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| Title * | Question Paper Answer Key |
| OES Exam * | GPSC05202503<br>Assistant Professors in Government College in Commerce<br>Completed<br>2025-09-28 |

1

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| **Question Description** | A textile exporter sells goods worth ₹10 crore to a European buyer, invoices payable in 90 days. He approaches a factoring company in India for immediate funds. The factor agrees to advance 80% of invoice value upfront at an interest of 12% p.a. If the buyer defaults after 90 days, under a **non-recourse factoring** agreement, who ultimately bears the loss? |
| **A** | The exporter, since he is responsible for collecting receivables. |
| **B** | The buyer, since default risk cannot be transferred to a factor. |
| **C** | The factor, since in non-recourse factoring the credit risk is transferred. |
| **D** | The RBI, since all international trade risks are underwritten by the central bank. |
| **E** | None of the above |
| **Correct Answer** | C |
| **Marks** | 1 |

| 2 | | |
|---|---|---|
| | **Question Description** | A diversified firm produces **two products**. Product A has a high contribution margin but low sales volume, while Product B has a low contribution margin but high sales volume. What is the most appropriate interpretation of its break-even point? |
| | **A** | The break-even point can be calculated for each product separately without considering their sales mix, since contribution margins differ. |
| | **B** | The overall break-even point depends on the weighted average contribution margin, which is determined by the relative sales mix of both products. |
| | **C** | Product A alone will determine the break-even point because its higher contribution margin dominates overall profitability. |
| | **D** | Break-even analysis is not applicable in multi-product firms, because different products make the calculation invalid. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

3

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| **Question Description** | Suppose a large infrastructure company in India has its bonds downgraded from **'AA-' to 'BB+'** by a leading credit rating agency. Which of the following **is the most significant implication** for institutional investors like mutual funds and insurance companies? |
| **A** | The downgrade has no material impact as long as interest is paid regularly. |
| **B** | The downgrade pushes the bond into "speculative grade," forcing several institutional investors to either mark down or liquidate their holdings. |
| **C** | The downgrade only affects retail investors, since institutional investors do not rely on credit ratings. |
| **D** | The downgrade improves the yield on the bond, making it more attractive to conservative investors. |
| **E** | None of the above |
| **Correct Answer** | B |
| **Marks** | 1 |

| 4 | | |
|---|---|---|
| | **Question Description** | Reliance Industries Ltd. (RIL) has a total market capitalization of ₹17 lakh crore. Of this, promoters and strategic investors hold 48% of shares, while the rest are available for public trading. Another company, Infosys Ltd., has a market cap of ₹6 lakh crore, with only 15% promoter holding. If both companies are constituents of Nifty 50 (a free-float market capitalization-weighted index), which of the following statements is most accurate? |
| | **A** | If both companies are constituents of Nifty 50 (a free-float market capitalization-weighted index), which of the following statements is most accurate? |
| | **B** | Reliance will have more weight in the Nifty 50 because its total market capitalization is higher, regardless of free-float. |
| | **C** | Infosys may have a relatively higher weight than its total market capitalization suggests, because its free-float percentage is significantly larger than Reliance’s. |
| | **D** | SEBI mandates that all companies are equally weighted in indices, so both Reliance and Infosys will carry equal weights. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 5 | | |
|---|---|---|
| | **Question Description** | Consider the following situations:<br><br>1. Fitting of bi-variate regression model.<br>2. Fitting of a polynomial growth model.<br>3. Fitting of a parametric probability function to an observed frequency distribution.<br><br>In which of the situations described above, the method of Least Squares is to be used? |
| | **A** | 1 and 2 only |
| | **B** | 1 and 3 only |
| | **C** | 2 and 3 only |
| | **D** | 1, 2 and 3 |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

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| 6 | **Question Description** | Which of the following best differentiates **training** from **development** in Human Resource Management? |
| | **A** | Training is future-oriented, while development is present-oriented. |
| | **B** | Training is job-specific and skill-focused, while development is broader and growth-focused. |
| | **C** | Training is concerned only with managerial staff, while development is concerned only with workers. |
| | **D** | Training is a one-time event, while development never requires repetition. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |
| 7 | **Question Description** | What happens to the standard deviation when one increases the frequencies in the two tails of a distribution? |
| | **A** | Standard deviation decreases |
| | **B** | Standard deviation is not affected |
| | **C** | Standard deviation increases |
| | **D** | Standard deviation is not affected as long as the increases are balanced on each side of the mean. |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 8 | | |
|---|---|---|
| | **Question Description** | Under which of the following conditions is a balance sheet said to be window dressed? |
| | **A** | When income is accounted for on accrual basis |
| | **B** | When prepaid expenses are considered and accounted for in the preparation of final accounts |
| | **C** | When an adequate provision for expenses and potential losses is not made |
| | **D** | When a provision for the probable loss is made in advance of its occurrence |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 9 | | |
|---|---|---|
| | **Question Description** | A manufacturing company faces a severe downturn. Sales prices have fallen below total cost, but they are still above variable cost per unit. Management is debating whether to shut down operations temporarily. Which is the most appropriate decision based on marginal costing principles? |
| | **A** | Shut down immediately, because any sales below total cost result in losses and harm shareholder wealth. |
| | **B** | Continue operations in the short run, because as long as the selling price covers variable costs, the firm contributes towards fixed costs and reduces losses. |
| | **C** | Shut down operations, because marginal costing ignores fixed costs, and therefore provides misleading guidance in crisis situations. |
| | **D** | Continue operations indefinitely, because once variable costs are covered, profitability will always follow in the long term. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 10 | | |
|---|---|---|
| | **Question Description** | Which of the following statements about **Responsibility Centers** is/are correct?<br><br>i. A Profit Center is responsible only for generating revenue, not for controlling costs.<br>ii. A Cost Center manager can be evaluated based on controllable cost variances.<br>iii. An Investment Center has the authority to make decisions affecting both profits and the assets employed.<br>iv. A Revenue Center is evaluated solely on the revenues it generates, without being accountable for costs. |
| | **A** | Only (ii) and (iii) are correct |
| | **B** | Only (i), (ii), and (iv) are correct |
| | **C** | Only (ii), (iii), and (iv) are correct |
| | **D** | All of the above are correct |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 11 | | |
|---|---|---|
| | **Question Description** | **Under SEBI's Issue of Capital and Disclosure Requirements (ICDR) Regulations (2024–25), which of the following statements about *Initial Public Offering (IPO) methods* is correct?** |
| | **A** | A company can conduct an IPO only through the Fixed Price Method. |
| | **B** | In a Book Building Issue, price discovery is based on bids within a specified price band. |
| | **C** | A company can freely decide its own minimum subscription limit in an IPO. |
| | **D** | Rights Issues and Bonus Issues are treated as part of IPOs under SEBI norms. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 12 | | |
|---|---|---|
| | **Question Description** | An Indian SME exporter uses **two-factor international factoring** to sell machinery to a buyer in Germany. Under this system, an Indian export factor collaborates with a German import factor. Which of the following BEST describes their roles? |
| | **A** | The Indian export factor handles financing, while the German import factor handles credit assessment and collection. |
| | **B** | The Indian export factor assumes full responsibility for buyer risk, while the German import factor merely transmits invoices. |
| | **C** | Both Indian and German factors jointly guarantee payment to the exporter, splitting credit risk equally. |
| | **D** | RBI directly regulates the German import factor to protect Indian exporters. |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 13 | | |
|---|---|---|
| | **Question Description** | In a sample survey, two terms “accuracy” and “precision” are used interchangeably. But they mean different things, therefore one should be cautious in their use.The following are the statements of caution:<br>1. ““Accuracy” means closeness of the estimate to the true value (absence of bias).<br>2. “Precision” means closeness of repeated estimates to each other and implies absence of bias. ← (this is false).<br>3. “Precision” is a better word than “Accuracy” for measuring accuracy of an estimate.<br>4. “Mean square error” is a better term to measure overall accuracy of an estimate, as it combines variance and bias.<br>Which of the statements given above are correct? |
| | **A** | 1, and 2 only |
| | **B** | 1 and 4 only |
| | **C** | 2, and 3 only |
| | **D** | 3 and 4 only |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |
| 14 | | |

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| **Question Description** | With SEBI's increasing emphasis on regulating algorithmic and high-frequency trading (HFT), consider the following scenario:<br><br>A large institutional investor wants to execute an order worth ₹500 crore in the equity segment. To minimize **market impact cost** and avoid **price slippage**, the firm evaluates three trading strategies—VWAP (Volume Weighted Average Price), Iceberg Orders, and Momentum Ignition.<br>**Which of the following BEST describes the implications of choosing one method over the others in the Indian markets under the current SEBI norms (2024-25)?** |
| **A** | **VWAP strategy** allows large orders to be broken into smaller trades in line with market volume, reducing slippage, but risks information leakage if order execution is prolonged. |
| **B** | **Iceberg Orders** help disguise the real order size by showing only a portion on the order book, complying with SEBI's norms, but may attract scrutiny if repeatedly used in illiquid stocks. |
| **C** | **Momentum Ignition** attempts to trigger rapid price moves to profit from volatility; however, SEBI considers this a manipulative practice and imposes strict penalties, including algorithm suspension. |
| **D** | **Manual execution** by dealers provides discretion but exposes the order to higher human bias, slower execution, and greater market impact compared to algorithmic tools. |
| **E** | None of the above |
| **Correct Answer** | A |
| **Marks** | 1 |

| 15 | | |
|---|---|---|
| | **Question Description** | A leading Indian fintech startup received **10,000 applications** for just **20 data analyst positions**. To handle the large volume, the HR manager first used **AI-based resume screening software** to shortlist 500 candidates, then conducted **online aptitude tests**, and finally proceeded with **structured interviews.**From an HR perspective, which stage in this process primarily reflects **recruitment** rather than selection? |
| | **A** | The use of AI-based resume screening software to filter 10,000 applications. |
| | **B** | The posting of job advertisements and inviting applications from potential candidates. |
| | **C** | The conduct of online aptitude tests to evaluate shortlisted candidates. |
| | **D** | The structured interviews with the top 100 shortlisted candidates. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 16 | | |
|---|---|---|
| | **Question Description** | A venture capital firm invested ₹100 crore in a fintech company in 2018. By 2025, the company has grown substantially, and the VC seeks exit. Which of the following is the **most viable exit route in India's current environment**? |
| | **A** | IPO on the SME platform or main board, depending on eligibility, to liquidate stake. |
| | **B** | Sale of stake to the original promoters, since SEBI mandates buyback for all VC exits. |
| | **C** | Liquidation of company assets, as this is the standard exit route for profitable start-ups. |
| | **D** | Conversion of VC stake into debt instruments for gradual redemption. |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 17 | | |
|---|---|---|
| | **Question Description** | Which of the following initiatives is part of India's strategy to enhance regional economic integration and global trade connectivity as of 2025? |
| | **A** | Withdrawal from all Free Trade Agreements (FTAs). |
| | **B** | Launch of the India-Middle East-Europe Economic Corridor (IMEC). |
| | **C** | Implementation of protectionist trade policies. |
| | **D** | Reduction of digital infrastructure investments. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 18 | | |
|---|---|---|
| | **Question Description** | The coefficient of correlation between the ages of husband and wife at the time of marriage for a given set of 100 couples is 0.72. Assume that all these couples survive to celebrate the silver jubilee of their marriage. What will be the coefficient of correlation at that point? |
| | **A** | > 0.72 but not equal to 1 |
| | **B** | <0.72 |
| | **C** | 0.72 |
| | **D** | 1 |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 19 | | |
|---|---|---|
| | **Question Description** | According to a certain TV broadcast station, the average number of violent incidents shown per episode of a TV series is 7. A researcher believes that this has increased in the last few years. A random sample of 16 recent episodes is selected which produced a sample mean of 7.5 violent incidents. Assume that the number of violent incidents follows a normal distribution and that the population standard deviation is 1.2. What would be the value of the test statistic in this case, if we were to perform a hypothesis test in order to test whether the researcher's belief is accurate or not? |
| | **A** | z = 1.67 |
| | **B** | t = 1.67 |
| | **C** | z =-1.67 |
| | **D** | t =-1.67 |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 20 | | |
|---|---|---|
| | **Question Description** | Fixed cost is the product of |
| | **A** | Break-even sales and margin of safety |
| | **B** | Sales and margin of safety |
| | **C** | Sales and profit-volume ratio |
| | **D** | Profit-volume ratio and break-even sales |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

| 21 | | |
|---|---|---|
| | **Question Description** | **Under SEBI's 2024–25 regulations, which of the following statements about Follow-on Public Offer (FPO) and Rights Issues is most accurate?** |
| | **A** | An FPO can only be made through the Fixed Price method, while Rights Issues must always be priced below the market value. |
| | **B** | Both FPOs and Rights Issues can use Book Building, but Rights Issues are reserved only for Qualified Institutional Buyers (QIBs). |
| | **C** | In an FPO, shares are offered to the general public, while in a Rights Issue, shares are offered to existing shareholders in proportion to their holdings. |
| | **D** | Rights Issues and FPOs are identical, as both provide new shares to the general public under SEBI's norms. |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 22 | | |
|---|---|---|
| | **Question Description** | A company prepared its annual fixed budget at 80% capacity. However, during the year, the company actually operated at 100% capacity. When comparing the actual performance with the budget, management noticed significant differences in cost figures. Which of the following best explains the limitation of using a fixed budget in this situation? |
| | **A** | A fixed budget does not adjust for actual activity levels, making comparisons with actual performance misleading. |
| | **B** | A fixed budget provides clear targets, but it may not reflect the resources actually consumed at different capacity levels. |
| | **C** | A fixed budget is more suitable for long-term strategic planning rather than short-term performance evaluation. |
| | **D** | A fixed budget automatically accounts for variations in activity levels, so differences are mainly due to inefficiency. |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 23 | | |
|---|---|---|
| | **Question Description** | Which of the following statements is **most appropriate** regarding the limitations of ratio analysis? |
| | **A** | Ratios eliminate the impact of window dressing in financial statements. |
| | **B** | Ratios provide absolute measures of a firm's financial health. |
| | **C** | Ratios are meaningful only when compared with standards, industry averages, or historical trends. |
| | **D** | Ratios are sufficient by themselves to evaluate the overall performance of a company. |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 24 | | |
|---|---|---|
| | **Question Description** | In a fertilizer experiment the does of fertilizer tried were 0, 20, 40, 60, and 80. Using the yield data, by principle of least squares, the following model was fitted:<br>$Y = 25 + 4.50 - 0.05F^2$ Where F is the fertilzer dose.<br>Whis one of the following is the best dose? |
| | **A** | 80 |
| | **B** | 60 |
| | **C** | 45 |
| | **D** | 40 |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 25 | | |
|---|---|---|
| | **Question Description** | Which of the following best explains the **difference between Product Mix and Marketing Mix**? |
| | **A** | Product Mix includes only product-line decisions, while Marketing Mix covers all controllable variables of marketing such as product, price, place, and promotion. |
| | **B** | Product Mix is concerned with how products are promoted, while Marketing Mix is concerned only with distribution and pricing. |
| | **C** | Product Mix is a future-oriented concept, while Marketing Mix is historical and focuses on past sales performance. |
| | **D** | Product Mix is a part of financial management, while Marketing Mix is part of production management. |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 26 | | |
|---|---|---|
| | **Question Description** | Akash Ltd. entered into a five-year lease agreement with Anuradha Enterprises. The lease term is 5 years and the monthly rental is Rs.1,000. Akash Ltd. granted the first nine months as rent-free inducement to Anuradha Enterprises. The lease agreement was signed on 1 June 2023; lease and rental payments commenced on 1 March 2024.<br>What rent expense should Anuradha Enterprises recognise in its financial statements for the year ended 31 March 2024? |
| | **A** | Rs. 1,000 |
| | **B** | Rs. 9,000 |
| | **C** | Rs. 10,200 |
| | **D** | Rs. 10,500 |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 27 | | |
|---|---|---|
| | **Question Description** | Research in management and social sciences is a systematic process, progressing through a sequence of interrelated steps. A sound understanding of this sequence is essential to ensure scientific validity and logical flow of inquiry.<br><br>Which of the following options correctly represents the **sequence of steps in the research process**? |
| | **A** | Reviewing related literature and theoretical framework - Identifying and defining the research problem - Preparing the research design - Formulating hypotheses or research questions - Collecting relevant data - Writing and presenting the research report - Analyzing and interpreting the data. |
| | **B** | Identifying and defining the research problem - Formulating hypotheses or research questions - Reviewing related literature and theoretical framework - Collecting relevant data - Preparing the research design - Writing and presenting the research report - Analyzing and interpreting the data. |
| | **C** | Identifying and defining the research problem - Reviewing related literature and theoretical framework - Formulating hypotheses or research questions - Preparing the research design - Collecting relevant data - Analyzing and interpreting the data - Writing and presenting the research report |
| | **D** | Formulating hypotheses or research questions - Reviewing related literature and theoretical framework - Identifying and defining the research problem - Preparing the research design - Analyzing and interpreting the data - Collecting relevant data - Writing and presenting the research report |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 28 | | |
|---|---|---|
| | **Question Description** | A large Indian PSU implemented a **360-Degree Feedback System** for its managers. After one year, it observed that while self-ratings were consistently **higher**, peer and subordinate ratings were relatively **lower**. Managers complained that the process was "time-consuming and politically influenced."Which conclusion can be most reasonably drawn? |
| | **A** | The 360-Degree Feedback failed because self-ratings should always match peer ratings. |
| | **B** | The system highlighted common appraisal challenges like self-enhancement bias and organizational politics. |
| | **C** | The system was ineffective and should be replaced with a confidential top-down appraisal system. |
| | **D** | The system failed because it could not measure technical skills of managers. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 29 | | |
|---|---|---|
| | **Question Description** | Which of the following statements is **false**? |
| | **A** | Going concern concept assumes that business will be carried on for a definite period |
| | **B** | The actual receipts or payments are not taken as the base under the accrual system |
| | **C** | The revenues/expenses are recognized if they belong to the relevant accounting period, irrespective of whether cash or cash equivalent is received/paid or not |
| | **D** | Inventories are valued at lower of cost or market value in recognition of conservatism concept |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| | | |
|---|---|---|
| 30 | **Question Description** | A retail investor in India invests ₹10 lakhs in a **debt mutual fund** with an average annual return of **7%.** The risk-free rate is **6%**, and the fund has a **Sharpe Ratio of 0.2**. Meanwhile, another equity mutual fund has an average annual return of **12%**, a standard deviation of **15%**, and the same risk-free rate.Which fund offers a better **risk-adjusted return**, and why? |
| | **A** | The debt fund, because it has stable returns and lower absolute risk. |
| | **B** | The equity fund, because its Sharpe ratio is higher, indicating better return per unit of risk. |
| | **C** | Both funds are equally good, since both beat the risk-free rate. |
| | **D** | The equity fund, because higher return always indicates better performance. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 31 | | |
|---|---|---|
| | **Question Description** | In management and social science research, a **research design** is considered the blueprint of inquiry, balancing validity, reliability, and feasibility. Which of the following best reflects the essence and role of research design? |
| | **A** | Research design is merely a set of instructions for data collection, focusing primarily on the tools such as questionnaires or interview schedules. It does not concern itself with the logical structure of research but only with operational efficiency. |
| | **B** | Research design provides a systematic plan that connects the research problem, objectives, methods, sampling, and analysis. It ensures that the evidence obtained enables the researcher to answer the research questions as unambiguously as possible. |
| | **C** | Research design is identical to the methodology of a study, as both deal with techniques of data collection and analysis. Therefore, choosing a methodology automatically defines the research design, leaving little scope for distinction between the two. |
| | **D** | Research design is a flexible and evolving framework that changes continuously as new data is collected. It does not need to be pre-specified, since qualitative and exploratory research thrives without predefined boundaries. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 32 | | |
|---|---|---|
| | **Question Description** | Unlike other asset classes, which statement BEST reflects the unique settlement practice of equities in India (2024–25)? |
| | **A** | Equity cash markets follow T+1 rolling settlement with demat delivery through NSDL/CDSL, making India the first large market globally to adopt T+1 fully. |
| | **B** | Government securities settle on a T+2 rolling basis through stock exchanges with no involvement of RBI or CCIL. |
| | **C** | Commodity derivatives in India are mandatorily cash-settled only, as SEBI has prohibited physical deliveries. |
| | **D** | Corporate bonds are not cleared through CCIL; instead, they are bilaterally settled between counterparties on T+5 basis. |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 33 | | |
|---|---|---|
| | **Question Description** | Mr. Ravi, an Indian citizen, left India for employment in Germany on **1st April 2024**. During the previous year 2024-25, he stayed in India for **60 days** before leaving. In the previous year 2025-26, he returns to India on **1st March 2026** and stays for **90 days**. Determine his residential status for the **Assessment Year 2026-27** under the Income Tax Act, 1961. |
| | **A** | Resident and Ordinarily Resident (ROR). Mr. Ravi qualifies as a resident because he was in India for more than 182 days cumulatively in 4 years. He is ordinarily resident since he has stayed in India for more than 730 days in the last 7 years. |
| | **B** | Resident but Not Ordinarily Resident (RNOR). He is resident as he was in India for 120 days in the previous year and has been resident in India for less than 2 out of 10 preceding years, qualifying as RNOR. |
| | **C** | Non-Resident (NR). Since he was outside India for employment most of the year, he does not qualify as resident. |
| | **D** | Resident and Ordinarily Resident (ROR). Being an Indian citizen automatically makes him ROR regardless of days stayed in India. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 34 | | |
|---|---|---|
| | **Question Description** | A hypothesis test is to be conducted to test whether a certain population mean is equal to or greater than 24.4. It is known that the population standard deviation is 7.6. A sample of size 60 is selected from the population and the sample mean is calculated as being 24.52. Assuming that the population follows a normal distribution, what is the value of the test statistic for this test? |
| | **A** | 1.14 |
| | **B** | 0.12 |
| | **C** | 2.16 |
| | **D** | -0.90 |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 35 | | |
|---|---|---|
| | **Question Description** | In a **Standard Costing System**, variable overhead is absorbed based on **standard hours for actual output**. For one month, the data is:<br>i. **Standard variable overhead rate:** ₹5 per hour<br>ii. **Standard hours per unit:** 2 hours<br>iii. **Budgeted output:** 500 units<br>iv. **Actual output:** 400 units<br>v. **Actual hours worked:** 900 hours<br>vi. **Actual variable overheads:** ₹4,600<br>Which statement most correctly reflects the **overhead variances**? |
| | **A** | Variable overhead efficiency variance is favorable, since fewer hours were worked than standard hours for actual output. |
| | **B** | Variable overhead expenditure variance is favorable, as actual variable overheads are lower than absorbed. |
| | **C** | Both efficiency and expenditure variances are adverse, leading to an overall adverse variance. |
| | **D** | The efficiency variance is adverse, but the expenditure variance is favorable, and net result is near neutral. |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

| 36 | | |
|---|---|---|
| | **Question Description** | Mr. Suresh, a resident Indian, owns a 10-acre farmland in Maharashtra. During FY 2024-25, he earned ₹4,00,000 from the sale of sugarcane and ₹1,00,000 from selling processed jaggery prepared from the sugarcane. Additionally, he received ₹60,000 as rent from a portion of his land leased for growing vegetables. The land is located 15 km from the nearest municipal boundary. Determine the taxability of Mr. Suresh's income under the Income Tax Act, 1961. |
| | **A** | Fully Taxable – Income from jaggery processing and the rental portion is fully taxable because processing transforms agricultural produce, which no longer qualifies as exempt. The exemption is restricted only to raw agricultural produce, even if derived from the same land. |
| | **B** | Fully Exempt – Entire income, including sale of jaggery, sugarcane, and rent, is exempt under Section 10(1) as the activities are incidental to agriculture. Even though the land is near an urban area, it still qualifies as agricultural land for tax purposes. |
| | **C** | Partially Exempt – Only the income from raw sugarcane and agricultural rent is exempt, whereas income from jaggery processing is taxable under "Income from Business or Profession," as the processing constitutes a separate commercial activity. Therefore, ₹4,60,000 is exempt, ₹1,00,000 is taxable. |
| | **D** | Partially Exempt – Income from sugarcane is exempt, but rent from land used for vegetables is taxable, as leasing land is treated as “income from other sources” when the lease involves active management. Jaggery income is also exempt if no mechanized processing is involved. |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 37 | | |
|---|---|---|
| | **Question Description** | An investor holds two Indian stocks: **Tata Steel** and **HDFC Bank**. Tata Steel's returns are highly correlated with commodity prices, while HDFC Bank's returns are correlated with interest rate movements. Which statement is **most accurate** regarding risk and return? |
| | **A** | Holding both stocks significantly reduces unsystematic risk, as their performance drivers are different. |
| | **B** | Holding both stocks eliminates systematic risk because of sectoral diversification. |
| | **C** | Diversification between these two stocks reduces total risk to zero since they are not perfectly correlated. |
| | **D** | The portfolio will still be exposed to systematic risk, though unsystematic risk may be reduced. |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

| 38 | | |
|---|---|---|
| | **Question Description** | On 12th June 2025, an institutional investor sells 5 lakh shares of Company X at ₹1,000 each on NSE. The trade is supposed to settle on **T+1 (13th June 2025)**. The seller's broker, however, fails to deliver 2 lakh shares due to a technical mismatch in demat accounts.<br><br>As per SEBI's settlement framework and clearing corporation norms (NSCCL), how will this short-delivery be handled? |
| | **A** | The clearing corporation cancels the entire trade, as settlement cannot be partially honored. |
| | **B** | The clearing corporation conducts an auction on T+2 to procure the short-delivered shares and deliver them to the buyer, with penalties levied on the defaulting broker. |
| | **C** | The clearing corporation allows the buyer to receive cash compensation equal to the shortfall, based on previous closing price, without auction. |
| | **D** | The exchange gives additional grace period of two trading days to the broker to arrange securities and fulfill the delivery. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 39 | | |
|---|---|---|
| | **Question Description** | Which of the following best explains the difference between **Net Present Value (NPV)** and **Internal Rate of Return (IRR)** in the context of capital budgeting decisions in India? |
| | **A** | NPV assumes reinvestment of interim cash flows at the IRR, while IRR assumes reinvestment at the cost of capital. |
| | **B** | NPV assumes reinvestment of interim cash flows at the cost of capital, while IRR assumes reinvestment at the IRR. |
| | **C** | Both NPV and IRR assume reinvestment at the risk-free rate of return. |
| | **D** | IRR and NPV assume reinvestment at the Weighted Average Cost of Capital (WACC). |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 40 | | |
|---|---|---|
| | **Question Description** | I n the context of financial statement analysis, which of the following highlights a **genuine limitation** of Indian Accounting Standards (Ind-AS) when compared with IFRS/US GAAP? |
| | **A** | Ind-AS requires disclosure of segment reporting in line with “management approach,” whereas IFRS does not mandate it, making Indian firms less transparent than global peers. |
| | **B** | Ind-AS provides certain flexibility in the treatment and measurement of financial instruments, which can reduce the comparability of Indian firms with global companies following IFRS/US GAAP. |
| | **C** | Ind-AS mandates that all assets must be reported strictly at fair value, while IFRS prohibits fair value accounting, thus creating fundamental differences that hinder comparability. |
| | **D** | Ind-AS prescribes that cash flow statements must be prepared only using the direct method, while IFRS requires the indirect method, which causes inconsistencies in presentation across markets. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 41 | | |
|---|---|---|
| | **Question Description** | A student conducted a study and reported that the 95 % confidence interval for the population mean was (46; 54). He was sure that the population standard deviation was 16. What was the sample size (rounded up to the nearest whole number) used to calculate this confidence interval? |
| | **A** | 62 |
| | **B** | 97 |
| | **C** | 110 |
| | **D** | 30 |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 42 | | |
|---|---|---|
| | **Question Description** | **The Foreign Exchange Management (Amendment) Regulations 2025 introduced stricter measures for large-value export and import transactions. Which of the following is a key provision under these regulations?** |
| | **A** | Export proceeds over ₹25 crore must be realized within 30 days. |
| | **B** | Import advances above ₹25 crore must be backed by a standby Letter of Credit or a guarantee. |
| | **C** | Exporters are exempt from providing any documentation for large transactions. |
| | **D** | Importers can settle payments in foreign currencies without any restrictions. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 43 | Question Description | Which of the following statements best differentiates **Recruitment** from **Selection** in the context of Indian organizations? |
|---|---|---|
| | **A** | Recruitment is a negative process of rejecting unsuitable candidates, while Selection is a positive process of attracting candidates. |
| | **B** | Recruitment is a positive process of attracting a pool of candidates, while Selection is a negative process of choosing by eliminating unsuitable candidates. |
| | **C** | Recruitment involves only external sources of manpower, while Selection involves only internal sources of manpower. |
| | **D** | Recruitment is carried out only by HR managers, while Selection is carried out by line managers. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 44 | | |
|---|---|---|
| | **Question Description** | The following question consists of two statements, one labelled as the “Assertion (A)” and the other as “Reason (R)”. You are to examine these statements carefully and select the correct answer to these items using the code given below:<br>**Assertion (A)** : **Wald’s Sequential Probability Ratio** trest is a non-parametric test.<br>**Reason ( R) :** The boundary constants A and B do not depend on the form of the underlying distributions |
| | **A** | Both A and R are individually true and R is the correct explanation of A. |
| | **B** | Both A and R are individually true but R is not the correct explanation of A. |
| | **C** | A is true but R is false. |
| | **D** | A is false but R is true. |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

45

| | |
|---|---|
| **Question Description** | An FMCG company introduces a new organic shampoo in the Indian market. Sales are high in Tier-1 cities but stagnant in Tier-2 towns. As the Marketing Manager, which consumer behavior factor should you prioritize analyzing? |
| **A** | Post-purchase dissonance |
| **B** | Cultural influences on consumption |
| **C** | Role of reference groups |
| **D** | Maslow's hierarchy of needs |
| **E** | None of the above |
| **Correct Answer** | B |
| **Marks** | 1 |

46

| | |
|---|---|
| **Question Description** | A firm reports a **Return on Equity (ROE) of 25%**, driven by the following:<br>i. **Net Profit Margin:** 5%<br>ii. **Asset Turnover:** 2.0<br>iii. **Equity Multiplier:** 2.5<br>Which of the following best captures the **real insight** from this DuPont breakdown? |
| **A** | The high ROE is primarily a result of strong operating efficiency, since a net margin of 5% is much higher than industry average. |
| **B** | The firm's ROE is heavily influenced by financial leverage (equity multiplier), making sustainability and risk profile a key concern. |

| | |
|---|---|
| **C** | The ROE is stable and safe because the DuPont model always balances profitability, efficiency, and leverage equally. |
| **D** | ROE is high due to asset turnover, but this suggests the company is under-utilizing leverage and could further increase ROE by borrowing more. |
| **E** | None of the above |
| **Correct Answer** | B |
| **Marks** | 1 |

47

| | |
|---|---|
| **Question Description** | In the Indian e-commerce market, the dominance of Amazon and Flipkart has led to the emergence of niche players like Nykaa and Lenskart. Which marketing strategy concept best explains this phenomenon? |
| **A** | Market Cannibalization |
| **B** | Blue Ocean Strategy |
| **C** | Micro-segmentation |
| **D** | Disruptive Innovation |
| **E** | None of the above |
| **Correct Answer** | C |
| **Marks** | 1 |

| 48 | | |
|---|---|---|
| | **Question Description** | Which of the following best describes the GST rate structure introduced in India under the GST 2.0 reforms effective from September 22, 2025? |
| | **A** | A four-tier tax structure with rates of 5%, 12%, 18%, and 28% to cover all goods and services. |
| | **B** | A simplified three-tier tax structure with rates of 5%, 18%, and 40%, focusing on essentials, standard goods, and luxury/sin items. |
| | **C** | A single tax rate of 18% applicable to all goods and services, eliminating the need for multiple slabs. |
| | **D** | A dual tax rate system of 10% for essentials and 20% for all other goods and services, aiming for uniformity. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 49 | | |
|---|---|---|
| | **Question Description** | A popular Indian FMCG company launches a new **organic shampoo** at a premium price. It chooses **exclusive distribution through high-end retail outlets** in Tier-1 cities and promotes the product heavily using **Instagram influencers and celebrity endorsements**.In terms of the Marketing Mix, which of the following interpretations is most accurate? |
| | **A** | The company is using a **skimming pricing strategy**, selective placement, and promotional pull tactics to build a niche brand. |
| | **B** | The company is using a **penetration pricing strategy**, mass placement, and direct sales force promotion to capture a large rural market. |
| | **C** | The company is using a **cost-plus pricing strategy**, supply-driven placement, and promotional push tactics. |
| | **D** | The company is using a **discount-based pricing strategy**, universal placement, and mass advertising on traditional media. |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

50

| | |
|---|---|
| **Question Description** | Which of the following statements is **NOT correct**? |
| **A** | When an interval estimate is associated with a degree of confidence that it actually includes the population parameter of interest, it is referred to as a confidence interval |
| **B** | If the population mean and population standard deviation are both known, one can make probability statements about individual x values taken from the population |
| **C** | If the population mean and population standard deviation are both known, one can use the central limit theorem and make probability statements about the means of samples taken from the population |
| **D** | when sample data are used for estimating a population mean, sampling error will not be present since the observed sample statistic will not differ from the actual value of the population parameter. |
| **E** | None of the above |
| **Correct Answer** | D |
| **Marks** | 1 |

51

| | |
|---|---|
| **Comprehension** | READ THE PASSAGE AND ANSWER THE QUESTIONS:<br><br>The vastness of the universe, with its billions of galaxies and innumerable stars, fuels ongoing speculation about the existence of extraterrestrial life. Astrobiology, the scientific discipline dedicated to studying life's potential beyond Earth, integrates astronomy, biology, and geology to explore this profound question. Despite decades of observation and advances in space exploration, definitive evidence of alien life remains elusive. However, discoveries of extremophiles on Earth — organisms thriving in conditions previously thought uninhabitable — expand the conceivable habitats where life might exist elsewhere. Furthermore, the identification of exoplanets within habitable zones around distant stars has intensified the search for biosignatures indicative of life. The Fermi Paradox, highlighting the contradiction between the high probability of extraterrestrial civilizations and the lack of contact, emphasizes the complexities of this quest. Reasons for the paradox range from the rarity of advanced life to limits on interstellar communication or travel. As technology progresses, initiatives like the Search for Extraterrestrial Intelligence (SETI) and upcoming space missions aim to unravel these cosmic mysteries, underscoring humanity's profound curiosity about our place in the cosmos. |
| **Question Description** | What is the primary focus of astrobiology as mentioned in the passage? |
| **A** | Exploring interstellar travel possibilities |
| **B** | Studying life's potential beyond Earth by integrating several scientific fields |
| **C** | Contacting alien civilizations directly |
| **D** | Cataloging planets in the solar system |
| **E** | None of the above |
| **Correct Answer** | B |
| **Marks** | 1 |

52

| | |
|---|---|
| **Comprehension** | READ THE PASSAGE AND ANSWER THE QUESTIONS:<br><br>The vastness of the universe, with its billions of galaxies and innumerable stars, fuels ongoing speculation about the existence of extraterrestrial life. Astrobiology, the scientific discipline dedicated to studying life's potential beyond Earth, integrates astronomy, biology, and geology to explore this profound question. Despite decades of observation and advances in space exploration, definitive evidence of alien life remains elusive. However, discoveries of extremophiles on Earth — organisms thriving in conditions previously thought uninhabitable — expand the conceivable habitats where life might exist elsewhere. Furthermore, the identification of exoplanets within habitable zones around distant stars has intensified the search for biosignatures indicative of life. The Fermi Paradox, highlighting the contradiction between the high probability of extraterrestrial civilizations and the lack of contact, emphasizes the complexities of this quest. Reasons for the paradox range from the rarity of advanced life to limits on interstellar communication or travel. As technology progresses, initiatives like the Search for Extraterrestrial Intelligence (SETI) and upcoming space missions aim to unravel these cosmic mysteries, underscoring humanity's profound curiosity about our place in the cosmos. |
| **Question Description** | How do extremophiles discovered on Earth contribute to the search for extraterrestrial life? |
| **A** | They prove aliens exist on Earth |
| **B** | They show life can exist in harsh environments |
| **C** | They disprove life beyond Earth is possible |
| **D** | They confuse scientists about possible life forms |
| **E** | None of the above |
| **Correct Answer** | B |
| **Marks** | 1 |

| 53 | | |
|---|---|---|
| | **Comprehension** | READ THE PASSAGE AND ANSWER THE QUESTIONS:<br><br>The vastness of the universe, with its billions of galaxies and innumerable stars, fuels ongoing speculation about the existence of extraterrestrial life. Astrobiology, the scientific discipline dedicated to studying life's potential beyond Earth, integrates astronomy, biology, and geology to explore this profound question. Despite decades of observation and advances in space exploration, definitive evidence of alien life remains elusive. However, discoveries of extremophiles on Earth — organisms thriving in conditions previously thought uninhabitable — expand the conceivable habitats where life might exist elsewhere. Furthermore, the identification of exoplanets within habitable zones around distant stars has intensified the search for biosignatures indicative of life. The Fermi Paradox, highlighting the contradiction between the high probability of extraterrestrial civilizations and the lack of contact, emphasizes the complexities of this quest. Reasons for the paradox range from the rarity of advanced life to limits on interstellar communication or travel. As technology progresses, initiatives like the Search for Extraterrestrial Intelligence (SETI) and upcoming space missions aim to unravel these cosmic mysteries, underscoring humanity's profound curiosity about our place in the cosmos. |
| | **Question Description** | What does the Fermi Paradox highlight? |
| | **A** | The abundance of alien signals detected |
| | **B** | The contradiction between probable alien civilizations and no contact |
| | **C** | The ease of interstellar travel |
| | **D** | The rarity of planets in the universe |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 54 | | |
|---|---|---|
| | **Comprehension** | READ THE PASSAGE AND ANSWER THE QUESTIONS:<br><br>The vastness of the universe, with its billions of galaxies and innumerable stars, fuels ongoing speculation about the existence of extraterrestrial life. Astrobiology, the scientific discipline dedicated to studying life's potential beyond Earth, integrates astronomy, biology, and geology to explore this profound question. Despite decades of observation and advances in space exploration, definitive evidence of alien life remains elusive. However, discoveries of extremophiles on Earth — organisms thriving in conditions previously thought uninhabitable — expand the conceivable habitats where life might exist elsewhere. Furthermore, the identification of exoplanets within habitable zones around distant stars has intensified the search for biosignatures indicative of life. The Fermi Paradox, highlighting the contradiction between the high probability of extraterrestrial civilizations and the lack of contact, emphasizes the complexities of this quest. Reasons for the paradox range from the rarity of advanced life to limits on interstellar communication or travel. As technology progresses, initiatives like the Search for Extraterrestrial Intelligence (SETI) and upcoming space missions aim to unravel these cosmic mysteries, underscoring humanity's profound curiosity about our place in the cosmos. |
| | **Question Description** | Which of the following is NOT cited as a potential reason for the Fermi Paradox? |
| | **A** | Rarity of advanced life |
| | **B** | Limitations of interstellar communication |
| | **C** | Human preference for solitude |
| | **D** | Limits on interstellar travel |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |
| 55 | | |

| | |
|---|---|
| **Comprehension** | READ THE PASSAGE AND ANSWER THE QUESTIONS:<br><br>The vastness of the universe, with its billions of galaxies and innumerable stars, fuels ongoing speculation about the existence of extraterrestrial life. Astrobiology, the scientific discipline dedicated to studying life's potential beyond Earth, integrates astronomy, biology, and geology to explore this profound question. Despite decades of observation and advances in space exploration, definitive evidence of alien life remains elusive. However, discoveries of extremophiles on Earth — organisms thriving in conditions previously thought uninhabitable — expand the conceivable habitats where life might exist elsewhere. Furthermore, the identification of exoplanets within habitable zones around distant stars has intensified the search for biosignatures indicative of life. The Fermi Paradox, highlighting the contradiction between the high probability of extraterrestrial civilizations and the lack of contact, emphasizes the complexities of this quest. Reasons for the paradox range from the rarity of advanced life to limits on interstellar communication or travel. As technology progresses, initiatives like the Search for Extraterrestrial Intelligence (SETI) and upcoming space missions aim to unravel these cosmic mysteries, underscoring humanity's profound curiosity about our place in the cosmos. |
| **Question Description** | What future efforts are described as aiming to unravel the mysteries of alien life? |
| **A** | More speculative fiction writing |
| **B** | Initiatives like SETI and upcoming space missions |
| **C** | Increasing science fiction movies |
| **D** | Reducing space funding |
| **E** | None of the above |
| **Correct Answer** | B |
| **Marks** | 1 |

| 56 | | |
|---|---|---|
| | **Question Description** | Where was India's first mobile tempered glass factory inaugurated in 2025? |
| | **A** | Noida |
| | **B** | Pune |
| | **C** | Bengaluru |
| | **D** | Hyderabad |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 57 | | |
|---|---|---|
| | **Question Description** | Where was the “Semicon India 2025” conference held in September 2025? |
| | **A** | New Delhi |
| | **B** | Chennai |
| | **C** | Bengaluru |
| | **D** | Pune |
| | **E** | None of the above |
| | **Correct Answer** | A |
| | **Marks** | 1 |

| 58 | | |
|---|---|---|
| | **Question Description** | Recently which Indian ministry released “Ease of Living Index” ranking cities for urban quality of life? |
| | **A** | Ministry of Agriculture. |
| | **B** | Ministry of Housing and Urban Affairs. |
| | **C** | Ministry of town planning. |
| | **D** | Ministry of Education. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 59 | | |
|---|---|---|
| | **Question Description** | In which state was India’s first Vulture Conservation Portal launched? |
| | **A** | Madhya Pradesh |
| | **B** | Assam |
| | **C** | Rajasthan |
| | **D** | Gujarat |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

60

| | |
|---|---|
| **Question Description** | Which Indian state has announced plans to establish a space city and two defence hubs with a combined investment of ₹3,400 crore? |
| **A** | Andhra Pradesh |
| **B** | Telangana |
| **C** | Karnataka |
| **D** | Tamil Nadu |
| **E** | None of the above |
| **Correct Answer** | A |
| **Marks** | 1 |

61

| | |
|---|---|
| **Question Description** | What new campaign by Goa Tourism was honored with an Excellence Award in August 2025? |
| **A** | Goa Nightlife Revival |
| **B** | Goa Heritage Walks |
| **C** | Goa Beyond Beaches |
| **D** | Green Goa Initiative |
| **E** | None of the above |
| **Correct Answer** | C |
| **Marks** | 1 |

| 62 | | |
|---|---|---|
| | **Question Description** | What academic calendar change has Goa’s education department proposed starting in 2025? |
| | **A** | Division into three semesters |
| | **B** | Academic year starting in April |
| | **C** | School days reduced to three a week |
| | **D** | Exams only in November |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

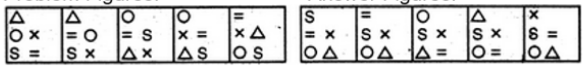
| 63 | | |
|---|---|---|
| | **Question Description** | Which prominent tournament marked Goa’s top domestic cricket league in March-April 2025, featuring teams competing in a round-robin format? |
| | **A** | Goa 20-20 League |
| | **B** | Goa Cricket League |
| | **C** | Goa Premier League |
| | **D** | Vedant XI Trophy |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

64

| | |
|---|---|
| **Question Description** | The Kaushalya Dam, important for flood control and water supply, is located in which Indian state? |
| **A** | Haryana |
| **B** | Maharashtra |
| **C** | Punjab |
| **D** | Tamil Nadu |
| **E** | None of the above |
| **Correct Answer** | A |
| **Marks** | 1 |

65

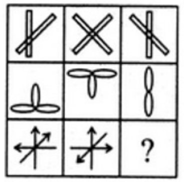
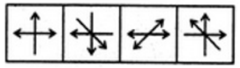
| | |
|---|---|
| **Question Description** | Punatsangchhu-II Hydroelectric Project is a major India-supported initiative in which country? |
| **A** | Nepal |
| **B** | Bangladesh |
| **C** | Bhutan |
| **D** | Myanmar |
| **E** | None of the above |
| **Correct Answer** | C |
| **Marks** | 1 |

| 66 | | |
|---|---|---|
| | **Question Description** | Select a figure from amongst the Answer Figures which will continue the same series as established by the five Problem Figures.<br>Problem Figures: Answer Figures:<br><br>(A) (B) (C) (D) (E) (1) (2) (3) (4) (5) |
| | **A** | 1 |
| | **B** | 2 |
| | **C** | 3 |
| | **D** | 4 |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 67 | | |
|---|---|---|
| | **Question Description** | Each question presents a situation and asks you to make a judgment regarding that particular circumstance. Choose an answer based on given information.<br>Rita, an accomplished pastry chef who is well known for her artistic and exquisite wedding cakes, opened a bakery one year ago and is surprised that business has been so slow. A consultant she hired to conduct market research has reported that the local population doesn't think of her shop as one they would visit on a daily basis but rather a place they'd visit if they were celebrating a special occasion. Which of the following strategies should Rita employ to increase her daily business? |
| | **A** | making coupons available that entitle the coupon holder to receive a 25% discount on wedding, anniversary, or birthday cakes |
| | **B** | exhibiting at the next Bridal Expo and having pieces of one of her wedding cakes available for tasting |
| | **C** | placing a series of ads in the local newspaper that advertise the wide array of breads |
| | **D** | moving the bakery to the other side of town |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 68 | | |
|---|---|---|
| | **Question Description** | The length of the bridge, which a train 130 metres long and travelling at 45 km/hr can cross in 30 seconds, is: |
| | **A** | 200 m |
| | **B** | 225 m |
| | **C** | 245 m |
| | **D** | 250 m |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 69 | | |
|---|---|---|
| | **Question Description** | Two statements numbered I and II are given. There may be cause and effect relationship between the two statements. These two statements may be the effect of the same cause or independent causes. These statements may be independent causes without having any relationship. Read both the statements in each question and mark your answer as<br>**Statements:**<br>I. Rural and semi-urban areas in the country have been suffering due to load shedding for quite some time.<br>II. If the Government is not able to overcome the power crisis, load shedding will be extended even to the urban areas. |
| | **A** | Statement I is the cause and statement II is its effect |
| | **B** | Statement II is the cause and statement I is its effect |
| | **C** | Both the statements I and II are independent causes |
| | **D** | Both the statements I and II are effects of some common cause |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

| | | |
|---|---|---|
| 70 | **Question Description** | Select a suitable figure from the four alternatives that would complete the figure matrix.<br><br><br>(1) (2) (3) (4) |
| | **A** | 1 |
| | **B** | 2 |
| | **C** | 3 |
| | **D** | 4 |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |

| 71 | | |
|---|---|---|
| | **Question Description** | Find the word that names a necessary part of the underlined word.<br>facsimile |
| | **A** | depiction |
| | **B** | image |
| | **C** | mimeograph |
| | **D** | copier |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 72 | | |
|---|---|---|
| | **Question Description** | Which word does NOT belong with the others? |
| | **A** | unimportant |
| | **B** | trivial |
| | **C** | insignificant |
| | **D** | familiar |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

| 73 | | |
|---|---|---|
| | **Question Description** | You have to consider the statement and the following assumptions and decide which of the assumptions is implicit in the statement.<br><br>**Statement:** In spite of less than normal rainfall in the catchment areas during the first two months of monsoon of the lakes supplying water to the city the authority has not yet affected any cut in the water supply to the city.<br>**Assumptions:**<br>I. The rainfall during the remaining part of the monsoon may be adequate for normal water supply.<br>II. The present water level of the lakes supplying water to the city may be adequate for normal supply. |
| | **A** | Only assumption I is implicit |
| | **B** | Only assumption II is implicit |
| | **C** | Either I or II is implicit |
| | **D** | Both I and II are implicit |
| | **E** | None of the above |
| | **Correct Answer** | D |
| | **Marks** | 1 |

| | | |
|---|---|---|
| 74 | **Question Description** | Read each definition and all four choices carefully, and find the answer that provides the best example of the given definition.<br><br>**Establishing a Power of Attorney** occurs when a legal document is created that gives one individual the authority to act for another. Which situation below is the best example of Establishing a Power of Attorney? |
| | **A** | Louise is selling her house and she hires a lawyer to review the contract. |
| | **B** | Simone's mother can no longer get to the bank to cash her checks and make deposits, so she has taken legal steps to enable Simone to do these things for her. |
| | **C** | Jack's father is elderly and Jack thinks he is no longer able to make decisions for himself. |
| | **D** | At her daughter's urging, Mrs.Lenox opens up a retirement account with the local bank. |
| | **E** | None of the above |
| | **Correct Answer** | B |
| | **Marks** | 1 |

| 75 | | |
|---|---|---|
| | **Question Description** | A farmer travelled a distance of 61 km in 9 hours. He travelled partly on foot @ 4 km/hr and partly on bicycle @ 9 km/hr. The distance travelled on foot is: |
| | **A** | 14 km |
| | **B** | 15 km |
| | **C** | 16 km |
| | **D** | 17 km |
| | **E** | None of the above |
| | **Correct Answer** | C |
| | **Marks** | 1 |