

# Answer Key :Management

**Type: Management**

**1) Which management function involves setting objectives and determining actions to achieve them?**

**Options:**

- 1.Controlling
- 2.Planning
- 3.Staffing
- 4.Coordinating

**Correct Option: 2**

**Type: Management**

**2) A manager who resolves conflicts among team members is performing which managerial role?**

**Options:**

- 1.Figurehead
- 2.Monitor
- 3.Disturbance handler
- 4.Spokesperson

**Correct Option: 3**

**Type: Management**

**3) If demand changes significantly with a small change in price, the demand is said to be:**

**Options:**

- 1.Perfectly inelastic
- 2.Unitary elastic
- 3.Elastic
- 4.Inelastic

**Correct Option: 3**

**Type: Management**

**4) Maslow's hierarchy considers which need as the highest level?**

**Options:**

- 1.Safety needs
- 2.Social needs
- 3.Esteem needs
- 4.Self-actualization needs

**Correct Option: 4**

**Type: Management**

**5) A group formed to solve a specific organizational problem is called:**

**Options:**

- 1.Formal group
- 2.Command group
- 3.Task force
- 4.Friendship group

**Correct Option: 3**

**Type: Management**

**6) Transactional Analysis identifies how many ego states?**

**Options:**

- 1.Two
- 2.Three
- 3.Four
- 4.Five

**Correct Option: 2**

**Type: Management**

**7) Which tool measures organizational performance from financial and non-financial perspectives?**

**Options:**

- 1.PERT
- 2.Balanced Scorecard
- 3.Break-even chart
- 4.Gantt chart

**Correct Option: 2**

**Type: Management**

**8) A planned effort to improve organizational effectiveness is known as:**

**Options:**

- 1. Downsizing
- 2. Organization Development
- 3. Job Rotation
- 4. Collective Bargaining

**Correct Option: 2**

**Type: Management**

**9) Negotiation between employers and trade unions regarding employment conditions is called:**

**Options:**

- 1. Arbitration
- 2. Counselling
- 3. Collective bargaining
- 4. Conciliation

**Correct Option: 3**

**Type: Management**

**10) The ratio used to measure short-term liquidity is:**

**Options:**

- 1. Debt-equity ratio
- 2. Current ratio
- 3. Inventory turnover ratio
- 4. Return on investment

**Correct Option: 2**

**Type: Management**

**11) In marginal costing, fixed costs are treated as:**

**Options:**

- 1.Product costs
- 2.Direct costs
- 3.Period costs
- 4.Variable costs

**Correct Option: 3**

**Type: Management**

**12) A budget prepared from scratch every period is known as:**

**Options:**

- 1.Flexible budget
- 2.Master budget
- 3.Cash budget
- 4.Zero-base budget

**Correct Option: 4**

**Type: Management**

**13) Which capital budgeting technique considers the time value of money?**

**Options:**

- 1.Payback Period
- 2.Accounting Rate of Return
- 3.Net Present Value
- 4.Inventory Turnover

**Correct Option: 3**

**Type: Management**

**14) According to Walter's dividend model, dividend policy affects:**

**Options:**

- 1.Only taxation
- 2.Market value of shares
- 3.Labour productivity
- 4.Cost sheet preparation

**Correct Option: 2**

**Type: Management**

**15) A financial derivative giving the right but not obligation to buy an asset is called:**

**Options:**

- 1.Future contract
- 2.Forward contract
- 3.Option contract
- 4.Swap agreement

**Correct Option: 3**

**Type: Management**

**16) Which strategy involves adding new products to existing markets?**

**Options:**

- 1.Market penetration
- 2.Diversification
- 3.Product development
- 4.Retrenchment

**Correct Option: 3**

**Type: Management**

**17) The BCG matrix classifies business units based on:**

**Options:**

- 1.Profit and employee strength
- 2.Market growth and market share
- 3.Technology and innovation
- 4.Assets and liabilities

**Correct Option: 2**

**Type: Management**

**18) Which element of the marketing mix deals with distribution channels?**

**Options:**

- 1.Product
- 2.Price
- 3.Place
- 4.Promotion

**Correct Option: 3**

**Type: Management**

**19) Brand equity refers to:**

**Options:**

- 1.Physical assets of a company
- 2.Value added by a brand name
- 3.Employee satisfaction
- 4.Inventory turnover

**Correct Option: 2**

**Type: Management**

**20) Which supply chain driver focuses on storing goods?**

**Options:**

- 1.Transportation
- 2.Inventory
- 3.Information
- 4.Sourcing

**Correct Option: 2**

**Type: Management**

**21) CRM mainly focuses on:**

**Options:**

- 1.Reducing taxes
- 2.Building long-term customer relationships
- 3.Improving machinery
- 4.Eliminating branding

**Correct Option: 2**

**Type: Management**

**22) Which distribution is commonly used for continuous random variables?**

**Options:**

- 1. Binomial distribution
- 2. Poisson distribution
- 3. Normal distribution
- 4. Geometric distribution

**Correct Option: 3**

**Type: Management**

**23) The Chi-square test is mainly used for:**

**Options:**

- 1. Measuring liquidity
- 2. Testing association between variables
- 3. Forecasting sales
- 4. Cost allocation

**Correct Option: 2**

**Type: Management**

**24) ERP systems integrate:**

**Options:**

- 1. Only accounting functions
- 2. Different business functions into one system
- 3. Only HR activities
- 4. Only production processes

**Correct Option: 2**

**Type: Management**

**25) Foreign Direct Investment involves:**

**Options:**

- 1. Short-term loans only
- 2. Direct investment in foreign business operations
- 3. Export promotion only
- 4. Domestic borrowing

**Correct Option: 2**

**Type: Management**

**26) WTO mainly regulates:**

**Options:**

- 1.Domestic taxation
- 2.International trade rules
- 3.Employee training
- 4.Industrial disputes

**Correct Option: 2**

**Type: Management**

**27) DSS in management stands for:**

**Options:**

- 1.Decision Support System
- 2.Data Storage System
- 3.Direct Selling System
- 4.Digital Service Solution

**Correct Option: 1**

**Type: Management**

**28) A feasibility analysis evaluates:**

**Options:**

- 1.Only technical factors
- 2.Practical viability of a business idea
- 3.Only financial statements
- 4.Only market trends

**Correct Option: 2**

**Type: Management**

**29) Microfinance mainly provides:**

**Options:**

- 1.Large industrial loans

- 2.Small financial services to low-income groups
- 3.International grants
- 4.Equity shares only

**Correct Option: 2**

**Type: Management**

**30) Which institution mainly promotes small-scale industries in India?**

**Options:**

- 1.WTO
- 2.SIDBI
- 3.UNESCO
- 4.SEBI

**Correct Option: 2**