

UGC NET Exam 2009

Paper: MANAGEMENT

Solved Question Paper

1. In demand forecasting important method used in trend projection is:

- (a) Scientific Method
- (b) Box-Jenkins Method
- (c) Delphi Method
- (d) Logistics Method

Ans. (b)

2. The term job satisfaction refers to:

- (a) A collection of feelings that an individual has towards his/her job.
- (b) The degree to which an individual identifies himself/herself with job.
- (c) The degree to which an individual identifies himself/herself with the, organization.
- (d) None of the above.

Ans. (a)

3. The following are the three components of creativity:

- (a) Expertise, creativity skills and task motivation
- (b) Expertise, innovation and rationality
- (c) Expertise, rationality and relevance
- (d) Expertise, novelty and performance

Ans. (b)

4. The factor theory propounded by:

- (a) Fredrick Hertzberg
- (b) David McClellanel
- (c) Mc Cardhy
- (d) Philip Rotler

Ans. (a)

5. 'Grape Wine' is the term used in relation to:

- (a) Formal Communication
- (b) Informal Communication
- (c) Horizontal Communication
- (d) Vertical Communication

Ans. (b)

6. Mutual cooperation and net working is:

- (a) Win-win strategy
- (b) Networking strategy
- (c) Franchise strategy
- (d) Competitive strategy

Ans. (a)

7. A list of Jobs duties, responsibilities, reporting relationships, and working conditions is called:

- (a) Job enhancement
- (b) Job specification
- (c) Job description
- (d) Job enlargement

Ans. (c)

8. The use of predesigned set of questions used in an interview process leads to:

- (a) Behavioural interview
- (b) Situational interview
- (c) Non-directional interview
- (d) Structured interview

Ans. (d)

9. One of the following is training provided to enhance decision making skills:

- (a) On the job training
- (b) Behavioural modeling
- (c) Management games
- (d) Action learning

Ans. (c)

10. Dramatic reduction of manpower is called:

- (a) Termination
- (b) Retrenchment
- (c) Down sizing
- (d) Right sizing

Ans. (b)

11. Monitoring employees through a preplanned series of position is called:

- (a) Promotion
- (b) Succession planning
- (c) Job reporting
- (d) Job rotation

Ans. (b)

12. A situation where management is unable to provide employment due to non-availability of work is called:

- (a) Lock out
- (b) Lay off
- (c) Termination
- (d) Closure

Ans. (b)

13. The basic goal of financial management is:

- (a) Maximizing the profit
- (b) Maximizing shareholders' wealth in the long run
- (c) Maximizing the rate of dividend
- (d) Minimizing the business risk.

Ans. (a)

14. The principal value of a bond is called:

- (a) Coupon rate
- (b) Par value
- (c) Maturity value
- (d) Market value

Ans. (b)

15. Trade credit is a:

- (a) Negotiated source of finance
- (b) Hybrid source of finance
- (c) Spontaneous source of finance

(d) Source of credit from the owners of the business

Ans. (a)

16. IRR is the rate of interest:

- (a) Equal to the cost of capital of the proposal
- (b) Prevailing rate interest in the market
- (c) Paid on the bonds by the firm
- (d) That makes the NPV of capital proposal almost zero

Ans. (d)

17. Mutually exclusive investment proposals are these:

- (a) Wherein the acceptance of one proposal leads to rejection of all other proposals
- (b) That requires special sources of financing
- (c) That has unique features
- (d) The reduce the total risk complexion of the firm

Ans. (a)

18. The technique used for classifying inventory according to the value of usage is called:

- (a) XYZ Analysis
- (b) DCF Analysis
- (c) ABC Analysis
- (d) DEF Analysis

Ans. (a)

19. When a consumer derives more satisfaction from a product/service than his expectation, it is known as:

- (a) Consumer satisfaction
- (b) Consumer delight

(c) Consumer dazzling

(d) Consumer dissatisfaction

Ans. (b)

20. Classical conditioning is associated with:

(a) Repetition

(b) Generalization

(c) Discrimination

(d) All

Ans. (a)

21. The process selecting, organizing and interpreting or attaining meaning to events happening in the environment is called:

(a) Perception

(b) Attitude

(c) Personality

(d) Learning

Ans. (a)

22. Under which concept of marketing customer remains focused?

(a) Marketing

(b) Production

(c) Product

(d) Selling

Ans. (a)

23. Segmentation of consumers based on factors like climatic conditions and regions are known as:

- (a) Demographic Segmentation
- (b) Cultural Segmentation
- (c) Geographic Segmentation
- (d) Administrative Segmentation

Ans. (c)

24. Which city is more favourable for selling electric blankets?

- (a) Mumbai
- (b) Chennai
- (c) Shillong
- (d) Pune

Ans. (c)

25. Decision on plant layout and location are concerned with:

- (a) System design
- (b) System operations
- (c) System control
- (d) None of the above

Ans. (c)

26. Production system which enables for maximizing the scale advantage is:

- (a) Flow type
- (b) Intermittent type
- (c) Batch type
- (d) None of the above

Ans. (a)

27. Which of the following is the objective of production scheduling?

- (a) Where to start the operation
- (b) When to start the operation
- (c) How to start the operation
- (d) When to start as well as stop the operation

Ans. (d)

28. SQC requires determination of:

- (a) Quality tolerance limit
- (b) Quantity measurement
- (c) Production load time
- (d) Inventory carrying cost

Ans. (a)

29. AQL (Acceptable Quality Level) is:

- (a) Maximum number of defective that the consumers will accept
- (b) Fraction defective (f) that the user considers acceptable
- (c) Fraction defective (f) that the producer considers acceptable
- (d) Maximum number of defectives that the producer will allow

Ans. (b)

30. The probability of drawing a 'Spade' from a well shuffled packet of cards is:

- (a)  $1/52$
- (b)  $4/52$
- (c)  $1/4$
- (d)  $2/3$



Ans. (b)

31. If both the regression coefficients are negative, the correlation coefficient would be:

- (a) Negative
- (b) Positive
- (c) Zero
- (d) None of these

Ans. (a)

32. Chi-square distribution is:

- (a) Continuous
- (b) Multimodel
- (c) Symmetrical referred
- (d) None of the above

Ans. (a)

33. Sick enterprise is referred to:

- (a) World Bank
- (b) SIDBI
- (c) RBI
- (d) BIFR

Ans. (d)

34. Which of the following is the cause of sickness of an enterprise?

- (a) Lack of adequate capital
- (b) Lack of demand for the products
- (c) Lack of competition

(d) All the above

Ans. (d)

35. Which one of the following is not the social responsibility of business?

(a) Adopting villages for development

(b) Setting up educational institutes

(c) Opening research and development department

(d) Construction of temples

Ans. (d)

36. Which one of the following is not related to Business Ethics?

(a) Environmental ethics

(b) Social responsibility of business

(c) Profiteering

(d) Ecological consciousness

Ans. (c)

37. Ethical values are derived from:

(a) Corporate objectives

(b) Organizational culture

(c) The Bible, the Koran and the Geeta

(d) Corporative philosophy

Ans. (d)

38. The Cobb-Douglas Production Function is often used as:

(a)  $Q = A K^a L^b$

(b)  $Q = AK^a L^{1-b}$

(c)  $\log Q = a \log k = \log c$

(d)  $Q = A b^a - L^a$

Ans. (a)

39. Swimming price for a new product is:

(a) Low initial price

(b) Average price

(c) High initial price

(d) Moderate price

Ans. (c)

40. Under monopoly market structure, the degree of freedom in pricing decision is:

(a) Very low

(b) Quite good

(c) Very high

(d) Zero

Ans. (b)

41. Capital budgeting decisions are generally:

(a) Irreversible

(c) Irrevocable

(b) Reversible

(d) Revocable

Ans. (a)

42. Which one is not the prerequisite of a perfect market?

- (a) Existence of large number of buyers and sellers in the market
- (b) Free flow of market information among the players
- (c) Free entry and free exit
- (d) Intervention of the Government.

Ans. (d)

43. The term emotion refers to:

- (a) A broad range of feelings that a person experiences
- (b) A broad and intense feeling that is directed at someone or something
- (c) A broad range of feelings in the form of anger that a person experiences
- (d) None of the above

Ans. (b)

44. PERT stands for

- (a) Production Estimation & Research Technique
- (b) Project Evaluation and Review Technique
- (c) Project Estimation & Research Technique
- (d) None of the above

Ans. (b)

45. Mass communication tools available to marketers include:

- (a) Advertising
- (b) Sales promotion
- (c) Public relations
- (d) All the above

Ans. (d)

46. Distribution channel aims of moving products from producer to:

- (a) Ultimate consumer
- (b) Retailers
- (c) Stockists
- (d) Brokers

Ans. (a)

47. Minimum wages are fixed by:

- (a) Trade Unions
- (b) Employees
- (c) State Governments
- (d) Court of law

Ans. (c)

48. Demand curve under monopolistic competition is:

- (a) Downward sloping and flat
- (b) Downward sloping and steep
- (c) Parallel to 'X' axis
- (d) Parallel to 'Y' axis

Ans. (a)

49. If the demand curve is rectangular hyperbola, the elasticity is:

- (a) One
- (b) Zero
- (c) Infinity
- (d) Less than one

Ans. (a)

50. 'Supply creates its own demand' is known as:

(a) Keynesian law

(b) Say's law

(c) Veblen law

(d) Griffins law

Ans. (b)