

Business Administration

51. In Vroom's Expectancy theory, Expectancy indicates

- a) Probability of achieving that outcome
- b) Advancement
- c) Award
- d) Accounting

52. Who distinguished between intrinsic motivation and extrinsic motivation?

- a) Frederick Taylor
- b) Frederick Herzberg
- c) Edward Deci
- d) David McClelland

53. Upward appraisal is done by

- a) Immediate Supervisor
- b) Peers
- c) Subordinates
- d) All of the above

54. According to Herzberg, which of the following is a maintenance factor?

- a) Salary
- b) Work itself
- c) Responsibility
- d) Recognition

55. According to Henry Fayol's 14 principles of management, 'esprit de corps' refers to which of the following?

- a) Being treated fairly and kindly.
- b) Spirit of the corporation.
- c) Team work and harmony.
- d) Spirit of work.

56) Vestibule training provides the worker with

- a) On the job training,
- b) Off the job training,
- c) Real life presentations of the job in classrooms or the workstations
- d) Demonstration

57. What is the other name for vertical job loading?

- a) Job analysis
- b) Job enrichment
- c) Job evaluation
- d) Job enlargement

58. Which of the following statements is false about the behavioural theories of leadership?

- a) Consideration is a people-oriented dimension of leadership behavior
- b) Production-centered leader behavior focuses on tasks and has little concern for people
- c) Leaders high in initiating structure do not set deadlines or make individual task assignments
- d) Employee-centered leader behavior focuses on people and the quality of the social system.

59. Organisation structure is primarily concerned with _____ and _____ of tasks and authority.

- a) Allocation and Delegation
- b) Allocation and apportionment
- c) Reporting and delegating
- d) Setting standards and delegation

60. ----- is basically a combination of job content and work method.

- a) Job Description
- b) Job Evaluation
- c) Job Design
- d) Both A and B

61. Skill Audit is involved in

- a) Training
- b) Placement
- c) Operational Effectiveness
- d) Performance Assessment

62. Which is the systematic process of offering essential information to new employees?

- a) Employee orientation
- b) Placement
- c) Training
- d) Orientation Programme

63. Which one is another form of collective bargaining?

- a) Worker's participation in management
- b) Management policy
- c) Joint management council
- d) Profit sharing plans

64. Convenience sampling is a

- a) Probability Sampling
- b) Non-probability Sampling
- c) Random Sampling
- d) None of the above

65. Which of the following is the tool of measure of the variation of the items?

- a) Mode
- b) Mean
- c) Hypothesis
- d) Dispersion

66. F-Test is used to test the significance of the difference between / among

- a) Two sample mean
- b) More than two sample mean
- c) Variable of two sample
- d) Both (B) and (C)

67. Which of the following is the non-random method of selecting samples from a population?

- a) Stratified sampling
- b) Quota sample
- c) Systematic sampling
- d) Cluster sampling

68. Which one is NOT involved in market opportunity analysis?

- a) Demand conditions
- b) Market segment analysis
- c) Industry analysis
- d) Environment analysis

69. _____ principle guides the development of advertisements and personal sales presentations.

- a) AIEA
- b) AIBA
- c) AICA
- d) AIDA

70. Businesses in rapidly growing markets with large market shares is called as

- a) Star
- b) Cashcow
- c) Dog
- d) Problem child

71. "USP" in marketing means _____

- a) Unique selling practices
- b) Uniform selling practices
- c) Useful sales person
- d) Unique selling proposition

72. The personal selling step in which the sales person asks for an order to the customer is classified as

- a) shipper approach
- b) handling shipment
- c) Closing
- d) follow up

73. Cross-selling means _____

- a) Selling to employees
- b) Cross country marketing
- c) Selling other products to existing customers
- d) Selling to friends

74. An activity of creating a brand offer in such a manner that it occupies a distinctive place and value in the target customer's mind is known as.....

- a) Brand Positioning
- b) Brand Image
- c) Brand Identity
- d) Brand Association

75. Which of the following finance lie on the border line between economics and politics?

- a) Institutional Finance
- b) Public finance
- c) Development finance
- d) Business finance

76. The net present worth of a firm refers to

- a) Finance
- b) Wealth
- c) Profit
- d) All the above

77. Which one of the analysis is useful to the management in decision-making?

- a) Funds flow Analysis
- b) Ratio Analysis
- c) Trend Analysis
- d) Cash flow analysis

78. The first stage in the preparation of final accounts is

- a) Balance sheet
- b) Statement of retained earnings
- c) Income statement
- d) All the above

79. Which is not present in current assets?

- a) Short term investments
- b) Marketable securities
- c) Short term loans
- d) Stock of raw materials

80. Liquidity ratios are also termed as

- a) Current ratio
- b) Quick ratio
- c) Short term solvency ratio
- d) All the above

81. Under _____, price is determined by the interaction of total demand and total supply in the market.

- a) Perfect competition
- b) Monopoly
- c) Imperfect competition
- d) All of the above

82. A special form of licensing is

- a) Joint ventures
- b) Franchising
- c) Wholly owned subsidiaries
- d) Equity investment

83. During high inflation, value of money

- a) Increases
- b) Decreases
- c) No change in the value
- d) Fluctuates

84.....measures the average income earned per person in a given area in a specified year.

- a) Real Income
- b) National Income
- c) Purchasing power parity
- d) Per capita income

85. A business strategy that seeks to build competitive advantage with its product or strategy

- a) Generic strategy
- b) Focus strategy
- c) Vision and strategy
- d) Differentiation strategy

86. A possible and desirable future state of an organization is called

- a) Mission
- b) Vision
- c) Strategy implementation
- d) Strategy formulation

87. What do you call the situation in which the component is not completely rejected but corrected?

- a. Inspection
- b. Reproduction
- c. Reprocessing
- d. Quality assurance

88. Six Sigma process has the maximum defects asDefects Per Million Opportunities

- a) 6.4
- b) 5.4
- c) 4.4
- c) 3.4

89. In break-even analysis, total cost consists of

- a) Fixed cost
- b) Variable cost
- c) Fixed cost + variable cost
- d) Fixed cost + variable cost + overheads

90. What is simulation?

- a). A quick solution method to problem-solving
- b). A formalized deterministic approach to problem-solving
- c). A graphical method to problem-solving
- d). A trial-and-error approach to problem-solving

91. VED analysis of inventory management stands for

- a) Vital-Essential-Desirable
- b) Valuable-Easy-Difficult
- c) Very-Essentially-Desired
- d) Valuable-Effective-Difficult to obtain

92. Which of the following is not the definition of Quality?

- a) conformance of specification
- b) Fitness for use
- c) Spare part maintenance
- d) Customer delight

93. The resistance of employees in an organization against flexibility, growth and diversification can be overcome by developing

- a) Entrepreneurship
- b) Intrapreneurship
- c) Managerial domain
- d) Administrative domain

94. Overdraft is a short-term finance measure to

- a) Pay taxes
- b) Repay loan
- c) Purchase plant and equipment.
- d) meet working capital requirement.

95. is a form of private equity and a type of financing that investors provide to startup companies and small businesses that are believed to have long-term growth potential.

- a) Venture capital
- b) Short time finance
- c) Hedge fund
- d) Bills of credit

96. A system is called when the inputs, process and the outputs are known with certainty.

- a). Probabilistics
- b). Deterministic
- c). Open
- d). Close

97. Which of the following is a program that models the pattern recognition capabilities of the human brain?

- a. An expert system
- b. Artificial Intelligence
- c. Neural network
- d. Development engine

98. Processed data is called

- a) Field
- b) Information
- c) Record
- d) File

99. A process used by large retailers to study trends is coming under

- a. data selection
- b. data mining
- c. both a and b
- d. None of the above

100 . Which of the following is the coding of data so that is can't be easily understood if intercepted?

- a. Barcode
- b. Decoder
- c. Mnemonics
- d. Encryption

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Key

Q.No	Answer
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52	c) Edward Deci
53	c) Subordinates
54	d) Recognition
55	c) Team work and harmony
56	c) Real life presentations of the job in classrooms or the workstations
57	b) Job enrichment
58	c) Leaders high in initiating structure do not set deadlines or make individual task assignments
59	a) Allocation and Delegation
60	c) Job Design
61	d) Performance Assessment
62	d) Orientation Programme
63	a) Worker's participation in management
64	b) Non-probability Sampling
65	d) Dispersion
66	d) Both (B) and (C)
67	b) Quota sample
68	d) Environment analysis
69	d) AIDA
70	a) Star

71	d) Unique selling proposition
72	c) Closing
73	c) Selling other products to existing customers
74	a) Brand Positioning
75	b) Public finance
76	b) Wealth
77	d) Cash flow analysis
78	c) Income statement
79	c) Short term loans
80	c) Short term solvency ratio
81	a) Perfect competition
82	b) Franchising
83	a) Increases
84	d) Per capita income
85	d) Differentiation strategy
86	b) Vision
87	a. Inspection
88	c) 3.4
89	c) Fixed cost + variable cost
90	d). A trial-and-error approach to problem-solving
91	a) Vital-Essential-Desirable
92	c) Spare part maintenance
93	b) Intrapreneurship
94	d) meet working capital requirement.
95	a) Venture capital

96	b). Deterministic
97	c. Neutral network
98	b) Information
99	b. data mining
100	d. Encryption