



Paper 1: Fundamentals of Economics and Management (FEM)

1. In addition to three Central problem of economy, the additional problem(s) raised by the Modern economists is / are
- (a) Are the resources fully utilized or not
 - (b) How efficient is the production and distribution system
 - (c) Whether the capacity to produce or grow is increasing or is static
 - (d) All the three

2. The table given below shows the demand and supply position of eggs at various prices

Price (₹Per dozen)	Daily Demand	Daily supply
16	3000	2300
17	2950	2350
18	2850	2475
19	2750	2525
20	2600	2600
21	2500	2650
22	2450	2700
23	2400	2750
24	2350	2800

What will be the equilibrium price

- (a) ₹19
 - (b) ₹20
 - (c) ₹21
 - (d) ₹23
3. In a closed economy savings are equal to at the equilibrium level of income.
- (a) Investments
 - (b) Wages
 - (c) Income-Investments
 - (d) Wages – Consumption
4. On the basis of the Keynesian model of output determination, a multiplier of 3 implies that
- (a) An increase in consumption by ₹3 will result in an increase in investment by Re. 1
 - (b) An increase in investment by Re. 1 will result in an increase in consumption by ₹3
 - (c) An increase in investment by Re. 1 will result in an increase in consumption by ₹2
 - (d) An increase in investment by Re. 1 will result in an increase in consumption by Re. 1
5. If the available workers are unaware of the jobs being offered and the employers are not aware of the available workers, such type on unemployment is called
- (a) Frictional unemployment
 - (b) Structural unemployment
 - (c) Disguised unemployment
 - (d) Demand pull unemployment.
6. In short run a monopolistic competition firm will be in equilibrium where
- (a) MR = curve intersect SMC curve from above
 - (b) MR curve intersect SMC curve from below
 - (c) MC = AR



- (d) MR curve intersect SMC from below and P is equal to or more than AVC
7. **Reverse Repo transaction means**
- (a) Sale of securities by the holder to the investor with the agreement to purchase them at a predetermined rate and date
 - (b) Sale or purchase of securities by the holder to the investor with the commitment to sell or purchase them at a predetermined rate and date
 - (c) Sale and purchase of securities by the holder to the investor with the agreement to purchase them at the prevailing rate and date
 - (d) Sale of securities by the holder to the investor with the agreement to purchase them at market driven rate
8. **Assume Samantha likes hot dogs and hamburgers equally, and the price of hamburgers (a normal good) declines. She will most likely purchase more hamburgers; this is**
- (a) a reflection of the income effect
 - (b) a reflection the substitution effect
 - (c) a reflection of the income and substitution effects
 - (d) None of above
9. **What will happen to the equilibrium price and quantity of peanut butter if peanuts increase in price and the price of jelly decreases?**
- (a) the equilibrium price and quantity increase
 - (b) the equilibrium price will fall and the equilibrium quantity will be indeterminate
 - (c) the equilibrium price will rise and the equilibrium quantity will be indeterminate
 - (d) None of above
10. **482. TRAI stands for**
- (a) Trans Communication Regulatory Authority of India
 - (b) Telecom Regulatory Authority of India
 - (c) Telegraphic Regulatory Authority of India
 - (d) Traffic Regulatory Authority of India.
11. **According to the text, the categories of antecedent conditions for conflict include all of the following except:**
- (a) communication.
 - (b) structure.
 - (c) group interaction.
 - (d) personal variables.
12. **Which of the following is/are pre-judgement(s) of the 'Hawthorne Studies?'**
- I. Perceived meaning and importance of the work determine the output.
 - II. Job performance depends on the individual worker.
 - III. Workplace culture sets its own production standards.
- (a) Only (I) above
 - (b) Only (II) above
 - (c) Only (III) above
 - (d) Both (II) and (III) above
13. **Many sophisticated techniques or tolls are useful in decision-making. Which of the following is a tool that helps managers figure out how much to produce and points out the relationship between revenues, costs, and profits?**
- (a) Marginal analysis
 - (b) Breakeven analysis



- (c) Ratio analysis
(d) Financial analysis
14. **Which step in Maslow's Hierarchy of Needs Theory deals with achieving one's potential?**
(a) Self-actualization
(b) Safety
(c) Esteem
(d) Physiological
15. **Needs such as training the group, setting standards and maintaining discipline, and appointing sub-leaders may be called**
(a) individual functions
(b) task functions
(c) team functions
(d) work functions
16. **Division of labor, authority hierarchy, formal selection, formal rules and regulations, impersonality, and career orientation are all features of:**
(a) Weber's ideal type bureaucracy.
(b) General administrative theory.
(c) Fayol's principles of management.
(d) Taylor's principles of management.
17. **Who studied the nature of specific jobs, and broke the tasks into basic work units with the end result providing the one right way to perform the job?**
(a) Douglas M. McGregor
(b) Frederick W. Taylor
(c) Henry L. Gantt
(d) Henry L. Gantt
18. **A group of employees with expertise in a variety of specialty areas who are brought together to work on a project or specific activity is a:**
(a) Cross functional team
(b) Self-managed team
(c) Virtual team
(d) Problem-solving team
19. **Virtual teams generally can perform the same functions and do the same things that other teams have traditionally accomplished. Many times, they can even be more efficient at tasks due to the establishment of systems and procedures, and acceptance of these by team members. Before this can happen, however, virtual teams must set the stage for effective interaction through all of the following except:**
(a) Share some personal information about themselves.
(b) Assign clear roles for their members.
(c) Recognize that eagerness and enthusiasm has no impact on team function.
(d) Be aware of any pessimists who may exist among them.
20. **The approach to organisations, structure and management which emphasises the formal structure, hierarchy of management, the technical requirements and the assumption of rational behaviour is.....**
(a) the contingency theory
(b) the contingency theory
(c) the systems approach
(d) the classical approach



Paper 2: Fundamentals of Accounting (FOA)

1. **If Office Equipment is purchased for cash, what effect will this transaction have on the financial position of the company?**
 - (a) There is no change in the Assets, Liabilities and Owners' Equity
 - (b) There is a decrease in Assets, increase in Liabilities and no change in Owners' Equity
 - (c) There is a decrease in Assets, no change in Liabilities and a decrease in Owners' Equity
 - (d) There is an increase in Assets, decrease in Liabilities and no change in Owners' Equity

2. **A few errors committed in Ahhiwalia's books of account are given below. State which errors would affect the Trial Balance.**
 - I. Sales of ₹950 to Ram completely omitted from books of account
 - II. Purchases of ₹720 from Shyam entered in the purchases journal as ₹700
 - III. Purchases Journal is overcast by ₹1,000
 - IV. Sales returns journal is undercast by ₹200
 - V. Amount paid to Agarwal wrongly posted to the debit to Mittal's account
 - VI. Bank overdraft shown under debit column in the Trial Balance
 - VII. Sales of ₹500 to Sadiq entered in sales journal as sales to Mushtaq
 - VIII. Wages paid for installation of machinery debited to wages account
 - (a) a, c and g
 - (b) c, d and f
 - (c) c, d, e and h
 - (d) c, d, f and h

3. **Bank reconciliation statement is a part of —**
 - (a) Cash book
 - (b) Trial balance
 - (c) Auditors report
 - (d) None of these

4. **The main objective of providing depreciation is to**
 - (a) Calculate the true profit
 - (b) Show the true financial position in the Balance Sheet
 - (c) Provide funds for replacement of fixed assets
 - (d) Both (a) and (b) above

5. **Which of the following factors are primarily considered to determine the economic life of an asset?**
 - (a) Passage of time, asset usage, and obsolescence
 - (b) Tax regulations and SEBI guidelines
 - (c) Tax regulations and asset usage
 - (d) SEBI guidelines and Asset usage

6. **Under the direct write-off method of recognizing a bad debt expense. Which of the following statements is/are true?**
 - (a) The bad debt expense is not matched with the related sales
 - (b) Revenue is overstated in the year of sales
 - (c) It violates the matching principle of accounting
 - (d) All of the above



7. **The balance of Revaluation Reserve pertaining to an asset that has been disposed off or retired can be transferred to**
- (a) General Reserve A/c
 - (b) Profit & Loss A/c
 - (c) Asset A/c
 - (d) Capital Reserve A/c
8. **Sundry debtors as per Trial Balance is ₹ 43,000 which includes ₹ 2,200 due from 'H' in respect of goods sent to him on approval basis, the cost price of which is ₹ 1,800. Rectification would involve:**
- (a) Adding ₹ 2,200 to closing stock
 - (b) Deducting ₹ 1,800 from closing stock and deducting ₹ 2,200 each from debtors and sales
 - (c) Adding ₹ 1,800 to closing stock and deducting ₹ 2,200 each from debtors and sales
 - (d) Deducting ₹ 1,800 from debtors
9. **Goods in stock worth ₹ 800 are destroyed by fire and the Insurance Co. is accepted the claim for ₹ 600. Adjustment would involve:**
- (a) Debit of ₹ 800 to Trading Account and credit of ₹ 600 and ₹ 200 to insurance company and Profit and Loss Account respectively
 - (b) Deduct the ₹ 800 from closing stock in the Trading Account
 - (c) Credit insurance company for ₹ 600
 - (d) Debit of ₹ 600 and ₹ 200 to insurance company and Profit and Loss Account respectively and credit of ₹ 800 to Trading Account
10. **Which of these documents is not required for Bank Reconciliation**
- (a) Bank column of Cash Book
 - (b) Bank Pass Book
 - (c) Bank Statement
 - (d) Trial Balance
11. **From the following details what will be the partners' commission?**
Net profit before charging partners' commission ₹65,000. Partners' commission @ 11% after charging such commission
- (a) 6441
 - (b) 5431
 - (c) 7654
 - (d) 9876
12. **In the books of the drawer, the accounting treatment involved on receipt of a bill of exchange duly accepted by the drawee is**
- i. **Debit Bills Receivable Account**
 - ii. **Debit Drawee's Account**
 - iii. **Credit Drawee's Account**
 - iv. **Credit Sales Account**
- (a) Only (i) above
 - (b) Both (ii) and (iv) above
 - (c) Both (i) and (iii) above



- (d) Both (i) and (iv) above
13. **All of the following are essential requirements of a good wage system EXCEPT:**
- (a) Reduced labor and overhead costs
 - (b) Reduced per unit variable costs
 - (c) Increased production
 - (d) Increased operating costs
14. **Good Job Plc makes one product which sells for ₹ 80 per unit. Fixed costs are ₹ 28,000 per month and marginal costs are ₹ 42 per unit. What sales level in units will provide a profit of ₹ 10,000?**
- (a) 350 units
 - (b) 667 units
 - (c) 1,000 units
 - (d) 1,350 units
15. **The FIFO inventory costing method (when using a perpetual inventory system) assumes that the cost of the earliest units purchased is allocated in which of the following ways?**
- (a) First to be allocated to the ending inventory
 - (b) Last to be allocated to the cost of goods sold
 - (c) Last to be allocated to the ending inventory
 - (d) First to be allocated to the cost of goods sold
16. **You are required to calculate number of units sold of ABC Fans Company for the first quarter of the year with the help of given information.**
- | | |
|---------------------------|------------|
| Inventory opening | |
| Finished goods (100 fans) | ₹ 43,000 |
| Direct material | ₹ 2,68,000 |
| Inventory closing | |
| Finished goods (200 fans) | Not known |
| Direct material | ₹ 1,67,000 |
| No of units manufactured | 567 units |
- (a) 300 units
 - (b) 767 units
 - (c) 467 units
 - (d) 667 units
17. **Which of the given statement is CORRECT for Indirect Labor?**
- (a) It is charged to factory over head account
 - (b) It is charged to work in process
 - (c) It is entire production
 - (d) It is charged to administrative expenses
18. **All the given statements regarding job cost sheets are incorrect EXCEPT:**
- a. Job cost sheet shows only direct materials cost on that specific job
 - b. Job cost sheet must show the selling costs associated with a specific job
 - c. Job cost sheet must show the administrative costs associated with a specific job
 - d. Job cost sheet shows direct materials cost, direct labour cost and factory overhead costs associated with a specific job
19. **Which of the following is TRUE regarding the use of blanket rate?**



- (a) The use of a single blanket rate makes the apportionment of overhead costs unnecessary
- (b) The use of a single blanket rate makes the apportionment of overhead costs necessary
- (c) The use of a single blanket rate makes the apportionment of overhead costs uniform
- (d) None of the given options

20. XYZ Ltd has the following data relating to its assembly plant in the year ended 31 December 2012:

	₹'000
Direct material costs	500
Direct labour cost	250
Assembly plant indirect costs	100

In addition, the stores department has total costs of ₹ 30,000 and spends 50% of its time servicing the assembly plant. There were 50,000 labour hours worked and 25,000 machine hours run in the assembly plant in 2012.

The overhead cost per direct labour hour was:

- (a) ₹ 2.0
- (b) ₹ 4.0
- (c) ₹ 2.3
- (d) ₹ 4.6

Paper 3: Fundamentals of Laws and Ethics (FLE)

1. **A contract without consideration is void. There are exceptions. Which one of the following exceptions is correct?**
 - (a) Promise to pay disputed debt
 - (b) Promise to pay time-barred
 - (c) Promise to pay time-barred debt which is in writing and signed
 - (d) Promise to pay any debt
2. **P renders some service to D at D's desire. After a month D promises to compensate P for the service rendered to him, it is a**
 - (a) Present consideration
 - (b) Past consideration
 - (c) Future consideration
 - (d) None of these
3. **A married woman is under no disability as regards capacity to contract**
 - (a) under English law only
 - (b) under Indian law only
 - (c) under both English and Indian laws
 - (d) for luxury only



- 4. When a person incurred expenses of ₹ 5000 for the necessities supplied to the minor, he can recover the said amount from the**
 - (a) Minor personally
 - (b) Property of the minor
 - (c) Property of his guardian
 - (d) None of these

- 5. If consent is not free due to coercion, undue influence, fraud, and misrepresentation then the agreement is:**
 - (a) Void
 - (b) Voidable
 - (c) Illegal
 - (d) Valid

- 6. A, while filling up the insurance application form, states his age as 25 believing it to be true. His actual age was 27. The Life Insurance Corporation issued a policy in his favour charging a lower premium than what it should have charged if the actual age had been given. This is a case of**
 - (a) Fraud
 - (b) Misrepresentation
 - (c) Undue influence
 - (d) Mistake of fact

- 7. Anticipatory breach of contract takes place when there is**
 - (a) Breach of contract when performance is actually due
 - (b) Breach of contract in the course of performance of the contract
 - (c) Breach of contract prior to the date of performance
 - (d) None of the above

- 8. 'Goods' as defined in Sale of Goods Act will include**
 - (a) rare coins, goodwill and money
 - (b) growing crops agreed to be severed before sale, old coins, and copyrights
 - (c) goodwill, copyright, patent and foreign currency
 - (d) both 'b' and 'c'

- 9. Where goods are bought by description from a seller who deals in goods of that description, what is the implied condition?**
 - (a) that goods shall be of merchantable quality
 - (b) that the buyer shall have reasonable opportunity of comparing the bulk with the sample
 - (c) the goods shall be in excellent quality
 - (d) the goods shall be free from defects

- 10. Under section 4 of the Indian Partnership Act, 1932, partnership is a:**
 - (a) Compulsory legal relationship
 - (b) Voluntarily legal relationship
 - (c) A relation arising from status
 - (d) A relation for a charitable purpose

- 11. For constituting a partnership within the meaning of section 4 of the Indian Partnership Act, 1932.**
 - (a) There has to be a business
 - (b) The business must be lawful



- (c) It may be temporary or permanent
(d) All the above
12. **In determining whether a group of persons is or is not a firm; or whether a person is or is not a partner in a firm, regard shall be had to the real relation between the parties. This is ascertained from:**
(a) All material facts of the case
(b) All relevant facts taken together
(c) All relevant provisions of Partnership Act
(d) The intention of the parties
13. **For what term of imprisonment an offender under section 138 of the Negotiable Instruments Act can be punished?**
(a) for a term which may extend to two years
(b) for a term which may extend to one year
(c) for a term not exceeding three years
(d) none of the above
14. **The provision of section 147 of the Negotiable Instruments Act, 1881, that every offence punishable under this Act shall be compoundable was inserted by the**
(a) amending Act of 1988
(b) amending Act of 1980
(c) amending Act of 2002
(d) none of the above
15. **An accident report shall be confirmed by the manager by sending a separate report in Form No. with details of number of person killed or injured to the inspector of factory.**
(a) 12
(b) 14
(c) 16
(d) 18
16. **Employees in the railways are entitled of Payment of Wages Act, 1936 who are drawing wages and salaries below**
(a) ₹2000/- a month
(b) ₹1800/- a month
(c) ₹1600/- a month
(d) ₹1400/- a month
17. **Under E.S.I, employer's contribution**
(a) 0.425
(b) 0.0450
(c) 0.0475
(d) 0.0485
18. **Creche is to be provided if or more lady employees are engaged.**
(a) 25
(b) 32
(c) 30
(d) 40
19. **Which of the following is not a reason for business to act ethically?**
(a) To protect its own interest and of the business community as a whole



- (b) To meet stakeholder expectations
- (c) To build trust with key stakeholder groups
- (d) To not protect their employees and their reputation

20. The idea of business ethics caught the attention of academics, media and business firms by the end of the.....
- (a) First world war
 - (b) Second world war
 - (c) Cold war
 - (d) None of the above

Paper 4: Fundamentals of Business Mathematics and Statistics (FBMS)

1. If $x^2 \propto yz, y^2 \propto zx, z^2 \propto xy$, then the product of three constant of variation is :
 - (a) 0
 - (b) 1
 - (c) 3
 - (d) xyz
2. In a public library 40% of the readers read Economic Times, 25% read Financial Express, 15 read both. If ne reader is selected at random, what is probability that he reads Economic Times, if it is known that he read Financial Express .
 - (a) 1/5
 - (b) 3/5
 - (c) 2/5
 - (d) 4/5
3. How many numbers can be formed between 100 to 1000 out of 1,3,4,7,8 without repetition of any number
 - (a) 60
 - (b) 84
 - (c) 120
 - (d) 92
4. If ${}^{2n+1}P_{n-1} : {}^{2n-1}P_n = 3 : 5$, then n :
 - (a) 4
 - (b) 6
 - (c) 5
 - (d) None of these



5. In an election, there are 5 candidates and among them only 3 are to be selected. A voter can give vote to any number of candidates not more than the numbers to be elected. Then the total number of voter may give his votes is equal to:
(a) 10
(b) 5
(c) 15
(d) None of these
6. In a football competition, there were 153 matches. A match occurs between two teams. The total number of teams took part in the competition is:
(a) 17
(b) 18
(c) 19
(d) None of these
7. If $f(x) = |x - 1| - x$, then $f(-5)$:
(a) 1
(b) -1
(c) 11
(d) None of these
8. For which value of X,Y $\frac{x}{4} + \frac{y}{5} - 6 = \frac{x}{2} + \frac{y}{3} - 11 = 0$ are equal to
(a) (1,2)
(b) (2,3)
(c) (6,1)
(d) (12,15)
9. From the regression equations $2x - 8y + 60 = 0$, $40x - 18y - 220 = 0$, the value of Mean X, Mean Y, b_{xy} , b_{yx} are
(a) (10,10,9/20,1/4)
(b) (11,18,19/20,2/5)
(c) 10,13,8/20,4/5)
(d) (10,17,15/20,1/5)
10. If coefficient of correlation between x and y is 0.5, standard deviation of x is 1.5, standard deviation of y = 3.0, Mean of X is 10, and Mean of Y = 8, the regression line of x on y is
(a) $x=0.25Y+8$
(b) $x=0.56Y + 9$
(c) $x=1.5Y - 106$
(d) $x = 0.3Y - 8$
11. Average rainfall = 26.7 cm, standard deviation of rainfall 4.6cm, Mean of Sugar crop = 508.4qt, Standard deviation of Sugar production = 36.8 qt. correlation = 0.6, the estimate of production of sugar in 2007 corresponding to the estimate of 32cm rainfall is
 $\sigma_x = 4$ $\bar{Y} = 20$ $\bar{X} = 25$, $r = 0.6$. Standard deviation of Y = 5
(a) 520qt



- (b) 533.84 qt
(c) 541.90qt
(d) 521qt
12. For which value of X,Y $\frac{X}{4} + \frac{Y}{5} - 6 = \frac{X}{2} + \frac{Y}{3} - 11 = 0$ are equal to
- (a) (1,2)
(b) (2,3)
(c) (6,1)
(d) (12,15)
13. A can't buy more than 100 qtl of raw material X and Y. X and Y can be related by which of the following inequalities.....
- (a) $(x+y=100)$
(b) $(x+y \leq 100)$
(c) $(x+y \geq 100)$
(d) $(x+y < 100)$
14. A wholesale dealer deals in only two items X & Y. Due to sluggish demand he cannot sell more than 50 and 100 pieces of X & Y respectively per day. If he has only ₹10,000 to invest and if the cost of each item is ₹50 and 40 respectively, this can be expressed in the following equation
- | | | | |
|---|---|---|--|
| (a) $x \leq 50$
$y \leq 100$
$50x + 40y \geq 10000$ | (b) $x \leq 50$
$y \geq 100$
$50x + 40y \leq 10000$ | (c) $x + y \leq 50$
$50x + 40y \leq 10000$ | (d) $x \leq 50, y \leq 100$
$150x + 40y \leq 10000$ |
|---|---|---|--|
15. Number of observations N=10
Mean X= 22, Mean Y=15, Sum of squared deviations of X from mean value = 120, Sum of squared deviation of Y from mean value=144. Sum of multiplication of deviation of X and Y =124
From the above details the coefficient of correlation will be
- (a) 0.78
(b) 0.87
(c) 0.65
(d) 0.43
16. If P is the price, x being the quantity demanded. The price elasticity of the demand curve, $10x=30-6p$ is equal to.....
- (a) $(3p/3x)$
(b) $(-3p/x)$
(c) $(-3p/5x)$
(d) $(5x/3)$
17. $\lim_{x \rightarrow \infty} \frac{(2x^3 - 5x^2 + 2x)}{(3x^3 - 2x^2 + 5x)} =$
- (a) 2/4
(b) (b) 2/3
(c) (c) 1/3
(d) (d) 0



18. A U shaped frequency curve can have

- (a) Maxima at both the ends only
- (b) No maxima
- (c) One maxima
- (d) More than one maxima

19. Calculate Median value from the following frequency distribution

X	4		5.5	6	6.5	7	7.5	8.0
	.5							
Y (Frequency)	4	3	14	28	23	35	8	10

- (a) 6.5
- (b) 6
- (c) 5.5
- (d) 7

20. The variance of a binomial distribution is measured by

- (a) np
- (b) $np(1 - p)$
- (c) pq
- (d) nq

Paper 1: Fundamentals of Economics and Management (FEM)

1.	d	2.	b	3.	a	4.	c	5.	a
6.	d	7.	b	8.	b	9.	c	10.	b
11.	c	12.	b	13.	b	14.	a	15.	c
16.	a	17.	b	18.	a	19.	c	20.	d



Paper 2: Fundamentals of Accounting (FOA)

1.	a	2.	b	3.	a	4.	b	5.	a
6.	d	7.	d	8.	c	9.	d	10.	d
11.	a	12.	c	13.	d	14.	c	15.	d
16.	c	17.	a	18.	d	19.	a	20.	c

Paper 3: Fundamentals of Laws and Ethics (FLE)

1.	c	2.	b	3.	c	4.	b	5.	b
6.	b	7.	c	8.	b	9.	a	10.	b
11.	d	12.	b	13.	a	14.	c	15.	d
16.	c	17.	c	18.	c	19.	d	20.	c

Paper 4: Fundamentals of Business Mathematics and Statistics (FBMS)

1.	b	2.	b	3.	a	4.	a	5.	d
6.	b	7.	c	8.	d	9.	a	10.	a
11.	b	12.	d	13.	b	14.	d	15.	a
16.	c	17.	b	18.	a	19.	a	20.	b