The flight will be delayed by a few hours due to heavy rains."

Options :

1. ✖ The pilot said that the flight may be delayed by a few hours due to heavy rains.
2. ✔ The pilot said that the flight would be delayed by a few hours due to heavy rains.
3. ✖ The pilot said that the flight should be delayed by a few hours due to heavy rains.
4. ✖ The pilot said that the flight might be delayed by a few hours due to heavy rains.

Question Number : 165 Question Id : 75322922078 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in direct speech.

Shivika exclaimed sadly that she was lost.

Options :

1. ✔ Shivika said, "Alas! I am lost."
2. ✖ Shivika said, "Wow! I am lost."
3. ✖ Shivika said, "Hurrah! I am lost."
4. ✖ Shivika said, "Ouch! I am lost."

Question Number : 165 Question Id : 75322922078 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in direct speech.

Shivika exclaimed sadly that she was lost.

Options :

1. ✔ Shivika said, “Alas! I am lost.”
2. ✖ Shivika said, “Wow! I am lost.”
3. ✖ Shivika said, “Hurrah! I am lost.”
4. ✖ Shivika said, “Ouch! I am lost.”

Question Number : 166 Question Id : 75322922079 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate tense to fill in the blank.

Mr. Simon _____ in New Jersey last month.

Options :

1. ✔ had stayed
2. ✖ stays
3. ✖ has staying
4. ✖ was stayed

Question Number : 166 Question Id : 75322922079 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate tense to fill in the blank.

Mr. Simon _____ in New Jersey last month.

Options :

1. ✔ had stayed
2. ✖ stays
3. ✖ has staying
4. ✖ was stayed

Question Number : 167 Question Id : 75322922080 Question Type : MCQ Option Shuffling : Yes
Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate tense to fill in the blank.

I _____ as a teacher for two years.

Options :

1. ✖ have work

2. ✖ have working
3. ✔ have worked
4. ✖ have works

Question Number : 167 Question Id : 75322922080 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate tense to fill in the blank.

I _____ as a teacher for two years.

Options :

1. ✖ have work
2. ✖ have working
3. ✔ have worked
4. ✖ have works

Question Number : 168 Question Id : 75322922081 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in passive voice.

We are going to watch an English movie tonight.

Options :

1. ✖ An English movie is going to be watch by us tonight.
2. ✔ An English movie is going to be watched by us tonight.
3. ✖ An English movie is going to be watching by us tonight.
4. ✖ An English movie is going to be watches by us tonight.

Question Number : 168 Question Id : 75322922081 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in passive voice.

We are going to watch an English movie tonight.

Options :

1. ✖ An English movie is going to be watch by us tonight.
2. ✔ An English movie is going to be watched by us tonight.
3. ✖ An English movie is going to be watching by us tonight.
4. ✖ An English movie is going to be watches by us tonight.

Question Number : 169 Question Id : 75322922082 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in passive voice.

Meira vacuums and dusts the office every night.

Options :

1. ✖ Every night, the office is vacuum and dust by Meira.
2. ✖ Every night, the office is vacuums and dusted by Meira.
3. ✖ Every night, the office is vacuumed and dusting by Meira.
4. ✔ Every night, the office is vacuumed and dusted by Meira.

Question Number : 169 Question Id : 75322922082 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in passive voice.

Meira vacuums and dusts the office every night.

Options :

1. ✖ Every night, the office is vacuum and dust by Meira.
2. ✖ Every night, the office is vacuums and dusted by Meira.
3. ✖ Every night, the office is vacuumed and dusting by Meira.
4. ✔ Every night, the office is vacuumed and dusted by Meira.

Question Number : 170 Question Id : 75322922083 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in active voice.

Money was generously donated to the Old Age Home by Ramesh.

Options :

1. ✖ Ramesh generously donate money to the Old Age Home.
2. ✖ Ramesh generously donates money to the Old Age Home.
3. ✖ Ramesh generously donating money to the Old Age Home.
4. ✔ Ramesh generously donated money to the Old Age Home.

Question Number : 170 Question Id : 75322922083 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that expresses the given sentence in active voice.

Money was generously donated to the Old Age Home by Ramesh.

Options :

1. ✖ Ramesh generously donate money to the Old Age Home.
2. ✖ Ramesh generously donates money to the Old Age Home.

3. ✖ Ramesh generously donating money to the Old Age Home.
4. ✔ Ramesh generously donated money to the Old Age Home.

English Language and Comprehension2

Group Number :	10
Group Id :	753229764
Group Maximum Duration :	0
Group Minimum Duration :	0
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0
Group Marks :	20

English Language and Comprehension2

Section Id :	753229944
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	20
Number of Questions to be attempted :	20
Section Marks :	20
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291444
Question Shuffling Allowed :	Yes

Question Number : 171 Question Id : 75322922084 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Sentences of a paragraph are given below in jumbled order. Arrange the sentences in the correct order to form a meaningful and coherent paragraph.

A. Due to this, the peacock was declared as the national bird of India.
B. Its beautiful colours instantly bring comfort to the eyes. The peacock has significant religious involvement in Indian traditions.
C. Peacock is a bird that carries huge national importance in India. Most noteworthy, the bird is famous for its beautiful vibrant colours.
D. The peacock is popular for its spectacular beauty. It certainly has a hypnotic appearance. Watching it dance during the monsoon season is a great, pleasant experience.

Options :

1. ✖ ABCD

2. ✔ CDBA

3. ✖ DACB

4. ✖ BACD

Question Number : 171 Question Id : 75322922084 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Sentences of a paragraph are given below in jumbled order. Arrange the sentences in the correct order to form a meaningful and coherent paragraph.

A. Due to this, the peacock was declared as the national bird of India.
B. Its beautiful colours instantly bring comfort to the eyes. The peacock has significant religious involvement in Indian traditions.
C. Peacock is a bird that carries huge national importance in India. Most noteworthy, the bird is famous for its beautiful vibrant colours.
D. The peacock is popular for its spectacular beauty. It certainly has a hypnotic appearance. Watching it dance during the monsoon season is a great, pleasant experience.

Options :

1. ✖ ABCD

2. ✔ CDBA

3. ✖ DACB

4. ✖ BACD

Question Number : 172 Question Id : 75322922085 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the following passage, some words have been deleted. Read the passage carefully and select the most appropriate option to fill in all the blanks.

Dogs have a _____ power of smell. They are more _____ by people because of their faithfulness. They are _____ and watchful. Dogs can be of different colours such as grey, white, black, brown and red. They are of many kinds _____ as Bloodhound, Greyhound, German shepherd, Labrador, Rottweiler, Bulldog poodle, etc.

Options :

1. ✖ strong; like; intelligence; of

2. ✔ strong; liked; intelligent; such

3. ✖ weak; liked; intelligent; if

4. ✖ lazy; liked; intelligence; such

Question Number : 172 Question Id : 75322922085 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the following passage, some words have been deleted. Read the passage carefully and select the most appropriate option to fill in all the blanks.

Dogs have a _____ power of smell. They are more _____ by people because of their faithfulness. They are _____ and watchful. Dogs can be of different colours such as grey, white, black, brown and red. They are of many kinds _____ as Bloodhound, Greyhound, German shepherd, Labrador, Rottweiler, Bulldog poodle, etc.

Options :

1. ✖ strong; like; intelligence; of
2. ✔ strong; liked; intelligent; such
3. ✖ weak; liked; intelligent; if
4. ✖ lazy; liked; intelligence; such

Question Number : 173 Question Id : 75322922086 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the following passage, some words have been deleted. Read the passage carefully and select the most appropriate option to fill in all the blanks.

It is a well-known fact _____ a person without an aim is a person without a life. All the creatures in this universe have _____ specific aim. It is common for all things. As the human is the best creature among them all, they have been given the right to _____ what they want to do in their life. The mindset of each and every person is of its own type. Therefore, their aim in life _____ also be different from others.

Options :

1. ✖ that; some; elect; it
2. ✔ that; some; select; will
3. ✖ that; same; chose; will
4. ✖ that; many; select; would

Question Number : 173 Question Id : 75322922086 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the following passage, some words have been deleted. Read the passage carefully and select the most appropriate option to fill in all the blanks.

It is a well-known fact _____ a person without an aim is a person without a life. All the creatures in this universe have _____ specific aim. It is common for all things. As the human is the best creature among them all, they have been given the right to _____ what they want to do in their life. The mindset of each and every person is of its own type. Therefore, their aim in life _____ also be different from others.

Options :

1. ✖ that; some; elect; it
2. ✔ that; some; select; will

3. ✖ that; same; chose; will

4. ✖ that; many; select; would

Question Number : 174 Question Id : 75322922087 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the following passage, some words have been deleted. Read the passage carefully and select the most appropriate option to fill in all the blanks.

A garden is the best place _____ the house, according to me. It is the only place where a person can get relief _____ a busy life. Moreover, having a garden in the house, welcomes many health benefits. The smell of the flowers can refresh a _____ mind in the morning. However, in this era, people are not able to build a garden, because _____ the lack of space.

Options :

1. ✖ on; for; persons; of

2. ✖ in; of; person's; as

3. ✔ in; from; person's; of

4. ✖ in; of; person; on

Question Number : 174 Question Id : 75322922087 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

In the following passage, some words have been deleted. Read the passage carefully and select the most appropriate option to fill in all the blanks.

A garden is the best place _____ the house, according to me. It is the only place where a person can get relief _____ a busy life. Moreover, having a garden in the house, welcomes many health benefits. The smell of the flowers can refresh a _____ mind in the morning. However, in this era, people are not able to build a garden, because _____ the lack of space.

Options :

1. ✖ on; for; persons; of

2. ✖ in; of; person's; as

3. ✔ in; from; person's; of

4. ✖ in; of; person; on

Question Number : 175 Question Id : 75322922088 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that can be used as a one-word substitute for the given group of words/phrase.

The study of ancient writing

Options :

1. ✔ Paleography

2. ✖ Philology
3. ✖ Etymology
4. ✖ Orology

Question Number : 175 Question Id : 75322922088 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that can be used as a one-word substitute for the given group of words/phrase.

The study of ancient writing

Options :

1. ✔ Paleography
2. ✖ Philology
3. ✖ Etymology
4. ✖ Orology

Question Number : 176 Question Id : 75322922089 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option that can substitute the underlined segment in the given sentence. If there is no need to substitute it, select 'No substitution required'.

Her disregarding for others comments about the murder made me shiver.

Options :

1. ✔ disregard for others
2. ✖ disregard from others
3. ✖ disregards from others
4. ✖ No substitution required

Question Number : 176 Question Id : 75322922089 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option that can substitute the underlined segment in the given sentence. If there is no need to substitute it, select 'No substitution required'.

Her disregarding for others comments about the murder made me shiver.

Options :

1. ✔ disregard for others
2. ✖ disregard from others
3. ✖ disregards from others
4. ✖ No substitution required

Question Number : 177 Question Id : 75322922090 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option that can substitute the underlined segment in the given sentence. If there is no need to substitute it, select 'No substitution required'.

It's raining heavily since morning, wasn't it?

Options :

1. ✔ isn't it
2. ✖ is it
3. ✖ didn't it
4. ✖ No substitution required

Question Number : 177 Question Id : 75322922090 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option that can substitute the underlined segment in the given sentence. If there is no need to substitute it, select 'No substitution required'.

It's raining heavily since morning, wasn't it?

Options :

1. ✔ isn't it
2. ✖ is it
3. ✖ didn't it
4. ✖ No substitution required

Question Number : 178 Question Id : 75322922091 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option that can substitute the underlined segment in the given sentence. If there is no need to substitute it, select 'No substitution required'.

Maya had been walking three miles a day before she broke her leg.

Options :

1. ✖ has walked
2. ✖ walks
3. ✖ will be walking
4. ✔ No substitution required

Question Number : 178 Question Id : 75322922091 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option that can substitute the underlined segment in the given sentence. If there is no need to substitute it, select 'No substitution required'.

Maya had been walking three miles a day before she broke her leg.

Options :

1. ✖ has walked
2. ✖ walks
3. ✖ will be walking
4. ✔ No substitution required

Question Number : 179 Question Id : 75322922092 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate meaning of the given idiom.

Bury the hatchet

Options :

1. ✖ To become popular
2. ✖ To hide known facts
3. ✔ To forget past enmity
4. ✖ To end in nothing

Question Number : 179 Question Id : 75322922092 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate meaning of the given idiom.

Bury the hatchet

Options :

1. ✖ To become popular
2. ✖ To hide known facts
3. ✔ To forget past enmity
4. ✖ To end in nothing

Question Number : 180 Question Id : 75322922093 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to complete the given collocation.

Jatin _____ his way to the security check. This was the first time he was travelling to London on his own and he was feeling a bit scared.

Options :

1. ✖ make
2. ✔ made

3. ✖ making
4. ✖ Makes

Question Number : 180 Question Id : 75322922093 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to complete the given collocation.

Jatin _____ his way to the security check. This was the first time he was travelling to London on his own and he was feeling a bit scared.

Options :

1. ✖ make
2. ✔ made
3. ✖ making
4. ✖ Makes

Question Number : 181 Question Id : 75322922094 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to complete the given collocation.

There must always be somebody with Seema. She should not be left _____ at any time.

Options :

1. ✖ by her own
2. ✖ in her own
3. ✖ of her own
4. ✔ on her own

Question Number : 181 Question Id : 75322922094 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate option to complete the given collocation.

There must always be somebody with Seema. She should not be left _____ at any time.

Options :

1. ✖ by her own
2. ✖ in her own
3. ✖ of her own
4. ✔ on her own

Question Number : 182 Question Id : 75322922095 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate connotation out of the given options.

I love spending time with my grandmother. She has a very _____ outlook on life.

Options :

1. ✖ egotistical
2. ✔ youthful
3. ✖ talkative
4. ✖ chatty

Question Number : 182 Question Id : 75322922095 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate connotation out of the given options.

I love spending time with my grandmother. She has a very _____ outlook on life.

Options :

1. ✖ egotistical
2. ✔ youthful
3. ✖ talkative
4. ✖ chatty

Question Number : 183 Question Id : 75322922096 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the appropriate denotation from the given options to replace the underlined word.

The woman was frugal.

Options :

1. ✔ economical when spending money
2. ✖ extravagant when spending money
3. ✖ miser
4. ✖ spendthrift

Question Number : 183 Question Id : 75322922096 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the appropriate denotation from the given options to replace the underlined word.

The woman was frugal.

Options :

1. ✔ economical when spending money
2. ✖ extravagant when spending money

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3. ✖ miser
4. ✖ spendthrift

Question Number : 184 Question Id : 75322922097 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate ANTONYM of the given word.

Puzzlement

Options :

1. ✖ Narcosis
2. ✖ Stupefaction
3. ✖ Trance
4. ✔ Consciousness

Question Number : 184 Question Id : 75322922097 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate ANTONYM of the given word.

Puzzlement

Options :

1. ✖ Narcosis
2. ✖ Stupefaction
3. ✖ Trance
4. ✔ Consciousness

Question Number : 185 Question Id : 75322922098 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate ANTONYM of the given word.

Assimilate

Options :

1. ✖ Ingest
2. ✖ Sense
3. ✔ Unlearn
4. ✖ Osmose

Question Number : 185 Question Id : 75322922098 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate ANTONYM of the given word.

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Assimilate

Options :

1. ✖ Ingest
2. ✖ Sense
3. ✔ Unlearn
4. ✖ Osmose

Question Number : 186 Question Id : 75322922099 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate synonym of the given word.

Initiation

Options :

1. ✔ Debut
2. ✖ Curtains
3. ✖ Culmination
4. ✖ Termination

Question Number : 186 Question Id : 75322922099 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the most appropriate synonym of the given word.

Initiation

Options :

1. ✔ Debut
2. ✖ Curtains
3. ✖ Culmination
4. ✖ Termination

Question Number : 187 Question Id : 75322922100 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that has the homonyms used correctly.

Options :

1. ✖ The man dyed after he had dyed his hair.
2. ✖ The man dyed after he had died his hair.
3. ✔ The man died after he had dyed his hair.
4. ✖ The man died after he had died his hair.

Question Number : 187 Question Id : 75322922100 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that has the homonyms used correctly.

Options :

1. ✖ The man dyed after he had dyed his hair.
2. ✖ The man dyed after he had died his hair.
3. ✔ The man died after he had dyed his hair.
4. ✖ The man died after he had died his hair.

Question Number : 188 Question Id : 75322922101 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that has the homonyms used correctly.

Options :

1. ✔ Our interview lasted for half an hour.
2. ✖ Our interview lasted for half an our.
3. ✖ Hour interview lasted for half an our.
4. ✖ Hour interview lasted for half an hour.

Question Number : 188 Question Id : 75322922101 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option that has the homonyms used correctly.

Options :

1. ✔ Our interview lasted for half an hour.
2. ✖ Our interview lasted for half an our.
3. ✖ Hour interview lasted for half an our.
4. ✖ Hour interview lasted for half an hour.

Question Number : 189 Question Id : 75322922102 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the correct homophones to fill in the blanks.

I told her that if she didn't hit the _____ in time, she would _____ the car's side mirror.

Options :

1. ✔ brake; break
2. ✖ brake; brake
3. ✖ break; break
4. ✖ break; brake

Question Number : 189 Question Id : 75322922102 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the correct homophones to fill in the blanks.

I told her that if she didn't hit the _____ in time, she would _____ the car's side mirror.

Options :

1. ✔ brake; break
2. ✖ brake; brake
3. ✖ break; break
4. ✖ break; brake

Question Number : 190 Question Id : 75322922103 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option where the highlighted word is spelt correctly.

Options :

1. ✖ It was a very **contradectory** match.
2. ✔ It was a very **contradictory** match.
3. ✖ It was a very **contractdictory** match.
4. ✖ It was a very **contractor** match.

Question Number : 190 Question Id : 75322922103 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select the option where the highlighted word is spelt correctly.

Options :

1. ✖ It was a very **contradectory** match.
2. ✔ It was a very **contradictory** match.
3. ✖ It was a very **contractdictory** match.
4. ✖ It was a very **contractor** match.

English Language and Comprehension3

Group Number :	11
Group Id :	753229765
Group Maximum Duration :	0
Group Minimum Duration :	120
Show Attended Group? :	No
Edit Attended Group? :	No
Break time :	0

Group Marks :	10

English Language and Comprehension3

Section Id :	753229945
Section Number :	1
Section type :	Online
Mandatory or Optional :	Mandatory
Number of Questions :	2
Number of Questions to be attempted :	2
Section Marks :	10
Maximum Instruction Time :	0
Sub-Section Number :	1
Sub-Section Id :	7532291445
Question Shuffling Allowed :	No

Question Id : 75322922104 Question Type : COMPREHENSION Sub Question Shuffling Allowed : Yes Group Comprehension Questions : No Question Pattern Type : NonMatrix

Question Numbers : (191 to 195)

Read the given passage and answer the questions that follow.

A group of people, united together by such ties, seeks expressions and development of groups by collective personalities through an independent political organisation of its own. It is a sentiment of nationhood. In reality, it is more than a mere sentiment. Originating in the gregarious instinct of man and nourished by the national desire for self-sufficiency, nationalism has, in the present century, come to be a very dynamically active force in practical politics.

As Lord Morely remarks about nationalism – “From instinct became ideas; from ideas, abstract principles then derive pre-possessions; ending where it is today in a dogma”. The essence of nationalism is a unifying, integrating, all-pervasive feeling among the people or peoples of a country who owe their first and last duty towards the nations.

Nationalism naturally seeks the right of self-determination. The right has had the effect of encouraging and fostering the freedom of movement in many countries. As a result, new nation-states have emerged all over the world. According to Marxists, nationalism in its present form came into existence in the wake of Bourgeoisie Democratic Revolution in different countries.

Nationalism is a magnetic force which attacks like groups. But within the nation, it sometimes expresses itself in the form of practical patriotism which accentuates the differences between international groups. The effect of this is that many minority groups may begin to call themselves nationalists. The possibility of the emergence of such separate tendencies has to be guarded against.

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Real nationalism encourages the man to have a strong feeling about language, caste creed, civil rights, etc equally. Perverted nationalism is full of selfishness. It discourages man to have an ill-feeling towards it. True nationalism begets democracy and encourages people to feel political equity of democratic spirit.

True and real nationalism is based on the ideas of "Live and let live". It also recognizes the freedom of all nations to preserve their distinct identity of language and culture. Self-love is not bad so long it does not lead to selfishness. It is only true nationalism which can pave the way for internationalism, the edifice of which can be built only on the basis of mutual trust, belief, goodwill and co-operation among nations.

Sub questions

Question Number : 191 Question Id : 75322922105 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select an appropriate title for the given paragraph from the given options.

Options :

1. ✖ Self-rule
2. ✖ Government
3. ✖ Self-love
4. ✔ Nationalism

Question Number : 192 Question Id : 75322922106 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With reference to the given passage, select the sentence that is INCORRECT.

Options :

1. ✖ Nationalism is a magnetic force which attacks like groups.
2. ✔ Nationalism naturally seeks the right of others' determination.
3. ✖ Perverted nationalism is full of selfishness.
4. ✖ It is only true nationalism which can pave the way for internationalism.

Question Number : 193 Question Id : 75322922107 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

What does the passage teach us?

Options :

1. ✖ Self-love
2. ✔ Love your country
3. ✖ Love your neighbours
4. ✖ Love all animals

Question Number : 194 Question Id : 75322922108 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Which word from the passage is the ANTONYM of 'separate'?

Options :

1. ✖ Possible
2. ✔ Integrate
3. ✖ Express
4. ✖ Encourage

Question Number : 195 Question Id : 75322922109 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

With reference to the passage, which of the options is the correct synonym of the underlined word.

The possibility of emergence of such separate tendencies has to be guarded against.

Options :

1. ✖ antipathies
2. ✖ disinclinations
3. ✔ inclinations
4. ✖ disinterests

Question Id : 75322922104 Question Type : COMPREHENSION Sub Question Shuffling Allowed : Yes Group Comprehension Questions : No Question Pattern Type : NonMatrix

Question Numbers : (191 to 195)

Read the given passage and answer the questions that follow.

A group of people, united together by such ties, seeks expressions and development of groups by collective personalities through an independent political organisation of its own. It is a sentiment of nationhood. In reality, it is more than a mere sentiment. Originating in the gregarious instinct of man and nourished by the national desire for self-sufficiency, nationalism has, in the present century, come to be a very dynamically active force in practical politics.

As Lord Morely remarks about nationalism – "From instinct became ideas; from ideas, abstract principles then derive pre-possessions; ending where it is today in a dogma". The essence of nationalism is a unifying, integrating, all-pervasive feeling among the people or peoples of a country who owe their first and last duty towards the nations.

Nationalism naturally seeks the right of self-determination. The right has had the effect of encouraging and fostering the freedom of movement in many countries. As a result, new nation-states have emerged all over the world. According to Marxists, nationalism in its present form came into existence in the wake of Bourgeoisie Democratic Revolution in different countries.

Nationalism is a magnetic force which attacks like groups. But within the nation, it sometimes

expresses itself in the form of practical patriotism which accentuates the differences between international groups. The effect of this is that many minority groups may begin to call themselves nationalists. The possibility of the emergence of such separate tendencies has to be guarded against.

Real nationalism encourages the man to have a strong feeling about language, caste creed, civil rights, etc equally. Perverted nationalism is full of selfishness. It discourages man to have an ill-feeling towards it. True nationalism begets democracy and encourages people to feel political equity of democratic spirit.

True and real nationalism is based on the ideas of "Live and let live". It also recognizes the freedom of all nations to preserve their distinct identity of language and culture. Self-love is not bad so long it does not lead to selfishness. It is only true nationalism which can pave the way for internationalism, the edifice of which can be built only on the basis of mutual trust, belief, goodwill and co-operation among nations.

Sub questions

Question Number : 191 Question Id : 75322922105 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select an appropriate title for the given paragraph from the given options.

Options :

1. ✖ Self-rule
2. ✖ Government
3. ✖ Self-love
4. ✔ Nationalism

Question Number : 192 Question Id : 75322922106 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With reference to the given passage, select the sentence that is INCORRECT.

Options :

1. ✖ Nationalism is a magnetic force which attacks like groups.
2. ✔ Nationalism naturally seeks the right of others' determination.
3. ✖ Perverted nationalism is full of selfishness.
4. ✖ It is only true nationalism which can pave the way for internationalism.

Question Number : 193 Question Id : 75322922107 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

What does the passage teach us?

Options :

1. ✖ Self-love
2. ✔ Love your country

3. ✖ Love your neighbours
4. ✖ Love all animals

Question Number : 194 Question Id : 75322922108 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which word from the passage is the ANTONYM of 'separate'?

Options :

1. ✖ Possible
2. ✔ Integrate
3. ✖ Express
4. ✖ Encourage

Question Number : 195 Question Id : 75322922109 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With reference to the passage, which of the options is the correct synonym of the underlined word.

The possibility of emergence of such separate tendencies has to be guarded against.

Options :

1. ✖ antipathies
2. ✖ disinclinations
3. ✔ inclinations
4. ✖ disinterests

Sub-Section Number : 2
Sub-Section Id : 7532291446
Question Shuffling Allowed : No

Question Id : 75322922110 Question Type : COMPREHENSION Sub Question Shuffling Allowed : Yes Group Comprehension Questions : No Question Pattern Type : NonMatrix

Question Numbers : (196 to 200)

Read the given passage and answer the questions that follow.

English is an international as well as the richest language in the world. It has great influence all over the world. It is undoubtedly true that the modern world cannot think without English. In our country, we also understand the importance of English. So, all of us should learn English with rapt attention.

We can fulfil our domestic demands by our mother tongue. On the contrary, we cannot perform our national and international affairs without English. That is to say, the importance of learning English is increasing day by day in most of the countries of the world.

Nowadays, English has become a very competitive matter for getting a good job in our country. Those who have a good command over English can easily get a good job. Today various types of organisations often ask for a good working knowledge of English. These organisations give priority to those employees who can speak fluently in English and write in the standard form of English.

Moreover, we need to learn English to communicate with other countries. An English-knowing person can easily exchange his ideas, thoughts and views with foreigners. He can easily acquire the customs, culture, manners of people of other countries. For higher education, English is a must because all the books are written in English. If we want to study in any foreign educational institution, we must take help from those books.

It may be noted that we do not find the necessary books available for higher education in our mother tongue. English is required to communicate across national borders for the international community and the business world. Today, more than 80 percent of all the information in the world's computers is in English. So, there is a great need for learning English.

Now communicative English has been introduced at both SSC and HSC levels all over the country. So to speak, it is a new outlook into English.

Though English is a foreign language, it has become a second language in our country. If we do not learn English from the very beginning of our educational career, we shall be unable to produce good doctors, teachers, engineers, technicians, etc. Therefore, it is very significant to learn English properly.

Sub questions

Question Number : 196 Question Id : 75322922111 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select an appropriate title for the given paragraph from the given options.

Options :

1. ✖ Importance of Foreign Language
2. ✖ Importance of Regional Language
3. ✔ Importance of English
4. ✖ Importance of Language

Question Number : 197 Question Id : 75322922112 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With reference to the given passage, select the sentence that is INCORRECT.

Options :

1. ✔ We need to learn English to communicate within the country.
2. ✖ Today, more than 80 percent of all the information in the world's computers is in English.
3. ✖ An English-knowing person can easily exchange his ideas, thoughts and views with

foreigners.

4. ✖ English has become a very competitive matter for getting a good job in our country.

Question Number : 198 Question Id : 75322922113 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

What does the passage teach us?

Options :

1. ✖ Learning Indian language is important.
2. ✔ Learning English is important.
3. ✖ Learning Foreign language is important
4. ✖ Language is not important.

Question Number : 199 Question Id : 75322922114 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Which word from the passage is the ANTONYM of 'possibly'?

Options :

1. ✖ Sanguinely
2. ✔ Impossibly
3. ✖ Optimistically
4. ✖ Hopefully

Question Number : 200 Question Id : 75322922115 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

With reference to the passage, which of the options is the correct synonym of the underlined word.

It is very significant to learn English properly.

Options :

1. ✔ Noteworthy
2. ✖ Insignificant
3. ✖ Petty
4. ✖ Minor

Question Id : 75322922110 Question Type : COMPREHENSION Sub Question Shuffling Allowed : Yes Group Comprehension Questions : No Question Pattern Type : NonMatrix

Question Numbers : (196 to 200)

Read the given passage and answer the questions that follow.

English is an international as well as the richest language in the world. It has great influence all

over the world. It is undoubtedly true that the modern world cannot think without English. In our country, we also understand the importance of English. So, all of us should learn English with rapt attention.

We can fulfil our domestic demands by our mother tongue. On the contrary, we cannot perform our national and international affairs without English. That is to say, the importance of learning English is increasing day by day in most of the countries of the world.

Nowadays, English has become a very competitive matter for getting a good job in our country. Those who have a good command over English can easily get a good job. Today various types of organisations often ask for a good working knowledge of English. These organisations give priority to those employees who can speak fluently in English and write in the standard form of English.

Moreover, we need to learn English to communicate with other countries. An English-knowing person can easily exchange his ideas, thoughts and views with foreigners. He can easily acquire the customs, culture, manners of people of other countries. For higher education, English is a must because all the books are written in English. If we want to study in any foreign educational institution, we must take help from those books.

It may be noted that we do not find the necessary books available for higher education in our mother tongue. English is required to communicate across national borders for the international community and the business world. Today, more than 80 percent of all the information in the world's computers is in English. So, there is a great need for learning English.

Now communicative English has been introduced at both SSC and HSC levels all over the country. So to speak, it is a new outlook into English.

Though English is a foreign language, it has become a second language in our country. If we do not learn English from the very beginning of our educational career, we shall be unable to produce good doctors, teachers, engineers, technicians, etc. Therefore, it is very significant to learn English properly.

Sub questions

Question Number : 196 Question Id : 75322922111 Question Type : MCQ Option Shuffling : Yes Correct Marks : 1 Wrong Marks : 0.25

Select an appropriate title for the given paragraph from the given options.

Options :

1. ✖ Importance of Foreign Language
2. ✖ Importance of Regional Language
3. ✔ Importance of English
4. ✖ Importance of Language

Question Number : 197 Question Id : 75322922112 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

With reference to the given passage, select the sentence that is INCORRECT.

Options :

1. ✔ We need to learn English to communicate within the country.
2. ✖ Today, more than 80 percent of all the information in the world's computers is in English.
3. ✖ An English-knowing person can easily exchange his ideas, thoughts and views with foreigners.
4. ✖ English has become a very competitive matter for getting a good job in our country.

Question Number : 198 Question Id : 75322922113 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

What does the passage teach us?

Options :

1. ✖ Learning Indian language is important.
2. ✔ Learning English is important.
3. ✖ Learning Foreign language is important
4. ✖ Language is not important.

Question Number : 199 Question Id : 75322922114 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

Which word from the passage is the ANTONYM of 'possibly'?

Options :

1. ✖ Sanguinely
2. ✔ Impossibly
3. ✖ Optimistically
4. ✖ Hopefully

Question Number : 200 Question Id : 75322922115 Question Type : MCQ Option Shuffling : Yes

Correct Marks : 1 Wrong Marks : 0.25

With reference to the passage, which of the options is the correct synonym of the underlined word.

It is very significant to learn English properly.

Options :

1. ✔ Noteworthy
2. ✖ Insignificant
3. ✖ Petty
4. ✖ Minor

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