

Sample Questions -Management

General Management

1.If the EOQ for an item of inventory in a firm is 1000 units, the estimated demand for the term next year gets doubled, what shall be the revised EOQ next year, all other relevant costs remaining unchanged ?

- (A) 1000
- (B) 1414
- (C) 2000
- (D) None of the above

2. Which of the following facts are not correct in the context of India's relations with the WTO ?

- i. India has been the founder member of the GATT.
- ii. India has agreed to abide by the arrangement on the intellectual property rights.
- iii. Under the trade-related investment measures, India has already notified its stand.
- iv. India has agreed to allow entry to foreign service providers.
- v. The Indian government has amended the Civil Procedure Code for the benefit of foreign service providers.

Codes :

- (A) i and ii
- (B) ii and iii
- (C) iv only
- (D) v only

3. _____ means identifying and imitating the best in the world at specific tasks.

- (A) Quality circle
- (B) Bench marking
- (C) Strategy
- (D) Outsourcing

OB and HR

1. According to Organisational Culture Inventory (OCI), an organisation in which members are encouraged to work together in ways that meet higher order human needs is classified as having a _____ culture.

- (A) constructive
- (B) motivational

- (C) passive
- (D) high achievement

2. A formal explanation of the knowledge, skills, abilities, traits and other characteristics necessary for effective job performance is known as

- (A) Job Description
- (B) Job Analysis
- (C) Job Specification
- (D) Job Enrichment

Marketing

1. Pricing decisions are most complex at which stage of the product life cycle ?

- (A) Decline stage
- (B) Growth
- (C) Introduction
- (D) Maturity

2. Branding seeks

- (A) to differentiate the product
- (B) to charge differential price
- (C) to sell the product in different countries
- (D) to give attractive name to a product

Finance

1. Which one is not the item to be necessarily included in the report on Corporate Governance in the Annual Report of listed companies ?

- (A) Board of Directors
- (B) Audit Committee
- (C) Shareholders' Committee
- (D) All of the above

2. Which of the following is not one of the three fundamental methods of firm valuation?

- (A) Discounted Cash flow
- (B) Income or earnings - where the firm is valued on some multiple of accounting income or earnings.
- (C) Balance sheet - where the firm is valued in terms of its assets.
- (D) Market Share

Productions and Operations

1. Which of the following is not included in the Five-p model of transformation organisation used in the Production and Operations Management ?

- (A) People

- (B) Plant
- (C) Production
- (D) Programmes

2. Production function is not based on the assumption of the

- (A) Substitutability of inputs
- (B) Complementarity of inputs
- (C) Marketability of products
- (D) Specificity of inputs