

1. The concept of innovation in Entrepreneurship has been given by;
 - A) Philip Kotler
 - B) Peter F. Drucker
 - C) Joseph Schumpeter
 - D) David Ricardo
2. 'Entrepreneurship is a creative destruction' who has said so;
 - A) Henry Fayol
 - B) Peter F. Drucker
 - C) Joseph Schumpeter
 - D) F.W. Taylor
3. A brand is a;
 - A) Product Plan
 - B) Product cost
 - C) Quality
 - D) Product or service name
4. Who developed the 4Ps of marketing?
 - A) J.R. Betty
 - B) Hanson
 - C) Mc Carthy
 - D) Peter F. Drucker
5. Elements of promotion mix include;
 - i) Personal Selling
 - ii) Sales promotion
 - iii) Public relations
 - iv) Direct mail
 - v) Trade fairs and exhibitions
 - vi) Advertising
 Codes:
 - A) i, ii, iii and iv
 - B) ii, i, iv and v
 - C) iii, iv, v and vi
 - D) All of these
6. Tourism is an example of;
 - A) Primary Industry
 - B) Secondary Industry
 - C) Tertiary Industry
 - D) None of the above
7. Buying and selling of goods is called;
 - A) Industry
 - B) Trade
 - C) Commerce
 - D) None of these
8. CSR has been made mandatory under ;
 - A) Companies Amendment Act 2013
 - B) Companies Amendment Act 2016
 - C) Companies Amendment Act 2012
 - D) Companies Amendment Act 2015
9. In the PESTLE framework for environmental analysis what does the letter S stand for;
 - A) Socio-cultural
 - B) Society
 - C) Surroundings
 - D) Superior
10. Consumer Protection Act was enacted in;
 - A) 1976
 - B) 1986
 - C) 1996
 - D) 1966
11. Borrowing of external finances to increase return to common stockholders is called;
 - A) Trading on Equity
 - B) Trading on Loans
 - C) Capitalization of profits
 - D) None of these
12. The headquarter of IMF is located in;
 - A) Washington, D.C
 - B) Madrid
 - C) Italy
 - D) China
13. Which one of the following is also known as world Bank;
 - A) IBRD
 - B) Asian development bank
 - C) International Agriculture and Rural Development Bank
 - D) None of these
14. Which one of the following is not a current asset;
 - A) Cash
 - B) Debtors
 - C) Stock
 - D) Goodwill
15. Stock exchange is an example of;
 - A) Primary market
 - B) Secondary market
 - C) Money market
 - D) None of these
16. SEBI stands for;
 - A) Social environment board of India
 - B) Securities Exchange Board of India
 - C) Sales Exchange Board of India
 - D) None of these
17. The ideal debt-equity ratio is;
 - A) 1:1
 - B) 2:1
 - C) 5:1
 - D) 6:1
18. The cost of Air-Conditioning of the Manager's office will be a;
 - A) Capital expenditure
 - B) Revenue expenditure
 - C) Deferred revenue expenditure
 - D) None of these
19. Managerial Grid Model has been given by;
 - A) Robert R. Blake and Jane Mouton
 - B) Fiedler
 - C) William Ouchi
 - D) Adam Smith
20. An abstract of the material information of a project report that is placed in the beginning of the report is called;
 - A) Executive Summary
 - B) Administrative Summary
 - C) Statement of facts
 - D) Profile

33. The definition of partnership is contained in which of the following sections?
 A) Section 4 of partnership Act 1932
 B) Section 11 of partnership Act 1932
 C) Section 4 of partnership Act 1956
 D) Section 2 of partnership Act 1923
34. Which of the following is the advantage of sole proprietorship?
 A) Better control B) Quick decision
 C) Easy to form and shut D) All of above
35. Restriction on transfer of shares is a feature of;
 A) Public company B) Private company
 C) Both D) None of these
36. Which section of Indian Companies Act 1956 deals with right issue?
 A) Section 61 B) Section 71
 C) Section 81 D) Section 91
37. Which one of the following is an example of Debt Capital?
 A) Equity share capital
 B) Preference share Capital
 C) Debentures
 D) None of these
38. Dividends are usually paid as a percentage of ;
 A) Authorized shares capital
 B) Net profit
 C) Paid up capital
 D) Called up capital
39. After reissue of forfeited shares, the surplus if any is transferred to;
 A) Reserve Capital B) Capital Reserve
 C) Share Capital D) None of these
40. Dividend is paid to;
 A) Equity shareholders only
 B) Preference shareholders only
 C) Both Equity as well as preference shareholders
 D) Debenture holders
41. Who propounded the theory X and theory Y?
 A) McGregor B) Mayo
 C) Taylor D) Chris Argyris
42. Scientific Management is given by;
 A) Henry Fayol B) Michal Porter
 C) F.W. Taylor D) Elton Mayo
43. The number of subordinates working under a supervisor is called;
 A) Span of Management
 B) Line of Command
 C) Superior-Subordinate relation
 D) Unity of Direction
44. _____ is the first function of management;
 A) Planning
 B) Budgeting
 C) Controlling
 D) Organisation
45. Grapevine is also called as;
 A) Formal communication
 B) Informal communication
 C) Line of command
 D) None of the above
46. The theory in which lower needs order to higher needs is given by;
 A) Hertzberg
 B) Douglas Mc Gregor
 C) A.H. Maslow
 D) Victor Varoom
47. *Searching for prospective employees and stimulating them to apply for the job is called;*
 A) Selection B) Induction
 C) Interview D) Recruitment
48. B2B, B2C, C2B are types of;
 A) Network marketing
 B) E-commerce
 C) M-commerce
 D) Salesmanship
49. The word entrepreneurship is derived from the french word
 A) Entreprenre B) Entreprenur
 C) Entreprenurde D) Entropre
50. Who claimed that entrepreneurship requires no ordinary skill?
 A) Mill B) Smith
 C) Ricardo D) None of the above

21. Valuation of inventory is dealt with in;
 A) AS-1 B) AS-2
 C) AS-3 D) AS-4

22. Match List I with List II and select correct answer using the codes given below:

List I (Name of the Account/ Statement)	List II (Items to be shown)
a) Trading Account	I-Assets & Liabilities
b) Profit & Loss Account	II-Indirect expenses like salaries, rent, rates and taxes, interest etc.
c) Balance Sheet	III-Direct expenses like wages, dock dues, duties, freight etc.

Codes:

- | | a | b | c |
|----|-----|----|-----|
| A) | III | II | I |
| B) | III | I | II |
| C) | I | II | III |
| D) | II | I | III |

23. According to which of the following concepts, fixed assets are depreciated over their useful life rather than over a shorter period on the expectation of early liquidation?
 A) Cost concept
 B) Matching Concept
 C) Going concern concept
 D) Business entity concept

24. Match List I with List II and select the correct answer using the codes given below

List I	List II
a) Compensation errors Trading Account	I-Not recording a business transactions.
b) Errors of Omission	II-Charging a revenue item to capital
c) Error of Principle	III- Writing a debit item on the credit side and a credit item on the debit side of equal amount
d) Errors of Commission	IV-Posting a correct amount to wrong account.

Codes:

- | | a | b | c | d |
|----|-----|---|-----|-----|
| A) | III | I | IV | II |
| B) | II | I | IV | III |
| C) | III | I | II | IV |
| D) | II | I | III | IV |

25. Which of the following accounting equation is correct?
 A) Capital + Liabilities = Assets
 B) Capital = Assets + Liabilities
 C) Capital - Liabilities = Assets
 D) Capital + Assets = Liabilities

26. GAAP stands for?
 A) Generally accepted accounting principles
 B) General annual accounting principles
 C) General accepted accounting practices
 D) None of the above

27. Current assets include;
 A) Stores & Spare parts
 B) Stock in trade
 C) Sundry debtors
 D) All of the above

28. A balance sheet is also called as;
 A) Trial balance
 B) Trading account
 C) Position statement
 D) Loss of assets and liabilities

29. Gross working capital is;
 A) Fixed capital plus Net working capital
 B) Total current Assets
 C) Total liquid Assets
 D) Current Assets minus Current Liabilities

30. The profits of last three years are Rs.43,000/, Rs.38,000/- and Rs. 45,000/-. Find out the goodwill if it is valued at two years purchase of average profits;
 A) Rs. 42,000/- B) Rs.84,000/-
 C) Rs.81,000/- D) Rs.1,26,000/-

31. A company is legally born on the issuance of ;
 A) Certificate from attorney general of India
 B) Certificate of commencement of business
 C) Certificate of incorporation
 D) None of these

32. Minimum paid up share capital in case of a public company is _____
 A) 1 Lakh B) 3 Lakhs
 C) 5 Lakhs D) 10 Lakhs