

SET 2013

PAPER – III

MANAGEMENT

Signature of the Invigilator

Question Booklet No.

1.

OMR Sheet No..

Subject Code

ROLL No.

Time Allowed : 150 Minutes

Max. Marks : 150

No. of pages in this Booklet : 11

No. of Questions : 75

INSTRUCTIONS FOR CANDIDATES

1. Write your Roll No and the OMR Sheet No in the spaces provided on top of this page.
2. Fill in the necessary information in the spaces provided on the OMR response sheet.
3. This booklet consists of seventy five (75) compulsory questions each carrying 2 marks.
4. Examine the question booklet carefully and tally the number of pages/questions in the booklet with the information printed above. **Do not accept a damaged or open booklet.** Damaged or faulty booklet may be got replaced within the first 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time given.
5. Each Question has four alternative responses marked (A), (B), (C) and (D) in the OMR sheet. You have to completely darken the circle indicating the most appropriate response against each item as in the illustration.



6. All entries in the OMR response sheet are to be recorded in the original copy only.
7. Use only Blue/Black Ball point pen.
8. Rough Work is to be done on the blank pages provided at the end of this booklet.
9. If you write your Name, Roll Number, Phone Number or put any mark on any part of the OMR Sheet, except in the spaces allotted for the relevant entries, which may disclose your identity, or use abusive language or employ any other unfair means, you will render yourself liable to disqualification.
10. You have to return the Original OMR Sheet to the invigilators at the end of the examination compulsorily and must not carry it with you outside the Examination Hall. **You are, however, allowed to carry the test booklet and the duplicate copy of OMR Sheet** on conclusion of examination.
11. Use of any calculator, mobile phone or log table etc. is strictly prohibited.
12. **There is no negative marking.**

24-13

MANAGEMENT PAPER – III

Note: This paper contains **seventy five (75)** objective type questions of **two (2)** marks each.

All questions are compulsory.

1. The important role of strategic human resource is :
(A) Employee relations
(B) Transactional change follower and respondent
(C) Staff management
(D) Transformational change in leader and followers
2. The process of agreeing on a satisfactory labour contract between management and union is :
(A) Collective Bargaining
(B) Employee empowerment
(C) Work scheduling
(D) Internal mobility
3. Match List – I with List – II and select the correct answer using the codes given below the lists :
List-I
(a) The ratio of an organization's output to its inputs.
(b) The process of integrating the employees' needs and aspirations with organization needs
(c) One's skills and abilities in meeting the needs of the job which one is holding currently
(d) Act of increasing the knowledge and skills of an employee in a particular area
List-II
1. Career Planning
2. Performance
3. Training
4. Productivity
Codes:
(a) (b) (c) (d)
(A) 2 4 3 1
(B) 4 1 2 3
(C) 1 3 4 2
(D) 4 2 3 1
4. The Industrial Disputes Act came into force in :
(A) 1948
(B) 1961
(C) 1926
(D) 1940
5. Human resource departments are :
(A) Service departments
(B) Line departments
(C) Functional departments
(D) Authority departments
6. Which of the following is not an environmental challenge facing HR ?
(A) Changing workers
(B) Competition for scarce inputs
(C) Environmental activities
(D) Governmental rules and regulations
7. The planned elimination of jobs is :
(A) Obsolescence
(B) Outsourcing
(C) Downsizing
(D) Diversity
8. The Japanese word "Kaizen" means :
(A) Improvement step by step
(B) Continuous improvement
(C) Faster improvement
(D) Improvements of main units
9. Which area of the HR function is least affected by internationalization ?
(A) Succession planning
(B) Equal employment opportunities
(C) Compensation decision
(D) Training Programmed

10. A formal and detailed examination of jobs is :
- Job description
 - Job specification
 - Job analysis
 - Job codification
11. Replacement charts :
- Describe the qualifications of promising candidates
 - Indicate the current performance of employees and their promotability
 - Point out future HR needs for each job
 - Display the strengths and weakness of employees
12. The Contract Labour Act, came into force in :
- 1970
 - 1976
 - 1984
 - 1986
13. Which of the following is not a part of production forecasting ?
- Demand forecasting of product
 - Materials requirements
 - Trends in materials and labour cost
 - Plant capacity
14. Which of the following formula is correct? (C_c = carrying cost per unit, C_o = Holding Cost, D = Annual Demand)
- $EOQ = \sqrt{2C_oD/C_c}$
 - $EOQ = \sqrt{2C_cD/C_o}$
 - $EOQ = 2\sqrt{C_cD/C_o}$
 - $EOQ = 2\sqrt{C_oD/C_c}$
15. ISO 9000 seeks standardization in terms of :
- Products
 - Production procedures
 - Suppliers' specifications
 - Procedures to manage quality
16. Which of the following factors impact factory location ?
- Market
 - Political situation
 - Labour
 - All of them
17. Three commonly used productivity variables are :
- Quality, external elements, and precise units of measure
 - Labour, capital, and management
 - Technology, raw materials, and labour
 - Quality, efficiency, and low cost
18. Indian Banks have the maximum foreign branches in:
- Bangladesh
 - U.K.
 - U.S.A.
 - Sri Lanka
19. For a positively sloped straight line supply curve that intersects the price axis the supply is :
- Equal to zero
 - Equal to one
 - Greater than one
 - Constant
20. Which committee was constituted for reforms in tax-structure ?
- Narsimham committee
 - Chelliah Committee
 - Gadgil Committee
 - Kelkar Committee
21. The Sum of squared deviation is the least when taken from :
- Mode
 - Median
 - Arithmetic Mean
 - Geometric Mean

22. The Fisher Index Number is :
- GM of Laspeyres and Passche Index numbers
 - AM of Laspeyres and Passche Index numbers
 - HM of Laspeyres and Passche Index numbers
 - GM of Laspeyres and Marshall-Edgeworth Index numbers
23. Dumping is an example of :
- Monopolistic practice in international trade
 - Monopoly in international trade
 - Oligopoly international trade
 - Perfect competition in international trade
24. Which of the following speculative activities is based on disparity in quote prices in different markets ?
- Option Dealings
 - Arbitrage
 - Margin trading
 - Blank transfer
25. The concept of 'Starbursts' in reference to global brand management are :
- It refers to Star Export House
 - Entrepreneurial enterprise of new product or service is super off from parent firm to grow to a separate subsidiary
 - It is a new type of services
 - None of the above
26. On ECGC the 'Exchange Fluctuations Risk Cover' is available for :
- 12 months or more to 15 years
 - 12 months or more to 2 years
 - 12 months or more to 5 years
 - 12 months or more to 7 years
27. The different types of Transfer Pricing are :
- Cost based, Market based, Negotiated
 - Competitive parity, Break even, Marginal
 - Competitive parity, cost based, market based
 - None of the above
28. Hybrid, Inter-organizations relationships patterns of organizational arrangements to support global brand management refers to :
- Spin-off from the main organization
 - These refer to structure of strategic alliance, joint ventures, mergers and acquisition
 - These refer to matrix organization
 - These organizations are mechanic organization
29. The case of economic grouping where free movement of labour, capital and technology is permitted within member countries, the market is referred as :
- Free Trade Area
 - The Customers union
 - The common market
 - The economic union
30. A firm may decide to enter a market with lesser of risk in manufacturing yet not owing asset. This is referred as :
- Licensing
 - Joint venture
 - Contact Manufacturing
 - Exporting
31. When Products from different locations are traded to some transportation cost it is referred as :
- Clearing
 - Switch
 - Swap
 - None of the above
32. Which is not a reason for product Standardization ?
- Consumer Mobility
 - Made in Image
 - Standard specification of Industrial product
 - Level of income

33. Bank Reconciliation Statement is prepared by the :
- Bank
 - Party
 - Suppliers
 - Customers
34. Caveat Emptor means :
- Buyers Beware
 - Sellers Beware
 - Proportionate
 - Proportional
35. The Relationship between Price and Demand is :
- Direct
 - Inverse
 - Proportionate
 - Proportional
36. Consignee is :
- Seller
 - Buyer
 - Vendor
 - Agent
37. Del Credere Commission is for :
- Risk Taking
 - Selling
 - Purchasing
 - Travelling
38. Which of the following should be charged on Profit ?
- Provision for Bad Debts
 - Provision for Dividend
 - General Reserves
 - Interest on Capital
39. Depreciation on Fixed Assets is charged to :
- Profit & Loss A/c
 - Profit & Loss Appropriation A/c
 - Trading A/c
 - Income & Expenditure A/c
40. Which is not the feature of Accounting ?
- Recording of transactions and events in terms of money
 - Collection of Data
 - Classification and Summarizing
 - Interpretation of result
41. When error arises because of an incorrect application of the principles of accounting, it is known as :
- Error of Omission
 - Error in Recording
 - Error of Principle
 - Compensating Error
- Question Nos. 42 – 44**
- Let X_1, X_2, X_3 and X_4 be normally distributed independent random variables with respective means equal to $-3, 0, -3$ and 0 , and variances equal to $1, 1, 4$ and 4 , respectively.
42. Let $Z = (x_1 + 3)^2 + \frac{1}{4} (x_3 + 3)^2$. Then, $P(Z < 4.61)$ is :
- 0.1
 - 0.05
 - 0.9
 - 0.95
43. Let $W = X_2 / \sqrt{Z} / 2$. Then $P(W > 4.3)$ is :
- 0.95
 - 0.05
 - 0.975
 - 0.025
44. The value of k such that $P(W < k) = 0.6$ holds is equal to :
- 0.617
 - 2.92
 - 1.061
 - 1.89

45. A coin is tossed 4 times, what is the probability of getting exactly 2 heads ?
 (A) $\frac{2}{8}$
 (B) $\frac{3}{8}$
 (C) $\frac{1}{8}$
 (D) $\frac{4}{8}$
46. If a statistic underestimates a population parameter as much as it overestimates it, we would call it :
 (A) Consistent
 (B) Sufficient
 (C) Efficient
 (D) None of these
47. Which of the following tests could be based on the normal distribution ?
 (A) Difference between independent means
 (B) Difference between dependent means
 (C) Difference between proportions
 (D) All of the above
48. A chi-square value can never be negative because :
 (A) Difference between expected and observed frequencies are squared
 (B) A negative value would mean that observed frequencies were negative
 (C) The absolute value of the differences is computed
 (D) None of these
49. The chi-square and the t distribution are both :
 (A) Always symmetrical distributions
 (B) Used for hypothesis testing
 (C) Dependent on the number of degrees of freedom
 (D) (B) and (C) but not (A)
50. If we want to test whether the proportions of more than two populations are equal, we use :
 (A) ANOVA
 (B) Estimation
 (C) The variance
 (D) None of the above
51. Suppose the estimating equation $Y = 5 - 2X$ has been calculated for a set of data. Which of the following is true for this situation ?
 (A) The Y intercept of the line is 2
 (B) The slope of the line is negative
 (C) The line represents an inverse relationship
 (D) (B) and (C) but not (A)
52. If the dependent variable increases as the independent variable increases in an estimating equation, the coefficient of correlation will be in the range :
 (A) 0 to -1
 (B) 0 to -0.5
 (C) 0 to -2
 (D) None of these
53. Suppose you are considering a time series of data for the quarters of 2011 and 2012. The third quarter of 2013 would be coded as :
 (A) 2
 (B) 3
 (C) 5
 (D) 6
54. Which one of the following is not a method to find out the basic feasible solution of a transportation problem ?
 (A) North West Corner Method
 (B) Row Minima Method
 (C) Vogel's Approximation Method
 (D) The Modified Distribution Method
55. In PERT a dummy is :
 (A) An activity which does not consume any time
 (B) An activity which consumes infinite time
 (C) An activity which consumes minimum time
 (D) An activity which consumes maximum time
56. Simulation is :
 (A) A representation of the abstract world through a model
 (B) A representation of the reality through a model
 (C) Both (A) and (B) are correct
 (D) None of the above

57. In the decision making under condition of uncertainty :
- The decision maker has knowledge about the states of nature but lacks the knowledge about the probabilities of their occurrence
 - The decision maker does not have the knowledge about the states of nature but lacks the knowledge about the probabilities of their occurrence
 - The decision maker has knowledge about the states of nature and the probabilities of their occurrence
 - The decision maker does not have the knowledge about the states of nature but has the knowledge about the probabilities of their occurrence
58. The solution of the Linear programming problem in graphical solution lies in :
- First quadrant
 - Second quadrant
 - Third quadrant
 - Fourth quadrant
59. In statistical quality control, a control chart consists of :
- A control line
 - An upper control limit
 - A lower control limit
 - All of the above
60. A process oriented layout deals with :
- Low volume high variety production
 - High volume low variety production
 - Low volume low variety production
 - All of the above
61. Which one of the following is not a quantitative method of forecasting ?
- Moving average
 - Delphi method
 - Trend projection
 - Exponential smoothing
62. Frederick W. Taylor is noted for his contributions to :
- Standardization of parts
 - Statistical quality control
 - Assembly line operations
 - Time and motion studies
63. A full-service restaurant is considering opening a new facility in a specific city. The table below shows the weight and rating of two potential sites :
- | Factor | Factor Weight | A | B |
|-------------------------------|---------------|----|----|
| Affluence of local population | 0.20 | 30 | 40 |
| Traffic flow | 0.40 | 20 | 10 |
| Parking availability | 0.30 | 10 | 5 |
| Growth potential | 0.10 | 15 | 20 |
- According to the factor rating system for facility location the score for A is _____ and the score for B Line is _____.
- 120; 120
 - 22; 24
 - 18; 120
 - None of the above
64. A coin is tossed 4 times, what is the probability of getting exactly 2 heads ?
- 2/8
 - 3/8
 - 1/8
 - 4/8
65. Rejecting the null hypothesis when it is really true is known as :
- Type I error
 - Type II error
 - Normal error
 - None of these
66. A situation of 'Unwholesome Demand' for a product exists in the market. The marketing task will be :
- Remarketing
 - Conversional Marketing
 - Demarketing
 - Counter Marketing

67. The concept of 'Meta Marketing' is :
- 'A cluster of complementary products and services that are closely related to the mind of customers but are produced by various industries'
 - Market that refers to Cyber Market
 - Physical Place where market takes place
 - Marketing of '7P's
68. The major channel alternatives are :
- Vertical Marketing System and Horizontal Marketing System
 - Vertical Marketing System, Horizontal Marketing System and Multiple Marketing System
 - Direct Marketing Channel, Indirect Marketing Channel and Direct Sales Channel
 - None of the above
69. 'Consumer Protection Act' solves dispute through :
- Quasi-Judiciary Mechanism
 - Judiciary Mechanism
 - Bureaucratic Mechanism
 - None of the above
70. The three pillars of Services Marketing are :
- External Marketing, Quality Marketing and Personal Marketing
 - Quality Marketing , Personal Marketing and External Marketing
 - External Marketing, Internal Marketing and Interactive Marketing
 - None of the above
71. The full form of 'TALC' stands for :
- Trade Allied Life Cycle
 - Technology Adoption Life Cycle
 - Technology Allied Life Cycle
 - None of the above
72. "Advertising is the microsurgery on public consciousness". This has been stated by :
- Michel Schudson
 - Dorothy Cohen
 - Subhash Ghoshal
 - Subroto Sengupta
73. The firm and its competitors fall in the trap of trying to find out who the majority users are and then plan the campaign around them. This could be a fallacy, which is referred as :
- Myopic fallacy
 - Bandwagon fallacy
 - Majority fallacy
 - None of the above
74. The customers who seek 'Image Based Brands' are normally referred in category :
- Discerning customers
 - Know-all customers
 - Haggling customers
 - Symbolic customers
75. The Service Mix for Service Marketing are :
- Product, price, place, promotion, process, people and physical evidence
 - Product, price, place, promotion, process, people and power
 - Product, price, place, promotion, public opinion, people and power
 - None of the above

ROUGH WORK

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