

66 Agri-business Management ICAR SEPT 2022

Topic:- GEN KNOW COMMON PHD

1) Colour of the tag used on certified seed bags is[Question ID = 16958][Question Description = 101_221_GKD_SEP22_Q01]

1. Blue [Option ID = 37829]
2. Purple [Option ID = 37830]
3. White [Option ID = 37831]
4. Golden Yellow [Option ID = 37832]

2) Following are the statements regarding the Usar soil -

- A. It is reclaimed by adding lime.
- B. This soil has pH more than seven.
- C. Paddy crop can be grown in this soil.

Choose the *correct* answer from the options given below:

[Question ID = 16959][Question Description = 102_221_GKD_SEP22_Q02]

1. A and B only [Option ID = 37833]
2. B and C only [Option ID = 37834]
3. C only [Option ID = 37835]
4. A only [Option ID = 37836]

3) When total utility of a commodity increases, marginal utility will be

[Question ID = 16960][Question Description = 103_221_GKD_SEP22_Q03]

1. Negative but increasing
[Option ID = 37837]
2. Positive but decreasing
[Option ID = 37838]
3. Constant
[Option ID = 37839]
4. Either positive or negative
[Option ID = 37840]

4) Where is the headquarter of International Fund for Agriculture Development located?

[Question ID = 16961][Question Description = 104_221_GKD_SEP22_Q04]

1. Vienna, Austria
[Option ID = 37841]
2. Rome, Italy
[Option ID = 37842]
3. New York, USA
[Option ID = 37843]
4. Berlin, Germany
[Option ID = 37844]

5) Mid-Oceanic Ridges are one of the important divisions of the ocean floor. In this respect, point out the incorrect statement regarding the 'Mid-Oceanic Ridges'. [Question ID = 16962][Question Description = 105_221_GKD_SEP22_Q05]

1. It is the largest mountain chain on the surface of the earth [Option ID = 37845]
2. It is a series of interconnected chain within the ocean. [Option ID = 37846]
3. It is characterised by a central rift system [Option ID = 37847]
4. The rift system at the crest is the zone of very low volcanic activity. [Option ID = 37848]

6) Consider the following facts about the union territory of India and point out the one which is incorrect in relation to union territory.[Question ID = 16963][Question Description = 106_221_GKD_SEP22_Q06]

1. These are the areas under the direct control of central government. [Option ID = 37849]
2. Also known as the 'centrally administered territories. [Option ID = 37850]

3. These territories constitute a conspicuous departure from the unitary feature of India. [Option ID = 37851]
4. There is no uniformity in their administrative systems. [Option ID = 37852]

7) Variety of flora and fauna are found in the different types of forest in India. In this regard, species of trees like teak, *sal shisham*, *sandalwood*, etc. are found in which of the following type of forests in India?[Question ID = 16964][Question Description = 107_221_GKD_SEP22_Q07]

1. Tropical evergreen forests [Option ID = 37853]
2. Tropical thorn forests [Option ID = 37854]
3. Tropical deciduous forests [Option ID = 37855]
4. Montane forests [Option ID = 37856]

8) The Marginal Preference Theory of consumption behaviour was proposed by

[Question ID = 16965][Question Description = 108_221_GKD_SEP22_Q08]

1. Armstrong
[Option ID = 37857]
2. J.K.Hicks
[Option ID = 37858]
3. Neumann
[Option ID = 37859]
4. Edmund Cannon
[Option ID = 37860]

9) Point out the incorrect statements regarding the service sector in India.[Question ID = 16966][Question Description = 109_221_GKD_SEP22_Q09]

1. It is the highest contributor to GDP [Option ID = 37861]
2. It requires skilled labour [Option ID = 37862]
3. It is the fastest growing sector [Option ID = 37863]
4. It is restricted to very few sectors. [Option ID = 37864]

10) Consider the statements regarding the agriculture sector in India and point out the incorrect statement.[Question ID = 16967][Question Description = 110_221_GKD_SEP22_Q10]

1. Agriculture sector is the largest employer of workforce [Option ID = 37865]
2. It has contributed to the Gross Value Added (GVA) [Option ID = 37866]
3. Growth in allied sectors is the major drivers of overall growth in the sector. [Option ID = 37867]
4. Minimum Support Price (MSP) policy is used as to promote crop uniformity. [Option ID = 37868]

11) In case of related goods, the cross elasticity of demand is[Question ID = 16968][Question Description = 111_221_GKD_SEP22_Q11]

1. Low [Option ID = 37869]
2. High [Option ID = 37870]
3. Zero [Option ID = 37871]
4. Unity [Option ID = 37872]

12) With reference to organic farming in India, consider the following statements :

- A. The National Programme for Organic Production' (NPOP) is operated under the guidelines and directions of the Union Ministry of Rural Development.
- B. The Agricultural and Processed Food Products Export Development Authority' (APEDA) functions as the Secretariat for the implementation of NPOP.
- C. Sikkim has become India's first fully organic state.

Choose the *correct* answer from the options given below:

[Question ID = 16969][Question Description = 112_221_GKD_SEP22_Q12]

1. A and B only
[Option ID = 37873]
2. B and C only
[Option ID = 37874]
3. C only
[Option ID = 37875]
4. A, B and C

[Option ID = 37876]

13) With reference to the circumstances in Indian agriculture, the concept of "Conservation Agriculture" assumes significance. Which of the following falls under the Conservation Agriculture ?

- A. Avoiding the monoculture practices.
- B. Adopting minimum tillage.
- C. Avoiding the cultivation of plantation crops.
- D. Using crop residues to cover soil surface.
- E. Adopting spatial and temporal crop sequencing/ crop rotations.

Choose the *correct* answer from the options given below:

[Question ID = 16970][Question Description = 113_221_GKD_SEP22_Q13]

- 1. A, C and D only [Option ID = 37877]
- 2. B, C, D and E only [Option ID = 37878]
- 3. B, D and E only [Option ID = 37879]
- 4. A, B, C and E only [Option ID = 37880]

14) Consumers are likely to get a variety of goods in which kind of market competition[Question ID = 16971][Question Description = 114_221_GKD_SEP22_Q14]

- 1. Monopoly [Option ID = 37881]
- 2. Duopoly [Option ID = 37882]
- 3. Oligopoly [Option ID = 37883]
- 4. Monopolistic [Option ID = 37884]

15) What is the correct chronological order of the following laws enacted for the conservation and protection of environment ?

- A. Environment (Protection) Act.
- B. Water (Prevention & Control of Pollution) Act.
- C. Air (Prevention & Control of pollution) Act.
- D. National Green Tribunal Act.

Choose the *correct* answer from the options given below:

[Question ID = 16972][Question Description = 115_221_GKD_SEP22_Q15]

- 1. B, C, A, D [Option ID = 37885]
- 2. A, B, C, D [Option ID = 37886]
- 3. C, B, A, D [Option ID = 37887]
- 4. D, C, B, A [Option ID = 37888]

16) The scientific study of soil is[Question ID = 16973][Question Description = 116_221_GKD_SEP22_Q16]

- 1. Earth Study [Option ID = 37889]
- 2. Soil Science [Option ID = 37890]
- 3. Pedology [Option ID = 37891]
- 4. Soil Chemistry [Option ID = 37892]

17) *Triticum aestivum*, the common bread wheat is -

[Question ID = 16974][Question Description = 117_221_GKD_SEP22_Q17]

- 1. Tetraploid
[Option ID = 37893]
- 2. Hexaploid
[Option ID = 37894]
- 3. Haploid
[Option ID = 37895]
- 4. Diploid
[Option ID = 37896]

18) Sectoral inflation refers to[Question ID = 16975][Question Description = 118_221_GKD_SEP22_Q18]

- 1. Running inflation [Option ID = 37897]

2. Comprehensive inflation [Option ID = 37898]
3. Sporadic inflation [Option ID = 37899]
4. Creeping inflation [Option ID = 37900]

19) Keynes Liquidity trap refers to[Question ID = 16976][Question Description = 119_221_GKD_SEP22_Q19]

1. Speculative demand for money [Option ID = 37901]
2. Transactions motive of money is inelastic [Option ID = 37902]
3. Precautionary motive of money is inelastic [Option ID = 37903]
4. Transactions motive of money is constant [Option ID = 37904]

20) A business is solvent if[Question ID = 16977][Question Description = 120_221_GKD_SEP22_Q20]

1. Total receipts exceed total expenditures [Option ID = 37905]
2. Total debt exceeds total equity [Option ID = 37906]
3. Total sales exceed total cash expense [Option ID = 37907]
4. Total assets exceed total liabilities [Option ID = 37908]

Topic:- Agri Eco and Agri Business Mgmt_PHD

1) Welfare motive and Profit motive is character of which kind of economy?

[Question ID = 16453][Question Description = 101_187_ACB_SEP22_Q01]

1. Mixed Economy [Option ID = 35809]
2. Capitalistic Economy [Option ID = 35810]
3. Socialistic Economy [Option ID = 35811]
4. Communistic Economy [Option ID = 35812]

2) Indifference curve technique was given by,

- A. J.R. Hicks
- B. Alfred Marshal
- C. Allen
- D. Adam Smith
- E. Keynes

Choose the *correct* answer from the options given below:

[Question ID = 16454][Question Description = 102_187_ACB_SEP22_Q02]

1. A and B only [Option ID = 35813]
2. B and E only [Option ID = 35814]
3. C and E only [Option ID = 35815]
4. A and C only [Option ID = 35816]

3) The theory of Disguised Unemployment was given by

[Question ID = 16455][Question Description = 103_187_ACB_SEP22_Q03]

1. Ragnar Frisch [Option ID = 35817]
2. Rangnar Nurkse [Option ID = 35818]
3. Alexander Gerschenkron [Option ID = 35819]
4. Fei Ranis [Option ID = 35820]

4) High marginal propensity to save is

- A. Vice in a developed economy, reduces effective demand
- B. Virtue in a developed economy, increases effective demand
- C. Virtue in underdeveloped economy used for investment

Choose the *correct* answer from the options given below:

[Question ID = 16456][Question Description = 104_187_ACB_SEP22_Q04]

1. A, B and C [Option ID = 35821]
2. A and C only [Option ID = 35822]
3. A only [Option ID = 35823]
4. C only [Option ID = 35824]

5) Giffen goods have[Question ID = 16457][Question Description = 105_187_ACB_SEP22_Q05]

1. Upward sloping demand curve [Option ID = 35825]

2. Downward sloping demand curve [Option ID = 35826]
3. Demand curve is horizontal [Option ID = 35827]
4. Backward bending demand curve [Option ID = 35828]

6) One country should produce or specialize in trade of a commodity which it can produce at absolutely lower cost than other countries. This statement relates to

[Question ID = 16458][Question Description = 106_187_ACB_SEP22_Q06]

1. Heckscher Ohlin theory [Option ID = 35829]
2. Comparative advantage theory [Option ID = 35830]
3. Absolute advantage theory [Option ID = 35831]
4. Rybczynski theory [Option ID = 35832]

7) Technology transfer, technical, knowledge, latecomers benefit are related to which kinds of gains from the trade.

[Question ID = 16459][Question Description = 107_187_ACB_SEP22_Q07]

1. Dynamic [Option ID = 35833]
2. Static [Option ID = 35834]
3. Comparative [Option ID = 35835]
4. Absolute [Option ID = 35836]

8) Match List I with List II

List I	List II
A. Bilateral Monopoly	I. Slightly differentiated product
B. Natural Monopoly	II. Homogeneous product
C. Pure Oligopoly	III. Low cost monopoly
D. Differentiated Oligopoly	IV. One seller one buyer
E. Monopolistic Competition	V. Differentiated product

Choose the correct answer from the options given below:

[Question ID = 16460][Question Description = 108_187_ACB_SEP22_Q08]

1. A - III, B - I, C - V, D - IV, E - II [Option ID = 35837]
2. A - II, B - III, C - IV, D - I, E - V [Option ID = 35838]
3. A - V, B - II, C - III, D - I, E - IV [Option ID = 35839]
4. A - IV, B - III, C - II, D - V, E - I [Option ID = 35840]

9) In which relationship increase or decrease in the production of one product affects the production of the other commodity inversely[Question ID = 16461][Question Description = 109_187_ACB_SEP22_Q09]

1. Joint product [Option ID = 35841]
2. Supplementary [Option ID = 35842]
3. Complimentary [Option ID = 35843]
4. Competitive [Option ID = 35844]

10) PERT stands for[Question ID = 16462][Question Description = 110_187_ACB_SEP22_Q10]

1. Program Evaluation and Rationing Technique [Option ID = 35845]
2. Program Evaluation and Robot Technology [Option ID = 35846]
3. Program Evaluation and Review Technique [Option ID = 35847]
4. Program Evaluation and Rate Technique [Option ID = 35848]

11) Optimizing the use of farm resources on an individual farm[Question ID = 16463][Question Description = 111_187_ACB_SEP22_Q11]

1. Farm management [Option ID = 35849]
2. Production economics [Option ID = 35850]
3. Agricultural marketing [Option ID = 35851]
4. Macro economics [Option ID = 35852]

12) CPM (Critical Path Method) was developed by[Question ID = 16464][Question Description = 112_187_ACB_SEP22_Q12]

1. Siemens [Option ID = 35853]
2. Philips Company [Option ID = 35854]
3. Du Pont Company [Option ID = 35855]
4. Larsen & Turbo [Option ID = 35856]

13) Which of the following criterion is not used for decision-making under uncertainty[Question ID = 16465][Question Description = 113_187_ACB_SEP22_Q13]

1. Maximin [Option ID = 35857]
2. Maximax [Option ID = 35858]

3. Minimax Regret [Option ID = 35859]
4. Minimize Expected Loss [Option ID = 35860]

14) Strategy to protect the traders from price fall is[Question ID = 16466][Question Description = 114_187_ACB_SEP22_Q14]

1. Speculation [Option ID = 35861]
2. Futures trading [Option ID = 35862]
3. Insurance [Option ID = 35863]
4. Hedging [Option ID = 35864]

15) Supply chain profitability is also called as[Question ID = 16467][Question Description = 115_187_ACB_SEP22_Q15]

1. Supply chain surplus [Option ID = 35865]
2. Supply chain rent [Option ID = 35866]
3. Supply chain performance [Option ID = 35867]
4. Supply chain effectiveness [Option ID = 35868]

16) If the value of the game is zero, then the game is known as[Question ID = 16468][Question Description = 116_187_ACB_SEP22_Q16]

1. Fair strategy [Option ID = 35869]
2. Mixed strategy [Option ID = 35870]
3. Pure strategy [Option ID = 35871]
4. Pure game [Option ID = 35872]

17) In law of decreasing return, resulting production curve is ----- to origin

[Question ID = 16469][Question Description = 117_187_ACB_SEP22_Q17]

1. Concave [Option ID = 35873]
2. Convex [Option ID = 35874]
3. Horizontal [Option ID = 35875]
4. Parallel [Option ID = 35876]

18) The OLS estimator for the multiple regression model in matrix form is[Question ID = 16470][Question Description = 118_187_ACB_SEP22_Q18]

1. $(X'X)^{-1}X'Y$ [Option ID = 35877]
2. $X(X'X)^{-1}X' - P_X$ [Option ID = 35878]
3. $(X'X)^{-1}X'U$ [Option ID = 35879]
4. $(X'\Omega^{-1}X)^{-1}(X'\Omega^{-1}Y)$ [Option ID = 35880]

19) In the simple linear regression model, the regression slope

[Question ID = 16471][Question Description = 119_187_ACB_SEP22_Q19]

1. Indicates by how many percent Y increases, given a one percent increase in X. [Option ID = 35881]
2. When multiplied with the explanatory variable will give you the predicted Y. [Option ID = 35882]
3. Indicates by how many units Y increases, given a one unit increase in X. [Option ID = 35883]
4. Represents the elasticity of Y on X. [Option ID = 35884]

20) In the log-log model, the slope coefficient indicates

[Question ID = 16472][Question Description = 120_187_ACB_SEP22_Q20]

1. the effect that a unit change in X has on Y. [Option ID = 35885]
2. the elasticity of Y with respect to X. [Option ID = 35886]
3. $\square Y / \square X$ [Option ID = 35887]
4. $\square Y / \square X * Y/X$ [Option ID = 35888]

21) What is the first step in developing a risk management plan?[Question ID = 16473][Question Description = 121_187_ACB_SEP22_Q21]

1. Analyze the risks. [Option ID = 35889]
2. Estimate the likelihood of the risks occurring [Option ID = 35890]
3. Identify potential project risks [Option ID = 35891]
4. Develop a risk mitigation plan [Option ID = 35892]

22) Which of the following is not the sub function of buying?[Question ID = 16474][Question Description = 122_187_ACB_SEP22_Q22]

1. Planning of purchased goods [Option ID = 35893]
2. Contractual function [Option ID = 35894]
3. Demand creation [Option ID = 35895]

4. Final transfer of good [Option ID = 35896]

23) Match List I with List II

List I	List II
(Methods)	(Application)
A. CPM	I. Market feasibility
B. NPV & IRR	II. Critical Path
C. Critical activity	III. Financial Feasibility
D. Demand Analysis	IV. Project evaluation technique

Choose the correct answer from the options given below:

[Question ID = 16475][Question Description = 123_187_ACB_SEP22_Q23]

1. A - IV, B - I, C - II, D - III [Option ID = 35897]
2. A - IV, B - III, C - II, D - I [Option ID = 35898]
3. A - II, B - III, C - IV, D - I [Option ID = 35899]
4. A - II, B - IV, C - III, D - I [Option ID = 35900]

24) In _____ monopolistic competition, each firm can have a different market share.[Question ID = 16476][Question Description = 124_187_ACB_SEP22_Q24]

1. Asymmetric [Option ID = 35901]
2. Symmetric [Option ID = 35902]
3. Systematic [Option ID = 35903]
4. Unsystematic [Option ID = 35904]

25) Which of the following corresponds to market performance ?[Question ID = 16477][Question Description = 125_187_ACB_SEP22_Q25]

1. Allocative efficiency [Option ID = 35905]
2. Collusion [Option ID = 35906]
3. Pricing efficiency [Option ID = 35907]
4. Concentration ratio [Option ID = 35908]

26) Seller or manufacturer or the service provider is accountable for the quality of goods produced or services offered in case of:

[Question ID = 16478][Question Description = 126_187_ACB_SEP22_Q26]

1. Caveat emptor [Option ID = 35909]
2. Caveat venditor [Option ID = 35910]
3. Caveat petition [Option ID = 35911]
4. Consumer petition [Option ID = 35912]

27) Which of the following is/are advantage/s of producer companies over cooperative?

- A. One person one vote
- B. Shares are not tradeable
- C. Administrative control by the Board of producer company

Choose the *correct* answer from the options given below:

[Question ID = 16479][Question Description = 127_187_ACB_SEP22_Q27]

1. A only [Option ID = 35913]
2. C only [Option ID = 35914]
3. B and C only [Option ID = 35915]
4. A, B and C [Option ID = 35916]

28) If a marketing manager employs such marketing techniques as online buzz, student ambassadors, cool events, and street teams to reach target markets, the manager is most likely appealing to the _____ market.[Question ID = 16480]

[Question Description = 128_187_ACB_SEP22_Q28]

1. Generation X [Option ID = 35917]
2. Generation Y [Option ID = 35918]
3. Silent generation [Option ID = 35919]
4. Baby boomers [Option ID = 35920]

29) _____ is defined as a distinct unit within a brand or product line distinguishable by size, price, appearance, or some other attribute.[Question ID = 16481][Question Description = 129_187_ACB_SEP22_Q29]

1. Stock-keeping unit [Option ID = 35921]

2. Individual brand [Option ID = 35922]
3. Product type [Option ID = 35923]
4. Brand line [Option ID = 35924]

30) Which of the following techniques does not consider time value of money

A. Net Present Value (NPV)

B. Internal Rate of Return (IRR)

C. Payback Period (PB)

D. Accounting Rate of Return (ARR)

Choose the *correct* answer from the options given below:

[Question ID = 16482][Question Description = 130_187_ACB_SEP22_Q30]

1. A only [Option ID = 35925]
2. B only [Option ID = 35926]
3. A and B only [Option ID = 35927]
4. C and D only [Option ID = 35928]

31) Factoring is a form of financing:[Question ID = 16483][Question Description = 131_187_ACB_SEP22_Q31]

1. Payable [Option ID = 35929]
2. Receivables [Option ID = 35930]
3. Borrowings [Option ID = 35931]
4. Debts [Option ID = 35932]

32) Working capital management is managing:[Question ID = 16484][Question Description = 132_187_ACB_SEP22_Q32]

1. Short term assets and liabilities [Option ID = 35933]
2. Long term assets [Option ID = 35934]
3. Long terms liabilities [Option ID = 35935]
4. Only short term assets [Option ID = 35936]

33) _____ provides information on the human attributes in terms of education, skills, aptitudes, and experience necessary to perform a job effectively.[Question ID = 16485][Question Description = 133_187_ACB_SEP22_Q33]

1. Job description [Option ID = 35937]
2. Job specification [Option ID = 35938]
3. Job analysis [Option ID = 35939]
4. Job evaluation [Option ID = 35940]

34) Concept of MBO was introduced by

[Question ID = 16486][Question Description = 134_187_ACB_SEP22_Q34]

1. Peter. F. Drucker
[Option ID = 35941]
2. Mary Parker
[Option ID = 35942]
3. Henry Fayol
[Option ID = 35943]
4. Philip Kotler
[Option ID = 35944]

35) Scalar chain refers to _____[Question ID = 16487][Question Description = 135_187_ACB_SEP22_Q35]

1. The line of authority from top management to the lowest rank [Option ID = 35945]
2. Degree to which subordinates are involved in decision making [Option ID = 35946]
3. Every employees should receive orders from only one superior [Option ID = 35947]
4. People and materials should be in the right place at the right time [Option ID = 35948]

36) Which of the following is not a characteristics of PERT (Project Evaluation and Review Technique) ?[Question ID = 16488][Question Description = 136_187_ACB_SEP22_Q36]

1. It is a deterministic Model [Option ID = 35949]
2. It is event oriented technique [Option ID = 35950]
3. It focuses on time [Option ID = 35951]
4. It has non repetitive nature of job [Option ID = 35952]

37) The effect which occurs when slight demand variability is magnified as information moves back upstream in supply

chain.[Question ID = 16489][Question Description = 137_187_ACB_SEP22_Q37]

1. Seldom [Option ID = 35953]
2. Bullwhip [Option ID = 35954]
3. Turnover [Option ID = 35955]
4. Diderot [Option ID = 35956]

38) The government in an open economy cuts spending to reduce budget deficit and as a result the interest rate _____ , leading to a capital outflow and a real exchange rate ____.

[Question ID = 16490][Question Description = 138_187_ACB_SEP22_Q38]

1. Rise, Appreciation [Option ID = 35957]
2. Rise, Depreciation [Option ID = 35958]
3. Falls, Depreciation [Option ID = 35959]
4. Falls, Appreciation [Option ID = 35960]

39) In economics, desire which is backed by purchasing power of consumer is known as[Question ID = 16491][Question Description = 139_187_ACB_SEP22_Q39]

1. Wants [Option ID = 35961]
2. Needs [Option ID = 35962]
3. Utility [Option ID = 35963]
4. Demand [Option ID = 35964]

40) The square root of variance is called[Question ID = 16492][Question Description = 140_187_ACB_SEP22_Q40]

1. Range [Option ID = 35965]
2. Inter quartile Range [Option ID = 35966]
3. Standard Deviation [Option ID = 35967]
4. Standard Error [Option ID = 35968]

41) A____ is written in the text, which includes the authors' last name and publication year, and a____ is written at the end of the research paper, providing details of publication.[Question ID = 16493][Question Description = 141_187_ACB_SEP22_Q41]

1. Citation ; References [Option ID = 35969]
2. Quotation; References [Option ID = 35970]
3. References ; Citation [Option ID = 35971]
4. Endnote ; Citation [Option ID = 35972]

42) Which of the following is not used as model fit indicator in confirmatory factor analysis[Question ID = 16494][Question Description = 142_187_ACB_SEP22_Q42]

1. Comparative Fit Index (CFI) [Option ID = 35973]
2. Goodness-of-Fit Index (GFI) [Option ID = 35974]
3. Standard Root-Mean-Square Residual (SRMR) [Option ID = 35975]
4. Standard Error Residual (RER) [Option ID = 35976]

43) In Queuing theory, the customer changes from one line to another line by losing his patience is known as[Question ID = 16495][Question Description = 143_187_ACB_SEP22_Q43]

1. Jockeying [Option ID = 35977]
2. Balking [Option ID = 35978]
3. Reneging [Option ID = 35979]
4. Queuing Length [Option ID = 35980]

44) Which of the following is not a method of solving the transportation model problem ?[Question ID = 16496][Question Description = 144_187_ACB_SEP22_Q44]

1. Least Cost Method [Option ID = 35981]
2. North West Corner Method [Option ID = 35982]
3. ABC Analysis [Option ID = 35983]
4. Vogel's Approximation Method [Option ID = 35984]

45) Which one of these strategic alternatives could be the best when the external environment demands an increase in the pace of activity?[Question ID = 16497][Question Description = 145_187_ACB_SEP22_Q45]

1. Expansion [Option ID = 35985]
2. Stability [Option ID = 35986]
3. Retrenchment [Option ID = 35987]
4. Combination [Option ID = 35988]

46) Competitive strategic alliances are characterised by the dimensions of:[Question ID = 16498][Question Description =

146_187_ACB_SEP22_Q46]

1. Low interaction / low conflict [Option ID = 35989]
2. High interaction / low conflict [Option ID = 35990]
3. High interaction / high conflict [Option ID = 35991]
4. Low interaction / high conflict [Option ID = 35992]

47) Match List I with List II

List I	List II
A. Essential Commodities Act	I. 1937
B. Agricultural Produce (Grading and Marketing) Act	II. 1992
C. Exim Policy	III. 1982
D. NAFED	IV. 1958
	V. 1955

Choose the correct answer from the options given below:

[Question ID = 16499][Question Description = 147_187_ACB_SEP22_Q47]

1. A - I, B - II, C - IV, D - V [Option ID = 35993]
2. A - II, B - I, C - V, D - IV [Option ID = 35994]
3. A - V, B - I, C - II, D - IV [Option ID = 35995]
4. A - V, B - II, C - I, D - IV [Option ID = 35996]

48) Economic liberalization in India started with

[Question ID = 16500][Question Description = 148_187_ACB_SEP22_Q48]

1. Substantial changes in industrial licensing policy [Option ID = 35997]
2. The convertibility of Indian rupees [Option ID = 35998]
3. Doing away with procedural formalities for foreign direct investment [Option ID = 35999]
4. Significant reduction in tax rates [Option ID = 36000]

49) What are the 3 basic dimensions of a project?[Question ID = 16501][Question Description = 149_187_ACB_SEP22_Q49]

1. Input, output and process [Option ID = 36001]
2. Input, output and materials [Option ID = 36002]
3. Input, output and social cost and benefits [Option ID = 36003]
4. Input, output and features [Option ID = 36004]

50) _____ Identified innovation as a characteristic of an entrepreneur for the first time in 1934.[Question ID = 16502]

[Question Description = 150_187_ACB_SEP22_Q50]

1. William Diamond [Option ID = 36005]
2. A. H. Cole [Option ID = 36006]
3. W. B. Gartner [Option ID = 36007]
4. J. A. Schumpeter [Option ID = 36008]

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1) Which of the following falls under facilitative middlemen category in the regulated agriculture markets?[Question ID = 16403][Question Description = 101_182_ABM_SEP22_Q01]

1. Broker [Option ID = 35609]
2. Commission agent [Option ID = 35610]
3. Wholesaler [Option ID = 35611]
4. Hamali [Option ID = 35612]

2) Market finance is the finance given to the farmer at times of[Question ID = 16404][Question Description = 102_182_ABM_SEP22_Q02]

1. Harvesting [Option ID = 35613]
2. Processing [Option ID = 35614]
3. Grading [Option ID = 35615]
4. Storage [Option ID = 35616]

3) Which of the following is a game of Agribusiness Supply Chain Strategy?

- A. VAG (Virtual Reality Agribusiness World)
- B. MIDAS (Marico Industries Distribution Automation Software)
- C. SCEM (Supply Chain Event Management)

Choose the *correct* answer from the options given below:

[Question ID = 16405][Question Description = 103_182_ABM_SEP22_Q03]

1. A only [Option ID = 35617]
2. B only [Option ID = 35618]
3. A and C only [Option ID = 35619]
4. A, B and C [Option ID = 35620]

4) Value Chain Financing includes:

- A. Financing for buying inputs & Creating assets
- B. Financing for Risk Mitigation & Commodity Future Market
- C. Warehouse Receipt

Choose the *correct* answer from the options given below:

[Question ID = 16406][Question Description = 104_182_ABM_SEP22_Q04]

1. A only [Option ID = 35621]
2. C only [Option ID = 35622]
3. B and C only [Option ID = 35623]
4. A, B and C [Option ID = 35624]

5) When is a pull strategy appropriate?[Question ID = 16407][Question Description = 105_182_ABM_SEP22_Q05]

1. When there is low brand loyalty [Option ID = 35625]
2. When consumers are able to perceive differences between brands [Option ID = 35626]
3. When brand choice is made in the store [Option ID = 35627]
4. When the product is an impulse item [Option ID = 35628]

6) What is the second phase of the value creation and delivery sequence?[Question ID = 16408][Question Description = 106_182_ABM_SEP22_Q06]

1. Choosing the value [Option ID = 35629]
2. Providing the value [Option ID = 35630]
3. Communicating the value [Option ID = 35631]
4. Calibrating the value [Option ID = 35632]

7) When Apple introduced its iPhone, it was priced more than ₹1 lakh. This allowed Apple to earn the maximum amount of revenue from the various segments of the market. Two months after the introduction, the price had come down to around ₹50,000. What kind of a pricing did Apple adopt?[Question ID = 16409][Question Description = 107_182_ABM_SEP22_Q07]

1. Loss-leader pricing [Option ID = 35633]
2. Market-penetration pricing [Option ID = 35634]
3. Market-skimming pricing [Option ID = 35635]
4. Value pricing [Option ID = 35636]

8) Which of the following is an example of paid media?[Question ID = 16410][Question Description = 108_182_ABM_SEP22_Q08]

1. News stories about the brand [Option ID = 35637]
2. Social network conversations about the brand [Option ID = 35638]
3. A trade show booth about the brand [Option ID = 35639]
4. Consumers' instagram photos that include the brand [Option ID = 35640]

9) Assume that Project Y costs ₹ 5,000 now and is expected to generate year-end cash inflows of ₹ 1800, ₹ 1600, ₹ 1400, ₹ 1200 and ₹ 1000 in years 1 through 5. The opportunity cost of the capital may be assumed to be 10 per cent. Calculate NPV

[Question ID = 16411][Question Description = 109_182_ABM_SEP22_Q09]

1. ₹ 251
[Option ID = 35641]
2. ₹ 451
[Option ID = 35642]
3. ₹ 2,501
[Option ID = 35643]
4. ₹ 2,721
[Option ID = 35644]

10) Payback period is superior to other methods, if the objective of the investor is to

[Question ID = 16412][Question Description = 110_182_ABM_SEP22_Q10]

1. Consider cash flow in its entirety
[Option ID = 35645]
2. Consider the present value of future cash flows
[Option ID = 35646]
3. Consider the liquidity
[Option ID = 35647]
4. Consider the inflows in its entirety
[Option ID = 35648]

11) Earnings Per Share (EPS) is equal to _____ [Question ID = 16413][Question Description = 111_182_ABM_SEP22_Q11]

1. Profit before tax/No. of outstanding shares [Option ID = 35649]
2. Profit after tax/No. of outstanding shares [Option ID = 35650]
3. Profit after tax/Amount of equity share capital [Option ID = 35651]
4. Profit after tax less equity dividends/No. of outstanding shares [Option ID = 35652]

12) A book containing a chronological record of business transaction & original record

[Question ID = 16414][Question Description = 112_182_ABM_SEP22_Q12]

1. Ledger
[Option ID = 35653]
2. Journal
[Option ID = 35654]
3. Trial balance
[Option ID = 35655]
4. Balance Sheet
[Option ID = 35656]

13) Under the Du Pont method of analysis, return on total asset is:

[Question ID = 16415][Question Description = 113_182_ABM_SEP22_Q13]

1. Profit margin times assets turnover [Option ID = 35657]
2. Net income/total assets [Option ID = 35658]
3. Income before interest and taxes (EBIT)/total assets [Option ID = 35659]
4. Net income/sales [Option ID = 35660]

14) The procedure in which relevant information relating to a job and its requirements is systematically discovered and noted is [Question ID = 16416][Question Description = 114_182_ABM_SEP22_Q14]

1. Job analysis [Option ID = 35661]
2. Job specification [Option ID = 35662]
3. Job classification [Option ID = 35663]
4. Job evaluation [Option ID = 35664]

15) _____ is a performance appraisal technique that involves agreement between employee and manager on goals to be achieved in a given period. [Question ID = 16417][Question Description = 115_182_ABM_SEP22_Q15]

1. Rating scales [Option ID = 35665]
2. BARS [Option ID = 35666]
3. BOS [Option ID = 35667]
4. MBO [Option ID = 35668]

16) Frederick Taylor and Frank & Lillian Gilbreth were advocates of an approach to management involving the use of scientific method, known as _____

[Question ID = 16418][Question Description = 116_182_ABM_SEP22_Q16]

1. The contingency approach [Option ID = 35669]
2. Scientific management [Option ID = 35670]
3. The quantitative approach [Option ID = 35671]
4. Management science [Option ID = 35672]

17) Mr. Sunil's one-day salary was deducted because of his uninformed leave, as he was already warned about this

behaviour. It is an example of which method of shaping behaviour?

[Question ID = 16419][Question Description = 117_182_ABM_SEP22_Q17]

1. Reinforcement [Option ID = 35673]
2. Positive Reinforcement [Option ID = 35674]
3. Punishment [Option ID = 35675]
4. Negative Reinforcement [Option ID = 35676]

18) Which type of decision making is carried out by lower level management and deals with specific day to day processes?

[Question ID = 16420][Question Description = 118_182_ABM_SEP22_Q18]

1. Programmed decision making [Option ID = 35677]
2. Operational decision making [Option ID = 35678]
3. Administrative decision making [Option ID = 35679]
4. Mid-level decision making [Option ID = 35680]

19) Which of the following is not the method used for forecasting sales ?[Question ID = 16421][Question Description = 119_182_ABM_SEP22_Q19]

1. Correlation Analysis [Option ID = 35681]
2. Exponential smoothing [Option ID = 35682]
3. Linear Regression Model [Option ID = 35683]
4. Weighted Moving Average [Option ID = 35684]

20) Match List I with List II

List I	List II
Quality Tools	Meaning
A. Kaizen	I. A foolproof device that prevents defects from occurring
B. Jidoka	II. The authority to stop the production line if quality problems were encountered
C. Kanban	III. Continuous Improvement
D. Poka-Yoka	IV. A card corresponding to standard quality of production

Choose the correct answer from the options given below:

[Question ID = 16422][Question Description = 120_182_ABM_SEP22_Q20]

1. A - III, B - II, C - IV, D - I
[Option ID = 35685]
2. A - I, B - II, C - IV, D - III
[Option ID = 35686]
3. A - III, B - I, C - IV, D - II
[Option ID = 35687]
4. A - II, B - IV, C - III, D - II
[Option ID = 35688]

21) Which of the following is not true for Logistics Management ?

[Question ID = 16423][Question Description = 121_182_ABM_SEP22_Q21]

1. Logistics Management is part of Supply Chain Management [Option ID = 35689]
2. It focuses on Competitive Advantage [Option ID = 35690]
3. One Organization is involved [Option ID = 35691]
4. Logistics concept has been evolved over the time [Option ID = 35692]

22) A big advantage of product-oriented layout is

[Question ID = 16424][Question Description = 122_182_ABM_SEP22_Q22]

1. Suitable for Batch Processing [Option ID = 35693]
2. Flexible [Option ID = 35694]
3. Efficiency and ease of use [Option ID = 35695]
4. Dynamic Scheduling [Option ID = 35696]

23) A _____ is a steady movement in an economic variable over time.[Question ID = 16425][Question Description = 123_182_ABM_SEP22_Q23]

1. Business Cycle [Option ID = 35697]
2. Seasonal Variation [Option ID = 35698]
3. Random Fluctuation [Option ID = 35699]
4. Trends [Option ID = 35700]

24) When Marginal benefits exceeds marginal cost, efficient cost is[Question ID = 16426][Question Description = 124_182_ABM_SEP22_Q24]

1. Larger [Option ID = 35701]
2. Smaller [Option ID = 35702]
3. No change [Option ID = 35703]
4. Marginally smaller [Option ID = 35704]

25) A good for which the demand decreases as the income increases is known as[Question ID = 16427][Question Description = 125_182_ABM_SEP22_Q25]

1. Giffen Good [Option ID = 35705]
2. Normal Good [Option ID = 35706]
3. Substitute [Option ID = 35707]
4. Inferior Good [Option ID = 35708]

26) Which of the following is not a benefit of vertical integration by firm dealing in agricultural produces based products ?

[Question ID = 16428][Question Description = 126_182_ABM_SEP22_Q26]

1. Concentrated Resources in One Approach [Option ID = 35709]
2. Increase sales [Option ID = 35710]
3. Ensure tighter Quality Control [Option ID = 35711]
4. Control over Production volume [Option ID = 35712]

27) The multivariate analysis technique used to predict group membership on the basis of two or more independent variables is called as _____.[Question ID = 16429][Question Description = 127_182_ABM_SEP22_Q27]

1. Exploratory Factor Analysis [Option ID = 35713]
2. Confirmatory Factor Analysis [Option ID = 35714]
3. Discriminant Analysis [Option ID = 35715]
4. Chi Square test [Option ID = 35716]

28) In the one day match series, Avinash scored 101,120,60,25,109,80 and 90 runs. What is the range of Avinash runs?

[Question ID = 16430][Question Description = 128_182_ABM_SEP22_Q28]

1. 95 [Option ID = 35717]
2. 85 [Option ID = 35718]
3. 90 [Option ID = 35719]
4. 120 [Option ID = 35720]

29) A sampling frame is[Question ID = 16431][Question Description = 129_182_ABM_SEP22_Q29]

1. The frame within which research to be carried out [Option ID = 35721]
2. List of the units in the population [Option ID = 35722]
3. The Data analysis techniques [Option ID = 35723]
4. The framework of research design [Option ID = 35724]

30) Type - I error occurs[Question ID = 16432][Question Description = 130_182_ABM_SEP22_Q30]

1. If Null hypothesis is rejected When it is false [Option ID = 35725]
2. If Null hypothesis is rejected When it is true [Option ID = 35726]
3. If Null hypothesis is accepted When it is false [Option ID = 35727]
4. If Null hypothesis is accepted When it is true [Option ID = 35728]

31) In Game theory, there is no saddle point then the game is[Question ID = 16433][Question Description = 131_182_ABM_SEP22_Q31]

1. Deterministic Game [Option ID = 35729]
2. Fair Game [Option ID = 35730]
3. Multi player Game [Option ID = 35731]
4. Mixed Strategy Game [Option ID = 35732]

32) MRP stands for[Question ID = 16434][Question Description = 132_182_ABM_SEP22_Q32]

1. Material Requisition Procedure [Option ID = 35733]
2. Material Requirement Planning [Option ID = 35734]
3. Material Required Procedure [Option ID = 35735]
4. Material Re-examine Planning [Option ID = 35736]

33) In a Network diagram, the event is represented by the symbol____.[Question ID = 16435][Question Description = 133_182_ABM_SEP22_Q33]

1. Circle [Option ID = 35737]

2. Bracket [Option ID = 35738]
3. Two sided arrow [Option ID = 35739]
4. One sided arrow [Option ID = 35740]

34) In Linear Programming, the mathematical equations of limitations imposed by a problem is known as_____.

[Question ID = 16436][Question Description = 134_182_ABM_SEP22_Q34]

1. Non- negative Function [Option ID = 35741]
2. Decision Variable [Option ID = 35742]
3. Constraints [Option ID = 35743]
4. Objective Function [Option ID = 35744]

35) The term ‘leveraging resources’ could be best expressed as:

[Question ID = 16437][Question Description = 135_182_ABM_SEP22_Q35]

1. allocating resources to meet objectives [Option ID = 35745]
2. stretching resources to meet aspirations [Option ID = 35746]
3. apportioning resources to achieve fit [Option ID = 35747]
4. distributing resources to achieve balance [Option ID = 35748]

36) Scenarios contemplate all of these events EXCEPT:[Question ID = 16438][Question Description = 136_182_ABM_SEP22_Q36]

1. Optimistic [Option ID = 35749]
2. Pessimistic [Option ID = 35750]
3. Least likely [Option ID = 35751]
4. Most likely [Option ID = 35752]

37) Which one of these strategies would a traditional tourism organisation in India adopt to market *ayurveda*-based medical treatment to customers in the US and European markets?[Question ID = 16439][Question Description = 137_182_ABM_SEP22_Q37]

1. Market Penetration [Option ID = 35753]
2. Market Development [Option ID = 35754]
3. Product Diversification [Option ID = 35755]
4. Product Development [Option ID = 35756]

38) Given below are two statements, one is labelled as Assertion A and the other is labelled as Reason R

Assertion A: All businesses operate within an external environment which shapes their operations and decisions.

Reason R: This environment comprises influencers which are both operational and general.

In light of the above statements, choose the *most appropriate* answer from the options given below

[Question ID = 16440][Question Description = 138_182_ABM_SEP22_Q38]

1. Both A and R are correct and R is the correct explanation of A [Option ID = 35757]
2. Both A and R are correct but R is NOT the correct explanation of A [Option ID = 35758]
3. A is correct but R is not correct [Option ID = 35759]
4. A is not correct but R is correct [Option ID = 35760]

39) Consider the following and choose the *correct* sequence of events from the options given below

- A. Mission
- B. SWOT
- C. Objectives
- D. Strategic alternatives
- E. Choice
- F. Implementation

Choose the *correct* answer from the options given below

[Question ID = 16441][Question Description = 139_182_ABM_SEP22_Q39]

1. A, B, C, D, E, F [Option ID = 35761]
2. A, C, B, D, E, F [Option ID = 35762]
3. A, C, D, B, E, F [Option ID = 35763]
4. D, A, C, E, B, F [Option ID = 35764]

40) Match List I with List II

List I	List II
A. MPC	I. Kahn
B. Employment Multiplier	II. Pareto
C. Modern Theory of Trade	III. Ricardo
D. Welfare Economics	IV. Keynes

Choose the correct answer from the options given below:

[Question ID = 16442][Question Description = 140_182_ABM_SEP22_Q40]

1. A - IV, B - III, C - I, D - II [Option ID = 35765]
2. A - IV, B - II, C - I, D - III [Option ID = 35766]
3. A - IV, B - I, C - III, D - II [Option ID = 35767]
4. A - I, B - IV, C - III, D - II [Option ID = 35768]

41) According to latest definition of MSME, a medium enterprise is the one[Question ID = 16443][Question Description = 141_182_ABM_SEP22_Q41]

1. An enterprise where the investment in plant and machinery is more than Rs.5 crore but does not exceed Rs.10 crore. [Option ID = 35769]
2. An enterprise that has an investment up to Rs 20 crore along with a turnover of less than Rs 100 crore [Option ID = 35770]
3. An enterprise that has an investment up to Rs 10 crore along with a turnover of less than Rs 50 crore [Option ID = 35771]
4. An enterprise that has an investment up to Rs 20 crore along with a turnover of less than Rs 50 crore [Option ID = 35772]

42) All of the following involves social audit Except:

[Question ID = 16444][Question Description = 142_182_ABM_SEP22_Q42]

1. Identification of the firm's activities having potential social impact. [Option ID = 35773]
2. Forecast of the social costs and social benefits of such activities. [Option ID = 35774]
3. Measurement of the social costs and benefits. [Option ID = 35775]
4. Reporting, that is presenting in a proper format and manner, the social performance of the firm. [Option ID = 35776]

43) Given below are two statements, one is labelled as Assertion A and the other is labelled as Reason R

Assertion A : Reviewing and revising the organization's mission is best achieved through the use of a SWOT analysis.

Reason R : The first step in the Strategic Management Process is to set long-range goals and objectives.

In light of the above statements, choose the *correct* answer from the options given below

[Question ID = 16445][Question Description = 143_182_ABM_SEP22_Q43]

1. Both A and R are true and R is the correct explanation of A [Option ID = 35777]
2. Both A and R are true but R is NOT the correct explanation of A [Option ID = 35778]
3. A is true but R is false [Option ID = 35779]
4. A is false but R is true [Option ID = 35780]

44) The highest element in the hierarchical breakdown of the WBS is[Question ID = 16446][Question Description = 144_182_ABM_SEP22_Q44]

1. A work package [Option ID = 35781]
2. Sub deliverables [Option ID = 35782]
3. Major deliverables [Option ID = 35783]
4. The project

[Option ID = 35784]

45) The amount of time an activity can be delayed and yet NOT delay the project is termed

[Question ID = 16447][Question Description = 145_182_ABM_SEP22_Q45]

1. Total slack [Option ID = 35785]
2. Free slack [Option ID = 35786]
3. Critical Float [Option ID = 35787]
4. Float Pad [Option ID = 35788]

46) The easiest and most commonly used technique for analyzing risks is _____ analysis.[Question ID = 16448][Question Description = 146_182_ABM_SEP22_Q46]

1. Probability [Option ID = 35789]
2. Scenario [Option ID = 35790]
3. Payback [Option ID = 35791]
4. Risk/Reward [Option ID = 35792]

47) Most of the scheduling methods available today require the project manager to classify the project as either _____ constrained or _____ constrained.[Question ID = 16449][Question Description = 147_182_ABM_SEP22_Q47]

1. Time, quality [Option ID = 35793]
2. Quality, resource [Option ID = 35794]
3. Time, resource [Option ID = 35795]
4. Cost, time [Option ID = 35796]

48) _____ is a cash disbursement and _____ is/are an operating expense.[Question ID = 16450][Question Description = 148_182_ABM_SEP22_Q48]

1. Amortization; salaries [Option ID = 35797]
2. Depreciation; rent [Option ID = 35798]
3. Debt; interest [Option ID = 35799]
4. Depreciation; cost of goods sold [Option ID = 35800]

49) The set of decisions, actions, and reactions that first generate, and then exploit over time, a new entry is:[Question ID = 16451][Question Description = 149_182_ABM_SEP22_Q49]

1. Entrepreneurial financing [Option ID = 35801]
2. Entrepreneurial strategy [Option ID = 35802]
3. Bootstrapping [Option ID = 35803]
4. Informal organization [Option ID = 35804]

50) Which of the following is true about corporate entrepreneurship?[Question ID = 16452][Question Description = 150_182_ABM_SEP22_Q50]

1. Equity in a new venture should not be used as a reward due to its uncertain value [Option ID = 35805]
2. Top management should not be involved in the process [Option ID = 35806]
3. Teams should be segmented by department [Option ID = 35807]
4. A company must be willing to invest money without a guarantee of a return in the short term [Option ID = 35808]