

Sr.No.	Question	Option 1	Option 2	Option 3	Option 4	Correct Answer
1	Trade between two countries is called	Internal trade	Intra-Country trade	Intra-State Trade	International Trade	4
2	According to Classical economists, ____ is the reason for a country to specialise in the production of a commodity	Internalisation	Cost differences	International Division of labor	Special Commodities	3
3	International trade is the result of an advantage country possesses in producing a particular commodity at a _____	Lower Cost	Equal cost	Higher cost	Constant Cost	1
4	Absolute difference in Cost is explained by_____	David Ricardo	Adam Smith	J.S.Mill	Alfred Marshall	2
5	According to Adam Smith, international trade is advantageous for all participating countries only if they enjoy ____ difference in cost of production	Comparative	Equal	Absolute	Unequal	3
6	Who said the following, " The essence of international trade is not the absolute difference in cost but a comparative difference in cost."	Adam Smith	David Ricardo	J.S.Mill	Alfred Marshall	2
7	Ricardian theory has ____ countries and ____ commodities	3,2	2,3	2,4	2,2	4
8	Which of the following is NOT an assumption of Comparative Cost Advantage Theory?	Perfect Competition	Increasing return to scale	Perfect Mobility of labor within countries	Homogeneous labor	2
9	Comparative Advantage is expressed in _____	Absolute Cost	Variable cost	Cost ratios	Marginal Cost	3
10	England 1 unit wine = 1/2 unit cloth, Portugal 1 unit wine = 1 unit cloth. This is an example of	Comparative Cost	Absolute Cost	Relative Cost	Unequal Cost	1
11	Comparative Advantage theory is based on ____ value	Cost theory	Productivity theory	Quality theory	labor theory	4
12	No change in technology, no transport cost, constant returns to scale - these assumptions make the Comparative Cost advantage theory _____	Dynamic	Redundant	Static	Unacceptable	3
13	If a country enjoys an absolute advantage in the production of all commodities then also trade is possible". Who said this?	Adam Smith	David Ricardo	J.S.Mill	Alfred Marshall	2
14	According to H-O theory, International trade is, but a special case of ____ trade.	Inter-state	Intra state	Intra-Country	Inter-regional	4
15	H-o Theory is based on _____ value theory.	Partial	Semi-partial	General	Semi-General	3

16	H-O Theory is a _____ model	1 X 1 X 1	2 X 2 X 2	3 X 3 X 3	4 X 4 X 4	2
17	Commodity Y is Capital intensive if _____	$K_y / L_y = K_x / L_x$	$K_y / L_y < K_x / L_x$	$K_y / L_y > K_x / L_x$	$K_y > K_x$	3
18	If, England 1 wine = 1/2 cloth and if Portugal 1 wine = 1 cloth, this is an example of	Comparative advantage	Absolute Advantage	Similar Cost	Unequal Cost	1
19	If Commodity Y requires 2 units of capital and 2 units of labor and commodity X requires 1 unit of capital and 4 units of labor then Y is	Labor intensive	Labor specific	Capital Intensive	Capital Specific	3
20	Factor intensity is measured in _____ terms	Absolute Cost	Factor ratios	Relative Cost	Frequency of capital labor	2
21	Total amount of labor in Nation 1 is greater than labor in nation 2 if	$TK1 / TL1 > TK2 / TL2$	$TK1 / TL1 < TK2 / TL2$	$TK1 / TL1 = TK2 / TL2$	$TL1 > TL2$	1
22	Factor abundance can be explained using	Demand curve	Supply curve	Tangent	PPC	4
23	A nation is capital abundant if	$PK1/PL1 < PK2/PL2$	$PK1/PL1 > PK2/PL2$	$PK1/PL1 = PK2/PL2$	$PK1 < PK2$	2
24	Abundance of a factor makes it	Easy	More	Expensive	Cheap	4
25	$r1 / w1 < r2 / w2$ means	Nation 1 is capital abundant	Nation 1 is labor abundant	Nation 2 is capital abundant	Nation 2 has high wages	1
26	The rate at which goods are exchanged between two countries is called	Import price	Export rate	Foreign exchange	Terms of trade	4
27	The ratio of price of export to price of import is called	Import price	Export rate	Foreign exchange	Terms of trade	4
28	P_x / P_m is	Gross barter terms of trade	Net Barter terms of trade	Terms of trade	Commodity terms of trade	3
29	When many commodities are traded terms of trade is expressed as _____ of its export price to import price	sum	multiple	index ratio	index	3
30	If import prices rise more than export prices, terms of trade have _____	improved	deteriorated	increased	advanced	2
31	If $T_c = 125/150 * 100 = 83.33$ then T-O-T have worsened by	15.50%	16%	16.66%	16.70%	option 3
32	The limitations of Commodity terms of trade gave rise to _____	Net barter terms of trade	gross barter term of trade	single factoral terms of trade	double factoral terms of trade	2
33	A favourable terms of trade indicates _____ imports for given exports	more	less	lower	same	1

34	_____ is equally important as price of exports	Income from exports	Production level of exports	amount of labor from exports	raw materials used for exports	1
35	A decline in price would increase exports if demand is _____	inelastic	elastic	constant	fluctuating	2
36	_____ introduced the concept of Gross barter terms of trade	Adam Smith	Alfred Marshall	F W Taussig	David Ricardo	3
37	Single factoral terms of trade take in to account	Export and import prices	Changes in efficiency of factors producing export goods	Changes in demand for imports	Changes in demand for exports	2
38	Two countries can gain from foreign trade if	Cost ratios are different	Price ratios are different	Both cost ratios and price ratios are different	Tarifs are different	3
39	J.S.Mill brought in ____ factor to explain terms of trade	cost	demand	supply	quality	2
40	Reciprocal demand is	Mutual demand of two countries to each other's goods	Mutual supply	price of export and import	Investment	1
41	The developing Countries it is argued usually	Enjoy Favourable terms of trade	Suffers from adverse terms of trade	have better income terms of trade	have better bargaining power	2
42	Comparative advantage occurs when .....than other country .	A country has more population	A country can produce more goods	A country has a lower opportunity cost in the production of a good	A country has more product lines	3
43	A tariff-----	Increases the volume of trade	Reduces the volume of trade	Has no effect on the volume of trade	encourages foreign goods	2
44	Terms of trade of less developed countries are generally unfavourable because	They export primary goods	They export capital goods	They export few goods	They import few goods	1
45	According to J S Mill, equilibrium terms of trade is determined by _____ demand	Market	Aggregate	Effective	Reciprocal	4

46	Marshall and Edgeworth introduced a geometrical device to explain the gains from trade which is known as _____.	Indifference curve	Offer curve	Isoquant	Demand curve	2
47	The concept of offer curves is associated with the names of _____.	David Ricardo	J S Mill and Alfred Marshall	Alfred Marshall and Edgeworth	Pareto	3
48	The offer curve of a country is based on _____.	Relative prices	Price of exports	Price of imports	Volume of exports	1
49	Reciprocal demand is _____.	Mutual supply	Ratio of volume of exports to imports	Ratio of earnings from exports to imports	Mutual demand of two countries	4
50	In a free world in which no restrictions exist, international trade will lead to _____.	Reduced real living standards	Reduced efficiency	Reduced real GDP	Increased efficiency	4
51	A commercial policy is a government policy related to _____.	Commercial transactions of private companies	Economic transactions across international borders	Commercial transactions of developed countries	Taxes	2
52	The classical economist Adam Smith was a champion of _____.	Protectionism	Free Trade	Trade Wars	Intra industry trade	2
53	The origin of protectionist policy can be traced back to _____.	Free trade era	Mercantilists days	Globalisation period	Brettonwoods system	b
54	Infant Industry Argument is justified for _____.	Protecting old industries	For enabling competitive efficiency of industries	For strengthening public sector	For allowing free trade	2
55	Pick out the wrong statement.	Tariffs are primarily levied to earn revenue.	Tariffs are levied to protect domestic industries.	Tariffs reduce the prices of the commodity on which it is levied.	Tariffs affect the income and employment.	3
56	Pick out the wrong statement.	Tariffs restrict trade	Import quotas have a direct effect in reducing imports	Voluntary export restraint is an example of tariff barriers.	An export subsidy is a government grant given to an export firm.	3
57	Economic integration means.	Application of tariffs	Removal of customs duties	Banning the movement of goods and services	banning trade	2
58	_____ is the highest form of economic integration.	Preferential trading system	Free trade union	Customs union	Economic union	4

59	The European Economic Community (EEC) was founded in 1957 under the treaty of ____.	Paris	Rome	Washington	Veraïles	2
60	Pick out the feature which does not describe European Union.	Common currency	Elimination of customs duties on the movement of goods.	Independent policies for agriculture among member nations.	Creation of a European Social Fund to improve employment opportunities of workers.	3
61	European union was initially formed with ____ European countries.	27	28	6	5	3
62	Prime Minister ____ announced the government's intention that U.K. will not seek permanent membership of the European single market or the EU customs union after leaving the EU.	David Cameroon	Trump	Narendra Modi	Theresa May	4
63	The referendum for Brexit was held on ____.	July 1st 2017	June 23rd 2016	September 1, 2017	July 23rd 2016	2
64	The full form of ASEAN is ____.	Association of South East African Nations	Association of South Europe Allied Nations	Association of South East Asian Nations	Association of Southern, eastern European Nations	3
65	ASEAN was formed with the signing of ____.	European declaration	American declaration	Asean declaration	Bangkok declaration	4
66	Pick out the wrong statement.	The objective of ASEAN is to achieve economic, political, social and cultural co-operation among its members.	U.K. is a member of ASEAN	There will be free movement of goods and services within ASEAN	ASEAN FTA will improve business competitiveness between the members.	2
67	The objective of commercial policy is / are ____.	increase trade relation	endanger domestic market	allow import of goods	Restrict exports	4
68	Under free trade ____ benefit more.	consumer	agents	middlemen	traders	1
69	Under free trade ____ will be higher.	wages	trade wars	civil wars	restrictions	1

70	Free trade is based on the principle of _____ .	Comparative cost advantage	Comparative disadvantage	Production possibility advantage	Equal cost	1
71	Which of the following is not an argument for protectionism _____ .	to protect infant industries	to increase the level of imports	to protect small industries	to improve the balance of payments	2
72	A tariff is a tax on _____ .	domestic goods and services	foreign goods and service	quality of goods	None of the above	2
73	Protectionism _____	increase the quality of imports	decrease the government revenue	increase the government earnings from tax	decrease the government earnings from tax	3
74	Which of the following is an argument far free trade _____ .	prevents monopolies	unfavourable terms of trade	unfavourable balance of payments	allows monopolies	1
75	The main objective of trade barriers are _____ .	to discourage new industries domestically	to reduce unnecessary imports	to spend valuable foreign exchange	To allow free trade	4
76	_____ is a type of tariff barriers.	Embargo	Ad–valorem duties	Product standard	Consular Formalities	2
77	_____ is a type of non – tariff barriers.	Import Quotas	Export duties	Import Duties	Specific Duties	1
78	An international trading company of the Government of India _____.	State Transport Corporation	State Service Corporation	State Trading Corporation	All of the above	3
79	Consular documents include _____.	Certificate of origin	Export certificates	Uncertified consular invoices	Bills of exchange	1
80	Trade barriers are often called _____.	Free trade	Protection	Trade wars	Economic integration	2
81	Redistribution effect is called _____ .	Revenues effect	Consumption effect	Productive effect	Transfer effect	4
82	Imposing of tariff, raises domestic prices causing fall in consumption of domestic goods is _____ .	Protective effect	Revenue effect	Consumption effect	Terms of trade effect	3
83	_____ is the World’s largest single market area.	European Union	India	Pakistan	Srilanka	1
84	At present, European Union consist of _____ member countries.	26	27	28	None of these above	3

85	When an economy union involves unifying currency it becomes _____ .	Customs Union	Trade Union	Economic and Monetary Union	Trade area	3
86	_____ is an official institution of the European Union.	European Council	European Parliament	European Commission	European Investment Bank	1
87	Euro is the official currency for _____ member countries of European Union.	16	17	18	19	4
88	The _____ is the single currency of the European Union.	dollar	euro	yen	pound	2
89	_____ is the second largest currency in the world.	Dollar	Euro	Yen	Pound	2
90	_____ became an ASEAN dialogue partner in 1995.	India	Pakistan	Sri Lanka	USA	1
91	Look East Policy has now transformed into a _____.	Act European Policy	Act East Policy	Act West Policy	East Asia Policy	2
92	The referendum for Brexit was held on _____ .	23-Jun-16	23-Jun-17	23-Aug-17	23-Jun-18	1
93	ASEAN was formed in _____.	1947	1967	1977	1987	1
94	_____ is a statement of a systematic record of all economic transactions between one country and the rest of the world.	Deficit	Surplus	Balance of payments	Budget	3
95	Pick out the wrong statement.	Tariff restricts trade	Import quotas have a direct effect in reducing imports	Voluntary export restraint is an example of tariff barriers.	An export subsidy is a government grant given to an export firm	3
96	The consumption effect of tariffs forces consumers to _____.	increase their consumption due to tariffs.	pay lower price due to tariffs.	reduce their consumption due to tariffs.	depend on imports for consumption	3
97	Import embargo is an important retaliatory measure against _____.	dumping	exports	domestic producers	domestic farmers	1
98	Which of the following Non – Tariff Barriers prevents free movement of capital between countries?	preferential government procurement	Exchange Controls	Domestic subsidies	Local content requirement	2
99	_____ is a measure under which a commodity of a specific volume or value is allowed to be imported in the country.	Voluntary Export Restraints	Combined duty	Import quota	Revenue tariff	3

100	Which of these are objectives of import quotas?	Correcting disequilibrium in the balance of payment	To allow dumping	To allow speculative activities	To allow excess supply in the domestic economy	1
101	In the _____ account, only transactions relating to goods are entered.	invisible account	Capital account	trade	Current account	3
102	_____ means a decline in the rate of exchange of one country in terms of another's.	Deflation	Tariff	Exchange Depreciation	exchang devaluation	3
103	Restrictions on the use of foreign exchange by the Central bank are called _____.	exchange controls	Official transfers	Foreign exchange reserves	LAF	1
104	_____ are duties levied on imports.	Tariffs	Deflation	Exchange control	Qoutas	1
105	Restrictions imposed on the quantity of imports is _____.	Surplus	Quotas	Balance	Tariffs	2
106	Balance of payment always _____.	Deficit	balances	Surplus	Equal	2
107	_____ term long run disequilibrium as fundamental disequilibrium.	Tariff	IMF	trade	WTO	2
108	WTO replaced _____ in 1995.	GATT	WTO	UN	UNESCO	1
109	TRIPs deals with _____.	intellectual property rights	Foreign investment	Foreign aid	Agriculture	1
110	Protection is made available for _____ years for patents.	20	30	10	40	1
111	The terms of _____ is 50 years.	copyright	Services	patent	Trademarks	1
112	The current account of balance of payment does not include :	Balance of visible trade	Import of services	Unilateral services	Foreign investment	4
113	Pick out the item which is not a part of unilateral transfers.	Gifts	Grants	Loan	Donation	3
114	Donations, grants, gifts and such other payments which do not have counter obligations are known as :	Grants	Aid	Unilateral flows	Bilateral flow	3
115	If the deficits in a country's BOP persists for a long time it is a case of :	Structural disequilibrium	Fundamental disequilibrium	Cyclical disequilibrium	temporary disequilibrium	2
116	Disequilibrium in the BOP caused by changes in the demand or supply relations of exports or imports or both refer to :	Cyclical disequilibrium	Short Run disequilibrium	Structural disequilibrium	Fundamental disequilibrium	3
117	Which of the following is not a non monetary measure to correct the disequilibrium in BOP ?	Tariff	Import quotas	Export promotion	Devaluation	4

118	TRIMS include measures to :	Treat foreign investment on par with domestic income	Remove quantitative restrictions	Treat foreign investment on par with domestic investment	Remove qualitative restrictions	3
119	Pick out the one which is not true of GATS :	Services and service activities are covered under GATS	National treatment to members	No market access to service supplier's	No discrimination between service suppliers	3
120	Pick out the feature which is not true of the Agreement on Agriculture.	Reduce domestic subsidies	reduce export subsidies	Increase tariffs	Increase trade in agricultural goods	3
121	In balance of payment account, all goods exported and imported are recorded in _____.	Capital account	Merchandise account	Invisible account	Current account	3
122	Gifts and charities account are also known as :	Export	Unilateral transfer	Import	Long-term borrowing	3
123	In BOP, total receipts must be equal to total _____.	payment	deficit	income	revenue	1
125	Reducing the value of domestic currency in term of foreign currency :	Deflation	Exchange control	Tariff	Devaluation	4
125	The current account in the balance of payments _____.	is a total of all the visible items of trade	includes merchandise trade and services	always shows a surplus	includes autonomous and accommodating flows	2
126	Good performance on _____ has helped India to improve its current account balance in recent times.	trade account	invisible account	Capital account	reserves account	2
127	After covering deficits on current account, excess capital account receipts are added to _____.	IMF account	Official transfers	Foreign exchange reserves	Bank capital	3
128	Reducing public expenditure to correct BOP disequilibrium is a _____ measure.	Monetary	Fiscal	Special	Commercial	2
129	_____ is not a cause of deficit in balance of payments.	increase in import	fall in exports	capital outflow	capital inflows	4
130	Devaluation of a currency is brought about by the _____.	World Bank	Asian Development Bank	International Finance Corporation	Government	4
131	When total exports are more than total imports then current account of balance of payment is in _____.	Deficit	Balance	Surplus	Unequal	3

132	_____ disequilibrium is chronic in nature.	Cyclical	Fundamental	Structural	Monetary	2
133	Expenditure switching policy is also known as _____.	Devaluation	Revaluation	Appreciation	Depreciation	1
134	_____ term long run disequilibrium as fundamental disequilibrium.	IMF	UN	WTO	World Bank	1
135	WTO replaced GATT and came into existence on	1 st January 1957	1 st January 1991	1 st January 1995	1 st January 1996	2
136	TRIPs stand for	Trade Related Investment Property Rights	Trade Related Investment Public Rights	Trade Related Intellectual Property Rights	Trade Related Investment in services	3
137	Under _____ the foreign investors will be given same rights as the national investor in the matter of investment.	TRIPs	TRIMs	GATs	AoA	2
138	GATs deals with trade in _____.	Services	patent	copyright	trademarks	1
139	TRIMs deals with _____.	Foreign investment	Foreign aid	Services	Goods	1
140	_____ agreement deals in trade in services	TRIMs	TRIPs	GATs	UNCTAD	3
141	The WTO agreements cover _____.	TRIPs	IMF	UNCTAD	ASEAN	1
142	WTO promote _____ trade.	bilateral	multilateral	unilateral	restricted	2
143	The only international organisation dealing with the global rules of trade between nations.	WTO	UN	IMF	World bank	1
144	Along with the world bank and _____ WTO is the third economic pillar of world-wide dimensions.	International eco	International Monetary	International Development	International funding or	b
145	TRIPS (trade-related aspects of intellectual property rights) agreement is administered by	world bank	united nations organiz	World trade organiz	United nations conferen	c
146	Who is most recently appointed the Ambassador & Permanent Representative of India to WTO?	JS Deepak	TS Deepak	Anwar Hussain Sha	Brajendra Navnit	d
147	Which of the institutions is not a part of the world bank community?	IFC	IDA	WTO	IBRD	c
148	Which of the following categories of agricultural subsidies are allowed under WTO?	Green box	Blue box	Red box	Amber box	a
149	The _____ declaration recognised that the TRIPs agreement should protect public health.	Brazil	Doha	Bandung	Singapore	b
150	TRIMs deals with _____	Foreign investme	Foreign aid	Services	Goods	a
151	_____ refers to the rate at which the transaction take place at a future date.	Forward exchange rate	Arbitrage	Spot exchange rate	Hedging	1

152	_____ refers to the process of buying and selling a foreign currency in two different market at same time.	Arbitrage	Speculation	Spot exchange rate	Hedging	1
153	Transactions in the foreign exchange market are carried out are termed as _____.	fixed rate	forward rate	exchange rate	Hedging	3
154	Demand for foreign exchange varies _____ with the exchange rates.	Direct	Negative	inversely	positive	3
155	When supply of foreign exchange is increased given the demand for foreign exchange, the rate of exchange _____.	decrease	increases	Direct	upward	1
156	When demand for foreign exchange increases, the exchange rate _____.	increases	inversely	decrease	unrelated	1
157	The relative version is considered to be _____ to absolute version.	superior	Gustav Cassel	selection of index numbers	inferior	1
158	The relative version of the PPP theory is propounded by _____.	Cassel	Adam Smith	J.S.Mill	Alfred Marshall	1
159	According to _____ theory, the exchange rate between two currencies is determined by their purchasing power.	Purchasing Power Parity	Balance of payment theory	Mint parity theory	Comparative advantage theory	1
160	The -----is the largest market in the world.	foreign exchange market	NSE	BSE	NASDAQ	1
161	The countries of the world are following the exchange rate system.	fixed	flexible	restrictive	strict	b
162	_____ is a feature of the foreign exchange market which enables an investor to earn high returns.	cost	Leverage	revenue	profit	b
163	_____has enabled faster growth of the foreign exchange market.	Technology	Leverage	Internaltrade	exchange rate	a
164	_____ function refer to the function of converting one currency into another.	Arbitrage	booking	asking	hedging	4
165	_____ are authorized to deal in foreign exchange transactions.	Moneylenders	Money launderers	Commercial banks	RRBs	3
166	Investment in financial assets like shares or bonds abroad will ____- the demand for foreign exchange.	incae	decrease	keep constant	fluctuate	1
167	A _____ country requires more foreign exchange.	developing	developed	hermit nation	restrictive	a

168	Services rendered by the domestic country to foreign counter parts increase the _____ of foreign exchange.	supply	demand	manufacture	produce	1
169	Unilateral payments received _____ the supply of foreign exchange.	increase	decrease	does not change	drastically changes	1
170	_____ rate variations can affect the equilibrium exchange rate.	Birth	death	inflation	production	3
171	Interest rate differentials _____ the exchange rate.	affect	tandardised	localise	neutralise	1
172	The degree of _____ achieved affect the exchange rate.	education	health	growth	currency	3
173	The purchasing power parity theory the difference in the quality of goods.	considers	appreciates	ignores	values	3
174	The PPP theory _____ capital transfers.	considers	appreciates	ignores	values	3
176	The _____ rate is determined by the demand for and supply of a currency.	spot	forward rate	option	futures	1
176	The differencbetween bid price and ask price s the _____	loss	profit	value	difference	2
177	_____ exchange rate may be either at a premium or discount or at par.	spot	forward	current	option	2
178	In a system of managed float there is less chance of speculation.	flexible	managed float	fixed	restictive	2
179	_____ is done to overcome uncertainties.	Arbitrage	Hedging	speculation	locking	2
180	_____ is the opposite of hedging.	Arbitrage	locking	speculation	blocking	3
181	The modern foreign exchange market functions in a system of _____.	Fixed exchange rate	Gold standard	Britton Wood system	Floating exchange rate	4
182	Pick out the feature which is not true of the foreign exchange market.	Buying and selling of currencies	Largest market	High liquidity	Existence of a central market place	4
183	In the determination of the exchange value of a currency, the first currency of a currency pair is called _____.	Price currency	Hard currency	Base currency	bitcoin	3
184	The currency used for international transactions irrespective of the importing or exporting country's currency is called _____.	Soft currency	Bitcoin	Vehicle currency	value currency	3
185	Pick out the feature which is not true of the foreign exchange market.	It is open 24 hours a day	Not one single entity can control the market	Huge market	It has limited geographical dispersion	3

186	_____ enables an investor to earn high returns while minimizing capital risks.	Liquidity	Reserves	Returns	Leverage	4
187	Trading in foreign exchange has become fast and simple due to _____.	Simple procedures	Geographical proximity	Improved technology	Bullet trains	2
188	Pick out the feature which is not true of the foreign exchange market.	Huge trading volumes	Operates throughout the week	Presence of a risk element	Leverage enables to make profit	2
189	The provision of foreign bills of exchange in international payments in an example of _____.	Transfer function	Credit function	Speculation	None of the above	3
190	Transaction where the exchange of currencies take place on the same date is known as	swap transaction	ready transaction	spot transaction	value tomorrow	2
191	Transaction in which exchange of currencies take place at a specified future date, subsequent to spot date is known as,	swap transaction	forward transaction	future transaction	non-deliverable forwards	2
192	Transaction in which currencies to be exchanged the next day of the transaction is known as	value today	ready transaction	spot transaction	value tomorrow	4
193	According to the Purchasing Power Parity theory, the rate of exchange between the currencies of two countries is determined by _____	their relative price levels	their import and export volumes	their import and export values	their relative capital movements	1
194	Which of the following is not an assumption of the Purchasing Power Parity theory? _____	There are no trade barriers between countries	The price index for each of the two countries must be comprised of the same basket of goods	All the prices should be indexed to the same year	Changes in the exchange rate changes internal price level	4
195	Exchange rate between two currencies is based on _____	purchasing power of two currencies	economic development of the two nation	political stability in the two countries	export - import in two countries	1
196	Purchasing Power Parity Theory considers that goods in different countries are _____	differential	identical	superior	inferior	2
197	Under IMF, the exchange rate system was _____	gold standard	currency board system	dollarization	EURO	1
198	Under managed float, the central bank of a nation intervenes to _____ foreign currency.	only purchase	only sell	purchase and sell	auction	1
199	Flexible exchange rate system, the exchange rate is determined by _____	Market forces	Central Bank	commercial bank	Scheduled Bank	1

200	India has adipted _____ Exchange rate system.	Fixed	Flexible	Managed	Stable	3
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TYBCOM - EXPORT MARKETING - SEM VI

TYBCOM-EXPORT MARKETING SEM VI MODULE I - Product planning and Pricing Decisions for Export Marketing

- 1) Product is the process of creating new and improved products.
 - a) design
 - b) packaging
 - c) branding
 - d) labeling

- 2) Product..... serves various purposes like protection, preservation and promotion of the product.
 - a) packaging
 - b) pricing
 - c) branding
 - d) warranty

- 3) Product indicates the contents of the product.
 - a) labeling
 - b) branding
 - c) warehousing
 - d) transportation

- 4) is the process of giving distinct name or mark or identity to the product.
 - a) Branding
 - b) Pricing
 - c) Designing
 - d) Warehousing

- 5) facilitates the buyer with information like product contents, date of manufacture, date of expiry etc.
 - a) Labeling
 - b) Warehousing
 - c) Pricing
 - d) Branding

- 6) plays a key role in maintaining the quality of product.

- a) Packaging
- b) Pricing
- c) Branding
- d) Warranty

7) When a company adopts the same brand name for its different brands in a particular product line is called as.....

- a) Family brand name
- b) Corporate name
- c) Individual brand name
- d) Corporate name-cum Individual brand name

8) 'This side up', 'Protect from water', 'Fragile- Handle with care are forms of

- a) marking
- b) branding
- c) pricing
- d) labeling

9) is the internal factor determining export pricing

- a) Cost of product
- b) Competition
- c) Demand
- d) Financial incentives

10) is an external factor determining export pricing

- a) Competition
- b) Cost of product
- c) Corporate image
- d) Objectives of the firm

11) Exporters enjoying a good image in the overseas markets may charge prices.

- a) higher
- b) lower
- c) moderate
- d) minimum

- 12) If the customers are price sensitive, exporter may chargeprice
- a) lower
 - b) moderate
 - c) higher
 - d) maximum
- 13) If the customers are not price sensitive, exporter may chargeprice
- a) higher
 - b) lower
 - c) minimum
 - d) moderate
- 14) Incentives are given by government to encourage the exporters to quoteprices in the overseas market
- a) lower
 - b) moderate
 - c) higher
 - d) maximum
- 15) is an external factor determining export pricing
- a) Demand
 - b) Product
 - c) Credit policy
 - d) Corporate image
- 16) is an internal factor determining export pricing
- a) Objectives of the firm
 - b) Economic condition
 - c) Channel intermediaries
 - d) Demand
- 17) Under exporter agrees to deliver the goods to the importer at his factory premises.
- a) Ex- Works
 - b) FAS

- c) FOB
 - d) C&F
- 18) Under exporter is responsible for delivering the goods next to the shipping vessel
- a) FAS
 - b) EX- Works
 - c) FOB
 - d) C&F
- 19) Underquotation it is importers duty to pay for fright and insurance after the goods are loaded on the board of ship.
- a) FOB
 - b) CIF
 - c) C&F
 - d) Ex-Works
- 20) Underthe exporter quotes a price which includes all the expenses incurred until the goods are actually delivered on board of the ship
- a) FOB
 - b) CIF
 - c) C&F
 - d) FAS
- 21) Under FOB quotation, themust obtain the insurance policy to cover the risks in transit
- a) importer
 - b) exporter
 - c) shipping company
 - d) customs officer
- 22) Under C& F quotation, the must pay the freight charges to the shipping company
- a) Exporter
 - b) Importer
 - c) port authorities
 - d) Customs officer
- 23) Under CIF quotation, the pays the freight and insurance .

- a) exporter
- b) importer
- c) shipping company
- d) customs officer

24) Under the FOB quotation it is the seller's duty to.....

- a) deliver the goods on board of ship
- b) booking of shipping space
- c) pay insurance
- d) pay freight

25) Under the CIF quotation, the importer has to

- a) pay import duties
- b) pay freight
- c) pay insurance
- d) pay loading charges

- 1) Product _____ involves physical movement of goods from place of production to the place of consumption.
 - a) Branding
 - b) Distribution
 - c) Packaging
 - d) Warehousing

- 2) Direct exporting means exporting the products _____.
 - a) Through middlemen
 - b) Through merchant exporters
 - c) By Manufacturer himself
 - d) Through export houses

- 3) In Indirect exporting, the manufacturer _____.
 - a) Faces limited risks
 - b) Is able to charge high price
 - c) Is able to have control all marketing decisions
 - d) Gets first-hand information from consumers

- 4) A manufacturer aiming to earn reputation in the overseas market would prefer _____ exporting.
 - a) Indirect
 - b) Direct
 - c) Vertical
 - d) Horizontal

- 5) A manufacturer _____ in indirect exporting,
 - a) Has to make huge investments
 - b) Bears high overheads on promotion
 - c) Earns huge profit
 - d) Faces limited risk

- 6) Indirect exporting involves exporting with the help of _____.
 - a) Merchant Exporter
 - b) Canalising agencies

- c) State corporations
- d) All of these intermediaries

7) A manufacturer _____ in direct exporting.

- a) Faces limited risks
- b) Has no control on export operations
- c) Is required to make high investment on marketing operations
- d) Has to bear limited overheads

8) In _____ exporting, a manufacturer can acquire first-hand information of the customers likes and preferences in overseas market.

- a) Vertical
- b) Horizontal
- c) Indirect
- d) Direct

9) In indirect exporting, a manufacturer _____

- a) Gets Limited profit
- b) Faces high risk
- c) Has to bear high overheads
- d) Has to make huge investments

10) _____ refers to planning, implementing and controlling the physical flows of materials from the place of origin to the final customers.

- a) Logistics
- b) Branding
- c) Packaging
- d) Warehousing

11) _____ is concerned with planning and maintaining the right level of stock.

- a) Material handling
- b) Inventory management
- c) Transportation
- d) Customer service standards

12) _____ is concerned with ensuring that the ordered products reach the customers at the right time and at the right place.

- a) Material handling
- b) Inventory management
- c) Customer order processing
- d) Packaging

13) _____ aspect of Logistics is particularly important for physically protecting the products in export marketing.

- a) Inventory management
- b) Warehousing
- c) Customer order processing
- d) Packaging

14) Unitisation and Containerisation are concerned with _____

- a) Material handling
- b) Facility location
- c) Customer service standards
- d) Network design

15) Most of the goods in export marketing are sent by _____ transport because it is economical in reaching geographically distant markets.

- a) Road
- b) Sea
- c) Rail
- d) Air

.

16) Commercial, political and legal are types of _____ in export marketing

- a) Risks
- b) Warehouses
- c) Ports
- d) Logistics

17) _____ transport is most suitable for perishable cargo especially while exporting to geographically distant markets.

- a) Road
- b) Sea
- c) Rail
- d) Air

- 18) _____ are short term incentives such as free samples or coupons, to encourage immediate sale of the product
- a) Sales promotion
 - b) Advertising
 - c) Personal selling
 - d) Public Relations
- 19) Sales promotion techniques can be directed at _____.
- a) Consumers
 - b) Dealers
 - c) Sales force
 - d) All of these parties mentioned here
- 20) Sales promotion technique such as Exchange offers, where in a new product is exchanged for an old one is more suitable for selling _____.
- a) Mobile phones
 - b) Toothpastes
 - c) Pulses
 - d) Noodles
- 21) Exchange offers, coupons, discounts, combo packs are techniques of _____
- a) Advertising
 - b) Personal selling
 - c) Public Relations
 - d) Sales promotion
- 22) While advertising in overseas market the exporter has to consider _____
- a) Choices and preferences of target audience
 - b) Culture and traditions prevailing there
 - c) Advertising code of conduct applicable
 - d) All of these factors mentioned here
- 23) _____ involves face-to-face communication between the export firm's representative and the prospective customers.
- a) Sales promotion
 - b) Advertising

- c) Personal selling
- d) None of these

24) In _____ an export firm get opportunity to display and demonstrate its products to prospective buyers.

- a) Sales promotion
- b) Advertising
- c) Trade fairs and exhibitions
- d) Publicity

25) _____ is any paid form of non-personal presentation and promotion of goods and services done through mass media.

- a) Personal selling
- b) Advertising
- c) Trade fairs and exhibitions
- d) Publicity

- 1) _____ is a method of export payment
 - a) Bill of Lading
 - b) Consular Invoice
 - c) Payment against shipment on consignment
 - d) Cheque

- 2) _____ is safest method of payment when credit worthiness of buyer is not known.
 - a) Payment in Advance
 - b) Open Account
 - c) Documents against Acceptance
 - d) Deferred Credit Payment

- 3) A letter of credit is issued by _____.
 - a) Exporter
 - b) Importer
 - c) Importer's bank
 - d) C&F agent

- 4) Generally _____ makes initial payment to the exporter after receiving the documents.
 - a) Confirming Bank
 - b) Advising Bank
 - c) Negotiating Bank
 - d) Payment Bank

- 5) _____ is a party involved in opening letter of credit.
 - a) Custom Authority
 - b) Negotiating bank
 - c) DGFT
 - d) RBI

- 6) Barter, Switch Trading, Buy Back, Off Set are types of
 - a) Insurance
 - b) Promotion

- c) Financing
- d) Counter trade

7) In _____ goods and services are exchanged for other goods or services

- a) Documentary bills
- b) Letter of Credit
- c) Countertrade
- d) Deferred Credit Payment

8) Packing credit is _____

- a) an advance made for promotional activities
- b) an advance to meet working capital need of exporters
- c) a priority sector advance
- d) an advance to importer

9) A commercial bank can provide pre-shipment finance for a period of maximum _____ days

- a) 90
- b) 180
- c) 270
- d) 360

10) Pre-shipment finance provides _____ capital.

- a) static
- b) fixed
- c) working
- d) floating

11) An export can obtain Post shipment finance _____ the shipment of goods.

- a) throughout
- b) after
- c) before
- d) during

12) _____ is provided to meet working capital requirement of exporter after shipment of goods.

- a) Pre-shipment Finance
- b) Post-shipment Finance
- c) Packing Credit
- d) Deferred Credit

13) Post shipment finance is expected to be repaid from _____

- a) proceeds of export bill
- b) loan from financial institutions
- c) personal loan
- d) local funds

14) _____ is a form of post shipment finance

- a) Cash Packing credit loan
- b) Advance against hypothecation
- c) Advance against pledge
- d) Export bills negotiated under LC

15) ECGC functions under administrative control of _____

- a) Ministry of Commerce
- b) FICCI
- c) FIEO
- d) IPTO

16) Packing credit is also called as _____ finance.

- a) Pre-shipment
- b) BRS
- c) Forfaiting
- d) Buyback

17) _____ collects export proceeds from importer and credits it to exporter's account.

- a) RBI
- b) Custom Authority
- c) C & F Agents
- d) Commercial Bank

18) _____ provides finance to small and micro enterprises.

- a) EPCG
- b) ECGC
- c) EXIM
- d) SIDBI

19) If export cargo is lost in transit the exporter should _____

- a) claim with ECGC
- b) claim under marine insurance
- c) seek write off of shipment credit
- d) seek refund of custom duty

20) 20. EXIM bank lending to foreign government is _____

- a) commercial loan
- b) soft loan
- c) Line of credit
- d) deferred loan

21) An exporter can avail _____ from EXIM Bank.

- a) short term loans
- b) insurance
- c) medium and long term loans
- d) protection against bad debts

22) Export finance guarantee of ECGC protects _____

- a) banks providing foreign currency loan to exporter
- b) banks providing foreign currency loan to C&F agent
- c) overseas branches providing finance to Indian exporter
- d) overseas branches providing finance to Indian importer

23) _____ covers Commercial and political risks in export.

- a) ECGC
- b) EXIM Bank

c) SIDBI

d) RBI

24) Commercial risks include _____

a) Insolvency of buyer

b) Risks due to war or civil disturbance

c) risks due to insolvency of cancellation of import license

d) imposition of restriction on remittances by importer's country

25) _____ protects exporters against bad debts in export trade.

a) EPCG

b) ECGC

c) FIEO

d) FICCI

- 1) Importer Exporter code number (IEC) is issued by ----- in India.
 - a) RBI
 - b) DGFT
 - c) Port Trust Authorities
 - d) Excise Authorities

- 2) Indian exporters of products such as coir, coffee, rubber, spices etc. have to register with -----.
 - a) EPCs
 - b) Commodity Boards
 - c) FIEO
 - d) Shipping company

- 3) Indian exporters who have ISO 9001 certification need not apply for ----- of goods.
 - a) Central excise clearance
 - b) Pre shipment Inspection
 - c) Packing
 - d) Marking

- 4) Rejection note during pre shipment inspection is issued by -----.
 - a) Shipping company
 - b) EIA
 - c) ECGC
 - d) Commercial Bank

- 5) Consular Invoice is issued by the ----- of the importer's country situated in the exporter's country.
 - a) Commodity Board
 - b) Trade Consulate
 - c) Excise authorities
 - d) Tax authorities

- 6) ----- is a document certifying the country from which the goods are being exported.
 - a) Consular invoice
 - b) Certificate of origin

- c) Shipping bill
- d) Bill of lading

7) 'Let Ship Order' is given by

- a) Shipping company
- b) Commodity board
- c) EIA
- d) Customs Preventive Officer

8) 'Let Export Order' is given by

- a) EPC
- b) Customs Examiner
- c) SIDBI
- d) EXIM

9) is a document issued by the shipping company.

- a) Commercial Invoice
- b) Bill of Lading
- c) Packing list
- d) RCMC

10) Shipping bill is prepared in ----- copies.

- a) Two
- b) Three
- c) Five
- d) Eight

11) Inspection certificate is obtained by the exporter at the

- a) Registration stage
- b) Pre shipment stage
- c) Post shipment stage
- d) Production stage

12) is a permission to exporter to load the cargo on the ship.

- a) Let Ship Order
- b) Carting Order
- c) Letter of Undertaking
- d) Airway Bill

13) ----- is a permission to bring the export cargo inside the docks.

- a) Let Export order
- b) Carting Order
- c) Excise Invoice
- d) GR Form

14) ----- helps the exporter to complete shipping formalities for a commission.

- a) DGFT
- b) C&F agent
- c) EPC
- d) Commodity Boards

15) ----- enables a registered exporter to export goods without payment of IGST.

- a) Certificate of origin
- b) Packing list
- c) Letter of Undertaking (LUT)
- d) Insurance policy

16) In India ----- is a method of quality control for export goods .

- a) Self certification
- b) Export Under Bond
- c) Letter of Undertaking
- d) Counter trade

17) RCMC is issued by _____

- a) Chamber of Commerce
- b) ECGC
- c) EPC
- d) RBI

18) In case of consumer goods, the export proceeds must be realized within----- days.

- a) 180
- b) 240
- c) 360
- d) 120

19) 19. Shipping bill is prepared in ----- copies.

- a) Two
- b) Three
- c) Five
- d) Seven

20) Registration with _____ is compulsory for exporter in India

- a) RBI
- b) DGFT
- c) EPC
- d) Commercial Banks

21) Carting Order is obtained from_____

- a) Port Trust Authorities
- b) Shipping Company
- c) Custom House Agent
- d) FIEO

22) _____ is a basic document required in export marketing.

- a) Commercial Invoice
- b) Consular Invoice
- c) Certificate of Origin
- d) Shipping Bill

23) Exporters need to register with_____ to obtain Permanent Account Number.

- a) Income Tax Department
- b) Commodity Board

- c) FIEO
- d) Excise Authorities

24) _____ enables booking of space on ship.

- a) Shipping Order
- b) Carting Order
- c) Let Export Order
- d) Excise clearance

25) _____ is a document of title to the goods.

- a) Shipping Bill
- b) GR Form
- c) Bill of Lading
- d) Consular Invoice

1. Design
2. Packaging
3. Labeling
4. Branding
5. Labeling
6. Packaging
7. Family brand name
8. Marking
9. Cost of product
10. Competition
11. Higher
12. Lower
13. Higher
14. Lower
15. Demand
16. Objectives of the firm
17. Ex- Works
18. FAS
19. FOB
20. FOB
21. Importer
22. Exporter
23. Exporter
24. deliver the goods on board of ship
25. pay import duties

- 1 Distribution
- 2 By Manufacturer himself
- 3 Faces limited risks
- 4 Direct
- 5 Faces limited risk
- 6 All of these intermediaries
- 7 Is required to make high investment on marketing operations
- 8 Direct
- 9 Gets Limited profit
- 10 Logistics
- 11 Inventory management
- 12 Customer order processing
- 13 Packaging
- 14 Material handling
- 15 Sea
- 16 Risks
- 17 Air
- 18 Sales promotion
- 19 All of these parties mentioned here
- 20 Mobile phones
- 21 Sales promotion
- 22 All of these factors mentioned here
- 23 Personal selling
- 24 Trade fairs and exhibitions
- 25 Advertising

MODULE 3 - SOLUTIONS

- | | |
|--|---|
| 1. Payment against shipment on consignment | 2. Payment in Advance |
| 3. Importer's bank | 4. Negotiating Bank |
| 5. Negotiating Bank | 6. Counter trade |
| 7. Countertrade | 8. an advance to meet working capital need of exporters |
| 9. 270 | 10. working |
| 11. after | 12. Post-shipment Finance |
| 13. proceeds of export bill | |
| 14. Export bills negotiated under LC | |
| 15. Ministry of Commerce | 16. Pre-shipment |
| 17. Commercial Bank | 18. SIDBI |
| 19. claim under marine insurance | 20. Line of credit |
| 21. medium and long term loans | 22. banks providing foreign currency loan to exporter |
| 23. ECGC | 24. Insolvency of buyer |
| 25. ECGC | |

- 1 DGFT
- 2 Commodity Boards
- 3 Pre shipment Inspection
- 4 EIA
- 5 Trade Consulate
- 6 Certificate of origin
- 7 Customs Preventive Officer
- 8 Customs Examiner
- 9 Bill of Lading
- 10 Five
- 11 Pre shipment stage
- 12 Let Ship Order
- 13 Carting Order
- 14 C&F agent
- 15 Letter of Undertaking (LUT)
- 16 Self certification
- 17 Chamber of Commerce
- 18 180
- 19 Three
- 20 DGFT
- 21 Port Trust Authorities
- 22 Commercial Invoice
- 23 Income Tax Department
- 24 Shipping Order
- 25 Bill of Lading

Module: 1 - नियति विषयनामधील वस्तू नियोजन व किंमत निर्णय

१. ही नव्या आणि सुधारित वस्तू निर्मितीची प्रक्रीया आहे.
• डिझाईन • संवैष्टन • मुद्रांकन • खूणचिह्नी.
२. मुळे वस्तू संरक्षण, वस्तू जतन आणि वस्तू विक्रय वृद्धी हे हेतू साध्य होतात.
• संवैष्टन • किंमत • मुद्रांकन • हमी.
३. वस्तू _____ वस्तूचे घटक दर्शवितात.
• खूणचिह्नी • मुद्रांकन • साठवण • वाहतूक.
४. वस्तूला विशिष्ट प्रकारे स्वतंत्र नाव, खूण किंवा ओळख देण्याची प्रक्रीया म्हणजे _____.
• मुद्रांकन • किंमत निश्चिती • वस्तू रचना • वखार.
५. _____ मुळे खरेदीदारास उत्पादनाचे घटक, उत्पादन दिनांक, उत्पादन वापर, सीमा ... इ. बाबी समजतात.
• खूण चिह्नी • वखारी • किंमत निश्चिती • मुद्रांकन
६. वस्तूची गुणवत्ता टिकवून देण्यात _____ या वाटा महत्वाचा असतो.
• संवैष्टनाचा • किंमतीचा • मुद्रांकनाचा • हमीचा.
७. एखाद्या विशिष्ट वस्तूच्या मार्गिक संदर्भात, किविध वस्तूंच्या मुद्रांकनासाठी जर सारखेच मुद्रांकन वापरले जात असेल तर त्यास _____ म्हणतात.
• कुटूंब मुद्रा नामाभिधान • कंपनीचे नाव • व्यक्तिगत नाम मुद्रा.
कंपनी संदर्भात व्यक्तिगत नाम मुद्रा.
८. ही वस्तू वर देवा, 'पाण्यापासून संरक्षण', 'नाजूकरित्या हाताळणी', त्या बाबी अंतर्भूत होतात.
• चिन्हांकनामध्ये • मुद्रांकनामध्ये • किंमतीमध्ये • खूणचिह्नीमध्ये.
९. _____ हा अंतर्गत घटक वस्तूची नियति किंमत ठरवितो.
• उत्पादन खर्च • स्पर्धा • मागणी • वित्तीय प्रोत्साहन.

१०. हा बहिर्गत घटक वस्तूची निर्यात किंमत ठरवितो.
• स्पर्धा • उत्पादन खर्च • कंपनीची प्रतिमा • संघटनेची उद्दिष्टे.

११. ज्या निर्यातदारांची आंतरराष्ट्रीय बाजारपेठेत प्रतिमा चांगली आहे ते _____ किंमत आकारू शकतात.
• जास्त • कमी • योग्य • न्यूनतम.

१२. ज्या वेळी ग्राहक हे वस्तूच्या किंमतीबाबत अधिक संवेदनशील असतात तेव्हा निर्यातदार _____ किंमत आकारू शकतो.
• जास्त • कमी • न्यूनतम • योग्य.

१३. ज्या वेळी ग्राहक वस्तूच्या किंमतीबाबत संवेदनशील नसतात त्यावेळेस निर्यातदार _____ किंमत आकारू शकतो.
• जास्त • कमी • न्यूनतम • योग्य.

१४. निर्यातदारांना सरकारतर्फे आंतरराष्ट्रीय विपणनात वस्तूच्या किंमती _____ ठेवण्यासाठी आमिषे किंवा प्रोत्साहन दिले जाते.
• कमी • योग्य • जास्त • सर्वेच्छ

१५. हा बाह्यघटक निर्यातमालाची किंमत ठरवितो.
• मागणी • वस्तू • पतधोरण • व्यवसायाची प्रतिमा.

१६. हा अंतर्गत घटक निर्यात वस्तूची किंमत ठरवितो.
• संस्थेची व्यवसायची उद्दिष्टे • आर्थिक परिस्थिती • मध्यस्थ • मागणी.

१७. निर्यात निविदेअंतर्गत, निर्यातदार आयातदाराच्या कारखान्या पर्यंत निर्यात माल पोहोचविण्याची व्यवस्था करतो.
• एक्स वर्कस किंमत • एफ. ए-एस. किंमत • एफ.ओ वी किंमत • सी एण्ड एफ किंमत.

* → २०. जहाजापर्यंत माल चढविण्याचा संपूर्ण खर्च, निर्यातदार _____ त्या किंमत निविदेअंतर्गत नमूद करतो.
• एफ.ओ वी • सी.आय.एफ. • सी एण्ड एफ. • एफ. ए. एस.

१८. जहाजापर्यंत निर्यात माल नेऊन अथवा पोहोचविण्यापर्यंतची किंमत _____
निविदेमध्ये अंतर्भूत असेल.
• एफ. ए. एम्. • एक्स बॅकस • एफ. ओ. व्ही. • सी एण्ड एफ.
१९. _____ निविदेअंतर्गत, जहाजावर माल चढविल्यानंतर, जहाजभाडे
आणि विमा रक्कम देण्याची जबाबदारी आयातदाराची असेल. मार्फत.
२०. (पान क्र. २ वर पहा).
२१. एफ. ओ. व्ही. किंमत निविदेअंतर्गत _____ मालाच्या वाहतुकीमधील नेमके
सुरक्षिततेसाठी विमा देणे बंधनकारक आहे.
• आयातदाराने • निर्यातदाराने • जहाज कंपनीने • सीमा शुल्क अधिकार्याने
२२. ^{किंमत} सी एण्ड एफ. निविदेअंतर्गत _____ जहाज कंपनीस सागरी भाडे देणे जरूरीचे
असेल.
• निर्यातदाराने • आयातदाराने • जहाज कंपनीने • सीमा शुल्क अधिकार्याने
२३. निर्यातीच्या ^{सी. आयू. एफ.} किंमत निविदेअंतर्गत _____ विमा आणि _____
सागरी भाडे देणे आवश्यक आहे.
• निर्यातदाराने • आयातदाराने • जहाज कंपनीने • सीमा शुल्क अधिकार्याने
२४. निर्यातीच्या एफ. ओ. व्ही. किंमत निविदेअंतर्गत _____, विक्रेत्याची
जबाबदारी असेल.
• जहाजावर माल पोहोचविण्याची • जहाजावर निर्यात मालाची जागा मुक्त
करण्याची • विमा रक्कम देण्याची • जहाज भाडे देण्याची.
२५. निर्यातीच्या सी. आयू. एफ. किंमत निविदेअंतर्गत आयातदाराने _____
जरूरीचे असेल.
• आयात कराचा भरणा करणे • सागरी भाडे देणे • विमा रक्कम अदा करणे
• जहाजावर माल चढविण्याचा खर्च देणे

Module: 2 - निर्यात वितरण व वृद्धी

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१. प्रत्यक्ष उत्पादन स्थळापासून उपभोग स्थळापर्यंत वस्तूची प्रत्यक्ष वाहतूक करणाऱ्याला _____ म्हणतात.
• मुद्रांकन • वितरण • संवैधन • वखार
२. प्रत्यक्ष निर्यात म्हणजे निर्यात वस्तू _____ पोहोचवणे
• मध्यस्थांमार्फत • व्यापारी निर्यातदारांद्वारे • स्वतः उत्पादकांनी • निर्यात गृहांमार्फत
३. अप्रत्यक्ष निर्यातीमध्ये उत्पादकास _____
• मर्यादित धोका असतो • वाजवीपेक्षा जास्त किंमत आकारता येते
• विपणन निर्णयांवर नियंत्रण ठेवणे शक्य होते • ग्राहकांद्वारे प्रत्यक्ष माहिती मिळते
४. आंतरराष्ट्रीय बाजारपेठेत ज्या उत्पादकाचे ध्येय, नावलौकिक कमावणे हे असते तो _____ निर्यातीस प्राधान्य देतो.
• अप्रत्यक्ष • प्रत्यक्ष • उर्ध्वगामी • क्षीतिज समांतर
५. उत्पादकास अप्रत्यक्ष निर्यातीमध्ये _____
• भरीव स्वरूपात गुंतवणूक करावी लागते • विक्रय वृद्धीचा प्रचंड खर्च सोसावा लागतो
• मोठ्या प्रमाणात नफा कमाविता येतो • मर्यादित स्वरूपात जोखीमांचा सामना करावा लागतो
६. अप्रत्यक्ष निर्यातीमध्ये _____ च्या साहाय्याने केलेली निर्यात अंतर्भूत असते
• व्यापारी निर्यातदाराच्या • कॅनलायझिंग एजन्सीच्या • राज्य महामंडळाच्या
• वरील सर्व मध्यस्थांच्या
७. प्रत्यक्ष निर्यातीमध्ये उत्पादक _____
• मर्यादित जोखीमांचा सामना करतो • निर्यात व्यवहारांवर नियंत्रण ठेवू शकत नाही
• विपणन व्यवहारांसाठी फार मोठ्या प्रमाणावर गुंतवणूक करतो • कमीतकमी खर्च सोसतो
८. _____ & निर्यातीमध्ये, उत्पादक प्रत्यक्ष माहितीच्या आधारे आंतरराष्ट्रीय ग्राहकांची आवड निवड जाणून घेऊ शकतो.
• उर्ध्वगामी • क्षीतिज समांतर • अप्रत्यक्ष • प्रत्यक्ष

९. अप्रत्यक्ष निर्यातीमध्ये, उत्पादकास _____
 . मर्यादित स्वरूपात नफा मिळतो. . जास्त जोखीमा पत्कराव्या लागतात.
 . मोठ्या प्रमाणात खर्चाचा भार पेलवा लागतो. . मोठ्या प्रमाणात गुंतवणूक करावी लागते.
१०. उत्पादन स्थानापासून थेट ग्राहकांपर्यंत प्रत्यक्ष मालवाहतूक करताना त्याचे नियोजन, अंमलबजावणी व नियंत्रण करणे म्हणजे _____ होय.
 . रसद (Logistics) . मुद्रांकन . संवेष्टन . वखार / गोदाम.
११. योग्य पातळीत वस्तूंचा ~~सम~~ साठ्याचे नियोजन करणे व देखरेख ठेवणे ~~सम~~ हे _____ म्हणून संबोधित आहे.
 . ~~सम~~ मालवाहतूक हातावणीशी . सामग्री व्यवस्थापनाशी . वाहतूकीशी . ग्राहक सेवांसाठी दर्जशी .
१२. _____ म्हणजे ग्राहकास योग्य वेळी, योग्य ठिकाणी, त्याने दिलेल्या मालाच्या ऑर्डरची पूर्तता करणे.
 . मालाची हातावणी . सामग्री व्यवस्थापन . ग्राहक आदेश प्रक्रीया . संवेष्टन
१३. निर्यात विपणनामध्ये, वस्तूतः प्रत्यक्षरित्या मालाचे रक्षण करणे हा रसदीमधील _____ संबंधित प्राग आहे.
 . मालाच्या हातावणीशी . सामग्री व्यवस्थापनाशी .
 . सामग्री व्यवस्थापनाचा . वखारीचा . ग्राहक आदेश प्रक्रीयेचा . संवेष्टनाचा
१४. एकीकरण आणि कंटेनरायझेशन त्या बाबी _____ संबंधित आहेत.
 . माल हातावणीशी . स्थान सुविधा उपलब्धतेशी . ग्राहक सेवा दर्जशी .
 . आंतरजाल रचनेशी .
१५. निर्यात विपणनात वस्तूंची निर्यात बऱ्याच अंशी _____ वाहतुकीद्वारे केली जाते कारण भौगोलिक दृष्ट्या जगाच्या कानाकोपऱ्यात माल पोहोचविणे आर्थिक दृष्ट्या निर्यातद्वारास सहज शक्य होते.
 . रस्ते . सागरी . रेल्वे . हवाई

नियति विपणनामध्ये शी
 १६ व्यावसायिक, राजकीय आणि सनदशीर हे _____ प्रकार आहेत.
 • घोव्यांचे • वखारीचे • वंदरांचे • रसदीचे.

१७ नाशवंत माळाची विशेषतः नियति विपणनात नियति करताना _____ वाहतूक
 सर्वात सुयोग्य असते.
 • रेल्वे रस्ते • सागरी • रेल्वे • हवाई

१८ वस्तूची तात्काळ विक्री होण्यासाठी भोफत वस्तूचे नमुने, कुपन्स, असे अल्प-मुदतीची
 अभिषे _____ मध्ये दाखविली जातात,
 • विक्री वृद्धी • जाहिरातकले • व्यक्तिशः विक्री • जनता संपर्क

१९ विक्री वृद्धी तंत्रांचा रोख _____ असू शकतो.
 • ग्राहकांकडे • विक्रेत्यांकडे • विक्रय कर्मचाऱ्यांकडे • या सर्व नमूद घटकांपाशी

२० जुन्या वस्तूच्या बदल्यात नवीन वस्तू देऊ करणे हे _____ वस्तूच्या संदर्भात
 विक्री वृद्धी तंत्रात अवलंबिले जाते
 • भ्रमणध्वनी • दंतमंजन • डाळी • शेवया (Noodles)

२१ जुन्या वस्तूच्या बदल्यात नवीन वस्तू, कुपन्स, सबबती-सूट, संयोजित वस्तू संच
 (Combo Packs) ही _____ ची तंत्रे आहेत.
 • जाहिरातकलेची • व्यक्तिशः विक्रीची • जनता संपर्कची • विक्री वृद्धीची

२२ आंतरराष्ट्रीय विपणनात, नियतिदाराने जाहिरात करताना _____ विचार
 करणे गरजेचे असते.
 • लक्षवेधी ग्राहकांच्या आवडीनिवडी व प्राधान्यांचा • प्रत्यक्ष बाजारपेठेतील संस्कृती
 आणि परंपरांचा • जाहिरातकलेची संबंधित आचारसंहितेचा • वरील नमूद केलेल्या
 सर्व घटकांचा.

२३ नियति संस्थेचे प्रतिनिधी, आणि संभाव्य ग्राहक ह्यांच्या समोरासमोरील
 संज्ञापनाचा अंतर्भाव _____ असतो.
 • विक्री वृद्धीमध्ये • जाहिरात कलेमध्ये • व्यक्तिशः विक्रीमध्ये • यापैकी कोणताच
 पर्याय नाही.

- २४ नियति संस्थेला आपल्या उत्पादनांचे प्रात्यक्षिक, संभाव्य ग्राहकांना दाखविण्याची संधी _____ अंतर्भूत असते.
- विक्री वृद्धीमध्ये
 - जाहिरात कलेमध्ये
 - व्यापारी जत्रा आणि प्रदर्शनांमध्ये
 - प्रसिध्दी ~~व्यापार~~ मध्ये

- २५ _____ एक संयुक्त, अव्यक्तिगत सादरीकरणाचा आणि विक्रयवृद्धीचा जनसंपर्कसिद्धी केला जाणारा प्रकार/घटक आहे.
- व्यक्तिशः विक्री हा
 - जाहिरात कला ही
 - व्यापारी जत्रा आणि प्रदर्शने हा
 - प्रसिध्दी हा

Module: 3 - निर्यात वित्त

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ही निर्यात देय रकमेची पद्धत आहे.

• जहाज भरणा पत्र • वकिलाती बिजक • जहाजावर चढविलेल्या मालाच्या बदल्यात भरणा रक्कम देणे • धनादेश

2.

ज्योवेळेस खरेदीदाराची पतपात्रता माहित नसते त्यावेळेस निर्यात देय रकमेसाठी ही सर्वात सुरक्षित पद्धत आहे.

• आगाऊ भरणा • मुक्त खाते • स्वीकृतीच्या बदल्यातील कागदपत्रे स्थगित पत भरणा

3.

पतपत्र _____ द्वारे जारी केले जाते.

• निर्यातदाराद्वारे • आयातदाराद्वारे • आयातदाराच्या बँकेद्वारे • जकात गृहदलालद्वारे

4.

सर्वसाधारणतः कागदपत्रांच्या स्वीकृतीनंतर सुरवातीची भरणा रक्कम _____ दिली जाते.

• सत्यापन कथे बँकेकडून • सल्ला देणाऱ्या बँकेकडून • वाटाघाटी करणाऱ्या बँकेकडून • भरणा करणाऱ्या बँकेकडून

5.

पतपत्र उघडण्यासाठी _____ हा घटक अंतर्भूत असतो.

• सीमाशुल्क अधिकारी • वाटाघाटी करणारी बँक • सर्वसाधारण विदेश व्यापार संचलनालय • भारतीय रिझर्व बँक

6.

वस्तू विनिमय, स्वीच ट्रेडिंग, भाग परत खरेदी, अनुलंब (offset) हे _____ प्रकार आहेत.

• विम्याचे • विक्री वृद्धीचे • वित्त पुरवठ्याचे • उलटपक्षी व्यापाराचे

10.

काही वस्तू आणि सेवांच्या मोबदल्यात, वेगळ्या स्वरूपात, तशाच प्रकारे वस्तू आणि सेवा देऊ केल्या जातात असा व्यापार म्हणजे _____ होय.

• दस्तऐवज बिजके • पतपत्र • उलटपक्षी व्यापार • स्थगित पत भरणा

4.

बांधणी कर्ज म्हणजे _____.

• निर्यात मालाच्या विक्री वृद्धीसाठी अग्रीम रक्कम उपलब्ध करणे

• निर्यातदाराची खेळत्या मांडवलाची गरज भागविण्यासाठी अग्रीम रक्कम उपलब्ध करणे.

• प्राधान्य क्षेत्राची अग्रीम रक्कम.

• आयातदारास दिलेली अग्रीम रक्कम

8. व्यावसायिक वेंक्या निर्यातदारासाठी जास्तीत जास्त _____ दिवसांसाठी निर्यातपूर्व वित्त देतात.
• 50 • 90 • 200 • 360

90. निर्यातपूर्व वित्त _____ भांडवल उपलब्ध करून देते.
• स्थिर • स्थिर • स्थिर • निश्चित/कायम स्वरूपी • खेळते • तरंगते.

91. निर्यातदारास, जहाजावर माल ^{भरल्या} ~~चढविण्या~~ नंतर _____ निर्यातपश्चात वित्त उपलब्ध होते.
• सातत्यपूर्ण • नंतर • आधी • दरम्यान

92. जहाजावर निर्यात माल भरल्यावर, खेळत्या भांडवलाची गरज भागविण्यासाठी निर्यातदारास _____ वित्त उपलब्ध होते.
• निर्यात-पूर्व • निर्यातपश्चात • बांधणी • स्थगित स्वरूपातील

93. निर्यातपश्चात कर्जाची परतफेड _____ होणे अपेक्षित आहे.
• निर्यात माल विक्री उत्पन्नांद्वारे • वित्त संस्थांच्या कर्जाद्वारे • बांधणी कर्जाद्वारे • स्थगित पतभरणाद्वारे

94. निर्यातपश्चात वित्ताची ^{परिपूर्ति} ~~प्रति~~ ^{करण्याचा} _____ हा प्रकार आहे.
• रोखीने निर्यात-पूर्व वित्त • गहाणवरीच्या मालाद्वारे वित्त • तारण मालाच्या बदल्यात उचललेले कर्ज • पतपत्राच्या आधारे वाटाघाटी स्वरूपातील निर्यात देयके.

95. निर्यात पत व हमी महामंडळाचे कार्य _____ प्रशासकीय नियंत्रणाखाली चालते.
• वाणिज्य मंत्रालयाच्या • भारतीय वाणिज्य उद्योगांच्या महासंघ (FICCI) महासंघाच्या • भारतीय निर्यात महासंघाच्या • भारतीय व्यापार वृद्धी संस्थेच्या

96. बांधणी कर्जास _____ असेही संबोधले जाते.
• निर्यात-पूर्व वित्त • व्ही.आर.एसू. • जप्त वसुली • भाग परत खरेदी

97. आयातदाराच्या खाल्यातून निर्यातदाराच्या खाल्यात, निर्यात ^{मालाच्या} ~~विक्रीतून~~ आलेले उत्पन्न _____ जमा केले जाते.
• भारतीय रिझर्व बँकेद्वारे • सीमा शुल्क अधिकाऱ्याद्वारे • जकात गृहदलाला मार्फत • व्यावसायिक बँकेद्वारे

१८. लघु आणि सूक्ष्म उद्योगांना ———— द्वारे कर्जपुरवठा उपलब्ध होतो.
 • भांडवली वस्तू निर्यात वृद्धीद्वारे • भारतीय पत व हमी महामंडळाद्वारे
 • आयात निर्यात बँकेद्वारे • भारतीय लघु उद्योग विकास बँकेद्वारे.

१९. जर मालवाहू जहाजावरील निर्यात माल हरवला तर निर्यातदाराने ————
 नुकसान भरपाईचा हक्क मागावा.
 • निर्यात पत व हमी महामंडळाकडे • सागरी विमा कंपनीकडे
 • निर्यात माल कर्जमाफीसाठी • सीमा शुल्क कर परतावासाठी

२०. आयात निर्यात बँक, विदेशी सरकारांना जे कर्ज उपलब्ध करून देते त्यास ———— म्हणतात.
 • व्यावसायिक कर्ज • बिन व्याजी देऊ केलेले (Soft) कर्ज
 • सातत्यपूर्ण पतपुरवठा • विस्थापित कर्जपुरवठा.

२१. आयात निर्यात बँकेमुळे निर्यातदारास ———— मिळणे शक्य होते.
 • अल्पमुदतीची कर्जे • विमा • मध्यम व दीर्घ मुदतीची कर्जे • बुडित कर्जासून संरक्षण

२२. निर्यात पत व हमी मंडळाच्या, निर्यात वित्त हमी मुळे ———— संरक्षण मिळते.
 • निर्यातदारास बँकेने दिलेल्या विदेशी चलनातील कर्जपुरवठ्यास
 • जकात गृह हलालास बँकेने दिलेल्या विदेशी चलनातील कर्जपुरवठ्यास
 • भारतीय निर्यातदारास, बँकेच्या विदेशातील शाखांनी केलेल्या कर्जपुरवठ्यास
 • भारतीय आयातदारास, बँकेच्या विदेशातील शाखांनी केलेल्या कर्जपुरवठ्यास

२३. निर्यातीमधील, व्यावसायिक व राजकीय जोखीमांपासूनचे संरक्षण ———— मिळते.
 • निर्यात पत व हमी महामंडळामुळे • आयात निर्यात बँकेमुळे
 • भारतीय लघु आणि सूक्ष्म औद्योगिक बँकेमुळे • भारतीय रिसर्व बँकेमुळे.

२४. व्यावसायिक जोखीमांमध्ये ———— समावेश होतो.
 • ग्राहक दिवाबखोरीचा • युद्ध तसेच नागरी दंगे धोण्यांचा • आयातदाराच्या दिवाबखोरीमुळे त्याचा निर्यात परवाना रद्द झाल्याचा
 • आयातदाराच्या देशाने निर्यात मालाच्या रक्कम
 भरण्यावर भरदा आणण्याचा

२५ निर्यात व्यापारातील बुडित कजपासून, निर्यातदारास — संरक्षण मिळते.

- भारतीय वस्तू निर्यात वृद्धी योजनेद्वारे
- निर्यात पंत व हमी महामंडळाद्वारे
- भारतीय निर्यात महामंडळाद्वारे
- भारतीय उद्योगांच्या महामंडळाद्वारे

मॉड्यूल ४ - निर्यात कार्यपद्धती आणि दस्तऐवजीकरण .

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१. भरतात आयातदार निर्यातदार सांकेतिक क्रमांक _____ देऊ करतात
• भारतीय रिझर्व बँक • सर्वसाधारण विदेशी व्यापार संचलनालय • बंदर विश्वस्त अधिकारी
• अबकारी अधिकारी.
२. काथा, कॉफी, रबर, मसाले इ. वस्तूसाठी भारतीय निर्यातदारांनी _____ नोंदणीकरणे क्रमप्राप्त असते
• निर्यात वृद्धी महामंडळाकडे • वस्तू मंडळाकडे • भारतीय निर्यात संस्थांच्या महामंडळाकडे
• जहाज कंपनीकडे.
३. ज्या भारतीय निर्यातदारांनी ISO-9001 पतमानांकन/प्रमाणीकरण करून घेतले आहे
अशा निर्यातदारांना _____ अर्ज करण्याची गरज नसते.
• केंद्रीय अबकारी मंजूरीसाठी • निर्यात-पूर्व माल तपासणीसाठी • आवेष्टन प्रक्रीयेसाठी
• खूण प्रक्रीयेसाठी.
४. निर्यात पूर्व माल तपासणीमध्ये नकारात्मक शेष _____ दिला जातो.
• जहाज कंपनीद्वारे • निर्यात माल तपासणी अभिकरण संस्थेद्वारे
• निर्यात पत व हमी महामंडळातर्फे • व्यावसायिक बँकेद्वारे.
५. निर्यातदारांच्या देशांमध्ये आयातदार देशाच्या _____ वकिलाती बिजक देऊ केले जाते.
• वस्तू महामंडळातर्फे • वाणिज्य राजदूतातर्फे • अबकारी अधिकाऱ्यांतर्फे
• करप्रणाली अधिकाऱ्यांतर्फे.
६. वस्तू उगम आणि निर्यात ज्या देशातर्फे झाली आहे त्याचा पुराव्यादाखल
दस्तऐवज म्हणजे _____ होय.
• वकिलाती बिजक • वस्तू उगम प्रमाणपत्र • जहाज पावती • जहाज भरणापत्र
७. 'लेट शिप ऑर्डर' _____ जारी केली जाते.
• जहाज कंपनीद्वारे • वस्तू मंडळाद्वारे • निर्यात माल तपासणी अभिकरण संस्थेद्वारे
• सीमा शुल्क प्रतिबंधक अधिकाऱ्याद्वारे.
८. 'लेट एक्स्पोर्ट ऑर्डर' _____ जारी केली जाते.
• निर्यात वृद्धी मंडळाद्वारे • सीमा शुल्क तपासणी अधिकाऱ्याद्वारे • भारतीय लघु उद्योग
औद्योगिक बँकेस बँकेद्वारे • आयात निर्यात बँकेद्वारे.

8. जहाज कंपनी तर्फे — हा दस्तऐवज मिळाला जातो.
 • व्यावसायिक बिजक • जहाज भरणा पत्र • आवेष्टन यादी • नोंदणी तथा सदस्यत्व प्रमाणपत्र
90. जहाज बिजक/पत्र/पावती — प्रतींमध्ये तयार करतात.
 • 2 • 3 • 4 • 5
91. निर्यातदार तपासणी प्रमाणपत्र — टप्प्यांमध्ये प्राप्त करतो.
 • नोंदणी टप्प्यांमध्ये • निर्यात पूर्व • निर्यात पश्चात वित्त • उत्पादन
92. निर्यातदारास जहाजांमध्ये माल चढवताना — परवानगी मिळणे गरजेचे असते.
 • लेट शीप ऑर्डरची • कार्टिंग ऑर्डरची • हमीपत्राची • हवाई व्रीलाची,
93. गोदीमध्ये निर्यातीचा माल आत आणण्यासाठी — परवानगी मिळणे जरूरीचे असते.
 • लेट अक्सपोर्ट ऑर्डरची • कार्टिंग ऑर्डरची • अडकारी बिजकाची • जी.आर. प्रपत्राची
94. जहाजात माल भरण्याची प्रक्रीया पूर्ण करण्यामध्ये अडत मिळण्याच्या दृष्टीकोनातून निर्यातदारास — मदत होते.
 • सर्वसाधारण विदेश व्यापार संचलनालयाची • जकात गृह दलालाची • निर्यात वृद्धी महामंडळाची • वस्तु मंडळांची
95. नोंदणीकृत निर्यातदारास — भारतीय वस्तु व सेवा कर भरण्यापासून मदत होते.
 • वस्तु उगम प्रमाणपत्रामुळे • आवेष्टन यादीमुळे • हमीपत्रामुळे • विमा पत्रामुळे
96. भारतामध्ये निर्यात वस्तूंच्या गुणवत्ता नियंत्रणासाठी — पद्धत अमलात आणली जाते.
 • स्व-प्रमाणीकरण • बॉर्डर अंतर्गत निर्यात • हमी पत्र • उलटपक्षी व्यापार
97. नोंदणी सदस्यत्व प्रमाणपत्र — दिले जाते.
 • चेंबर ऑफ कॉमर्सतर्फे • निर्यात पत्र व हमी महामंडळातर्फे • निर्यात वृद्धी महामंडळातर्फे • भारतीय रिझर्व बँकेतर्फे

१८. ग्राहक वस्तुंच्या संदर्भात, निर्यात वस्तु विक्री उत्पन्नाची प्राप्ती सर्वसाधारणपणे —
दिवसांमध्ये होते.
. १८० . २४० . ३६० . १२० .
१९. ————— पाच प्रतींमध्ये तयार केले जाते.
जहाज बिजक ————— प्रतींमध्ये तयार करतात.
. २ . ३ . ५ . ७ .
२०. भारतामध्ये, निर्यातदारास ————— नोंदणी करणे अनिवार्य असते.
. भारतीय रिसर्व बँकॉकडे . सर्वसाधारण विदेश व्यापार संचलनालयाकडे
. निर्यात वृद्धी महामंडळाकडे . व्यावसायिक बँकांकडे .
२१. निर्यात मालाचा परवाना (Carting order) ————— प्राप्त होते.
. बंदर किंवास्त आधिकाऱ्यांकडून . जहाज कंपनीकडून . जकात गृह दलालाकडून
. भारतीय विदेश व्यापार महासंघाकडून .
२२. निर्यात विपणनात ————— या मूलभूत दस्तऐवजाची गरज असते.
. व्यावसायिक बिजक . वकिलाती बिजक . वस्तु उगम प्रमाणपत्र . जहाज पत्र
२३. स्थायी स्वरूपाचे लेखा क्रमांक प्राप्त करण्यासाठी निर्यातदारास ————— नोंदणी करणे
गरजेचे असते.
. आयकर विभागाकडे . वस्तु मंडळाकडे . भारतीय निर्यात व्यापार महासंघाकडे
. अबकारी अधिकाऱ्यांकडे .
२४. जहाजात निर्यात माल ठेवण्याची जागा अधिग्रहित करण्यासाठी ————— गरज असते.
. जहाज माल भरण आदेशाची . निर्यात माल परवाना (Carting order)
. लेट एक्सपोर्ट ऑर्डर . अबकारी मंजूरी आदेशाची
२५. ————— हा वस्तु मालकी दस्तऐवज आहे.
. जहाज पावती . जी. आर. प्रपत्र . जहाज भरण पत्र . वकिलाती बिजक

Module 1. (उत्तर सूची) निर्यात विवणनातील वस्तू निर्यात व किंमत निर्णय

१. डिझाईन २. संवेष्टन ३. खूणचिह्नी ४. मुद्रांकन

५. खूणचिह्नी ६. संवेष्टनाचा ७. कुटुंब मुद्रांनमामिधान ८. विव्हांकनमध्ये

९. उत्पादन खर्च १०. खर्चा ११. जास्त १२. कमी

१३. जास्त १४. कमी १५. मागणी १६. व्यवसाय संस्थेची उद्दिष्ट्ये

१७. एक्स वर्कसु किंमत १८. एफ. ए. एस १९. एफ. ओ. बी. २०. एफ. ओ. बी.

२१. आयातदाराने २२. निर्यातदाराने २३. निर्यातदाराने २४. जहाजावर मात
पोहोचविण्याची

२५. आयात कराचा भरणा करणे.

मॉड्यूल: २ (उत्तर सूची) - निर्यात वितरण व वृद्धी.

१. वितरण २. स्वतः उत्पादकाने ३. मर्यादित घोका असतो ४. प्रत्यक्ष

५. मर्यादित स्वरूपात जोखीमांचा सामना करावा लागतो ६. वरील सर्व मध्यस्थांच्या

७. विपणन व्यवहारासाठी फार मोठ्या प्रमाणावर गुंतवणूक करतो ८. प्रत्यक्ष

९. मर्यादित स्वरूपात नफा मिळतो १०. रसद ११. सामग्री व्यवस्थापनाशी

१२. ग्राहक आदेश प्रक्रीया १३. संवेष्टनाचा १४. माल हाताळणीशी १५. सागरी

१६. घोकांचे १७. हवाई १८. विक्री वृद्धी १९. वरील सर्व नमूद घटकांपाशी

२०. प्रमाणधर्मी २१. विक्री वृद्धीची २२. वरील नमूद केलेल्या सर्व घटकांचा

२३. व्यक्तिगत विक्रीमध्ये २४. व्यापारी जत्रा आणि प्रदर्शनांमध्ये २५. जाहिरातकला ही.

मॉड्यूल ३ - उत्तर सूची - (नियति वित्त)

१. जहाजावर चढविलेल्या मालाच्या बदल्यात २. आगाऊ भरणा ३. आप्यातदाराच्या बँकेद्वारे
४. वाटाघाटी करणाऱ्या बँकेकडून ५. वाटाघाटी करणारी बँक ६. उलटपक्षी व्यापाराचे
७. उलटपक्षी व्यापार ८. निर्यातदाराची खेड्या मंडळाची गरज भागविण्यासाठी अग्रीम रक्कम
उपलब्ध करणे.
९. २७० १०. खेडते. ११. नंतर १२. निर्यात पश्चात १३. निर्यात माल
विक्री उत्पन्नांद्वारे
१४. पतपत्राच्या आधारे वाटाघाटी स्वरूपातील निर्यात देयके १५. वाणिज्य मंत्रालयाच्या
१६. निर्यात पूर्व वित्त १७. व्यावसायिक बँकेद्वारे १८. भारतीय लघु उद्योग, औद्योगिक
विकास बँकेद्वारे.
१९. सागरी विमा कंपनीकडे २०. सातत्यपूर्ण पतपुरवठा २१. मध्यम व दीर्घ मुदतीची क्रेडे
२२. निर्यातदाराने बँकेने दिलेल्या विदेशी चलनातील कर्जपुर्वव्यास २३. निर्यात पतवहमी
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२४. ग्राहक दिवाळखोरीचा २५. निर्यात पत व हमी महामंडळाद्वारे.
----- मॉड्यूल ४ (निर्यात कार्यपद्धती व दस्तऐवजीकरण) -----
१. सर्वसाधारण विदेश व्यापार संचलनालय. २. वस्तु मंडळांकडे ३. निर्यातपूर्व माल तपासणीसाठी
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७. सीमा शुल्क प्रतिबंधक अधिकाऱ्याद्वारे ८. सीमा शुल्क तपासणी अधिकाऱ्याद्वारे ९. जहाज भरणा पत्र
१०. पाच ११. निर्यात पूर्व. १२. लेट शीप ऑर्डरची १३. कार्टिंग ऑर्डरची १४. जकात गृह
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१५. हमी पत्राकडे १६. स्व-प्रमाणीकरण १७. चेंबर ऑफ कॉमर्स तर्फे १८. १८० १९. पाच
२०. सर्वसाधारण विदेश व्यापार संचलनालयाकडे २१. बंदर विस्सत अधिकाऱ्यांकडून
२२. व्यावसायिक ब्रिजक २३. आयकर विभागाकडे २४. जहाज माल भरणा आदेश २५. जहाज भरणा पत्र

SAMPLE QUESTION BANK

Class / Sem: - TYBCOM SEM-VI

Subject: - COMMERCE - VI (Human Resource Management)

Q. No.	Question	A	B	C	D	Answer
Module - I HUMAN RESOURCE MANAGEMENT						
1	The process of forecasting, developing and controlling human resource in an organisation is called as _____.	Human Resource planning	Human Resource Development	Human Resource Management	Strategic Human Resource Management	Human Resource planning
2	_____ is a process of searching and attracting capable candidates to apply for the jobs.	Selection	Recruitment	Transfer	Separation	Recruitment
3	Human Resource Planning is a process of identifying human resource requirements in terms of _____ and _____.	Quality and Quantity	induction and Separation	training and development	good and bad	Quality & Quantity
4	When there are surplus employees in an organisation, the organisation should undertake _____.	Recruitment & Selection	Training & Development	Retrenchment & Layoff	Performance Appraisal	Retrenchment & layoff
5	_____ is a standard format of the company to obtain information about every candidate applying for the job.	Application Blank	Interview	employment test	Admission Form	Application Blank
6	Job _____ is a process of collecting information about the job.	Recruitment	Selection	Analysis	Retrenchment	Analysis
7	_____ provides information on the human attributes in terms of education, skills, aptitudes and experience necessary to perform a job effectively.	Job description	Job specification	Job analysis	Job evaluation	Job specification
8	_____ is a process of choosing the right person for the right job.	Transfer	Selection	Placement	Recruitment	Seclection
9	Job _____ is the structure the job in terms of content, functions & _____.	Design	Deal	Opportunity	Perfirmance	Design
10	_____ refers to horizontal movement of employees in respect of job _____.	Promotion	Transfer	Selection	Induction	Transfer
11	External source of recruitment includes _____.	transfer	former employees	advertisements	present employees	advertisements

12	_____ interviews are conducted as per the rules and practices.	Informal	Stress	Formal	Questionnaire	Formal
13	A carefully designed job will make it more _____ and satisfying.	interesting	mundane	demanding	boring	interesting
14	_____ leads to horizontal expansion in the job.	Job simplification	Job rotation	Job enlargement	Job analysis	Job enlargement
15	_____ test is conducted to judge specific talent or skill to handle a particular type of job	Interest	Intelligence	Aptitude	Excellence	Aptitude
16	Job title and Working conditions of a job are included in _____.	job description	job specification	job rotation	job evaluation	job description
17	_____ involves shifting the employees from one job to another	Apprenticeship	Coaching	Understudy	Job rotation	Job rotation
18	Increasing the number and variety of tasks assigned to a job is called _____	job enrichment	job enlargement	job rotation	job turnover	Job enlargement
19	In strategic HRM, decision making is _____.	Proactive	Reactive	Unsynchronised	Delayed	proactive
20	Educational Qualifications and Qualities are components of _____.	Job Description	Job Evaluation	Job Enrichment	Job Specification	Job specification
21	_____ is an internal source of recruitment.	Press advertisement	Promotion	Employment exchange	All of these	Promotion
22	_____ is an external source of recruitment.	job portals	Promotion	Retired managers	recalls	job portals
23	_____ refers to dividing the job into smaller parts	job analysis	job specification	Job simplification	Job enlargement	job simplification
24	_____ comes before selection.	Placement	Recruitment	Training	Performance Appraisal	Recruitment
25	_____ is a E- selection technique	Test	reference check	key word search	Initial screening	key word search

Module - II Human Resource Development

26	_____ is a process of developing skills, competencies and knowledge of employees.	Human Relations Management	Human Resource Development	Human Resource Accounting	Human Resource Planning	Human Resource Development
27	_____ is a method of training wherein employees are transferred from one job to another.	Counseling	Simulation	Job Rotation	case Study	Job Rotation
28	Conferences and Seminars are _____ method of training and development.	On the Job	Off the Job	Personal	Public	Off the Job

29	_____ is a planned program undertaken to improve employee's knowledge and skills.	Training	Leadership	Human Resource Planning	Counseling	Training
30	Human resource development is a part of _____.	Human Resource Planning	Human resource Management	Human Resource Accounting	Human Resource Development	Human resource Management
31	Lectures and business games are _____ method of training and development.	On the Job	Off the Job	Ranking	Rating	Off the job
32	_____ refers to providing guidance and training by senior to subordinates.	Case study	Counseling	Lectures	Coaching	Coaching
33	_____ method of training is a part of educational course.	Performance appraisal	Internship	Junior boards	Job rotation	Internship
34	_____ involves creating atmosphere which is similar to the real work environment.	Coaching	Case study	Internship	Simulation	Simulation
35	_____ is a function of Human Resource Development.	Performance appraisal	Recruitment	Selection	reference check	Performance appraisal
36	_____ is a method of evaluating training effectiveness.	Case study	Simulation	Cost-benefit analysis	Job rotation	Cost-benefit analysis
37	_____ is a step in identifying training needs	Analysing organisational needs	Competition analysis	Job designing	Customer analysis	Analysing organisational needs
38	_____ is an evaluation of an employee's job related strengths & weaknesses	Preliminary screening	Recruitment	Employment Tests	Performance Appraisal	Performance Appraisal
39	Fair Performance Appraisal of employees lead to _____.	Higher efficiency	Higher morale	Reduced grievance	All of these	All of these
40	_____ is traditional method of performance appraisal	360 degree Appraisal	Confidential Reports	Management by Objectives	Human Resource Accounting	Confidential Reports
41	In Human Resource Management, HRA stands for _____.	Human Resource Auditing	Human Resource Allowance	Human Resource Assessment	Human Resource Accounting	Human Resource Accounting
42	_____ refers to the identification of the hidden talents and skills of employees to take up higher positions and responsibilities in the organisational hierarchy.	Grievances	Potential Appraisal	Compensation	Employee Welfare	Potential Appraisal
43	_____ involves deciding on the career goals of the employees and the path to achieve those career goals	Training	Promotion	Performance Appraisal	Career Planning	Career Planning

44	_____ is a process of identifying and developing new leaders to replace old leaders when they leave or retire	Leadership planning	Succession Deed	Succession Planning	Career Planning	Succession Planning
45	In the process of mentoring, the experienced and senior person is known as _____	Trainee	Trainer	Mentor	Mentee	Mentor
46	_____ is discussion with an employee of a problem that usually has emotional content in order to help the employee cope with it better	Morale	Motivation	Leadership	Counseling	Counseling
47	For effective counseling, _____ is required on the part of counselor in _____ technique or	Listen Patiently	Be inflexible	Be Judgemental	All of these	Listen Patiently
48	counseling, the Counsellor and counselee both are jointly responsible for solving the problems	Directive	Non-Directive	Participative	None of these	Participative
49	_____ is the process of coaching or guiding the subordinate	Mentoring	Appraising	Selection	Recrutiment	Mentoring
50	_____ occurs when the rater evaluates the employee on the basis of one negative quality	Employment Test	Succession Planning	Horn Effect	Innovation	Horn Effect

Module - III HUMAN RELATIONS

51	_____ is a mental condition or attitude of individuals & groups which determines their willingness to cooperate.	Grievance	Leadership	Morale	Mentoring	Morale
52	_____ consists of honesty, integrity, & ethical values of employees.	Intelligence Quotient	Emotional Quotient	Passion Quotient	Spiritual Quotient	Spiritual quotient
53	Employees health & safety measures consist of _____.	Fire Protection	Protective Clothing	Safety Education	All of these	All of these
54	_____ is the ability to secure desired actions from subordinates to achieve common objectives.	Planning	Leadership	Performance appraisal	Employee welfare	Leadership
55	_____ leaders motivate and empower employees to achieve company's goals.	Transactional	Autocratic	Transformational	Bureaucratic	Transformational

56	_____ is the act of stimulating someone or oneself to get a desired course of action	Motivation	Organization	Communication	Coordination	Motivation
57	_____ is an element of Vroom's theory of motivation	Hygiene	Valence	ego & esteem	growth	Valence
58	_____ Theory of motivation states that people are basically lazy and dislike work.	Theory T	Theory X	Theory Y	Theory Z	Theory X
59	_____ is an element of Pink's theory of motivation	Autonomy	Purpose	Mastery	All of these	all of these
60	_____ is any work-related complaint expressed in writing by an employee	Grievance	circular	Notice	Application	Grievance
61	_____ indicates high morale of employees	High employee turnover	high team spirit	low efficiency	conflicts	High team spirit
62	_____ is the basic need in Maslow's Need Hierarchy theory.	Esteem	Social	Physiological	None of these	Physiological
63	Theory Y is based on _____ features of human character.	Positive	Modern	New	Negative	Positive
64	Increments & bonus payments are _____ incentives of motivation.	Financial	Non Financial	Negative	None of these	financial
65	_____ generates negativity and low morale in employees.	Grievance	Training	Counselling	Perks	Grievance
66	Employee welfare measures include _____ facilities.	Canteen	Rest rooms	Transport	All of these	All of these
67	_____ style of leadership gets work done by offering rewards & punishments	Laissez Faire	Paternalistic	Transformational	Transactional	Transactional
68	_____ is the highest need in the Maslow's theory of hierarchy of needs	Social needs	Safety and security needs	Ego & esteem needs	Self actualization needs	self actualisation needs
69	_____ Theory of motivation assumes that people are active and responsible at work	Theory X	Theory Y	Pink theory	Vroom's theory	Theory Y
70	_____ need refers to the need for acceptance, love & care	ego & esteem	social	safety	physiological	social
71	_____ is an element of Emotional Quotient	Self awareness	Self management	relationship management	All of these	All of these
72	_____ quotient is related to the ability to handle feelings & stress	Intelligence	Emotional	Spiritual	style	emotional

73	_____ helps to improve emotional & spiritual quotient	Yoga	meditation	training	all of these	all of these
74	High morale _____ absenteeism and turnover.	encourages	Raises	Reduces	Accelerates	reduces
75	Human relations approach has..... application	universal	special	uniform	general	Universal

Module - IV TRENDS IN HUMAN RESOURCE MANAGEMENT

76	_____ means reducing the size of manpower in the organization.	Degrading	Downsizing	Outsourcing	Recruiting	Downsizing
77	Workforce _____ has created new challenges for human resource management	Uniformity	Diversity	Equality	Regularity	Diversity
78	_____ is the gradual reduction in the workforce through resignation, retirement and death.	Absenteeism	Attrition	Outsourcing	Transfer	Attrition
79	Competence refers to a combination of knowledge, attributes and .....which are required to improve work performance.	skill	feeling	opinion	complaint	Skill
80	_____ competencies refer to key areas of expertise.	Organizational	Core	Technical	Formal	Core
81	Characteristics of learning organisation include _____	Shared vision	Centralisation	Time study	Motion study	Shared Vision
82	Generation .....includes persons born between 1979 and 1999.	W	X	Y	Z	Y
83	Flexible working practices include_____	no job sharing	Fixed hours	Work from home	Work at office only	Work from home
84	Employee ----- refers to giving employees autonomy and responsibility for decision making	Empowerment	Absenteeism	Engagement	Enthusiasm	Empowerment
85	Absenteeism is caused by _____.	Job satisfaction	high morale	Low morale	Fair Remuneration	Low morale
86	.....is an integrated system used to gather, store and analyse information regarding employees.	Financial Resource Accounting	Marketing Information System	Human Resource Information System	Human Resource Development	Human Resource Information System
87	_____ helps in reducing absenteeism.	Auditing	Accounting	Workplace wellness programmes	Downsizing	Workplace Wellness

88	The sexual Harassment of women at workplace (Prevention, prohibition and redressal) Act was passed in -----	1983	2003	2013	2015	2013
89	.....employment is a system of working for a fixed number of hours with the starting and finishing timings within the agreed limits.	Flexitime	Temporary	Part-time	Full-time	Flexitime
90	Employee.....is the extent to which employees feel passionate about their jobs and are committed to their work.	Frustration	Engagement	recognition	reward	Engagement
91	.....competencies refer to specific skills related to a job	Technical	Behavioural	functional	human	functional
92	Competency .....is a process of identifying key competencies required for undertaking organisational tasks.	Mapping	Scaling	Tasking	Learning	Mapping
93	Employee refers to a gradual reduction in workforce without firing employees.	Turnover	Attrition	Downsizing	Removal	Attrition
94	.....guidelines are in respect of prevention of sexual harassment at work place	Apsara	Vishakha	Menaka	Uttara	Vishaka
95	.....popularized the concept of learning organisation through his book 'The Fifth Discipline.	Peter Senge	Peter Drucker	Philip Kotler	F.W. Taylor	Peter Senge
96	Innovative culture is the work.....that managers encourage to nurture and develop to generate innovative ideas.	problem	environment	rules	issues	environment
97	.....refers to planned elimination of positions or jobs.	Termination	Downsizing	Upsizing	Selection	Downsizing
98	Organising informal get-togethers of employees can help in managing the problem of	Workforce diversity	promotion	transfer	Staffing	Workforce Diversity
99	_____ organisation provides autonomy to the employees.	Innovative	Line	Matrix	Autocratic	Innovative

100	Sexual harassment at work place is _____.	Ethical	Unethical	Permitted	Tolerable	unethical
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Sample Questions	Class: T.Y.B.Com
Examination Code: 2C00136	Semester: VI
Subject: Cost Accounting II	Paper Code: C 83007

Sr. No .	Questions	Option A	Option B	Option C	Option D	Correct Answer	Unit
1	Under Non Integrated system _____ accounts and _____ accounts are maintained separately.	Cost, Financial	Personal, Cost	Only cost	Only real account	Cost, Financial	I
2	_____ contains each item of stores.	WIP ledger	Stores Ledger	Cost Ledger accounting	Finished Goods Ledger	Stores Ledger	I
3	Cost of unfinished work is shown by _____ Ledger.	WIP ledger	Stores Ledger	Cost Ledger accounting	Finished Goods Ledger	WIP ledger	I
4	Issue of material is _____ to stores ledger control A/c.	Under absorbed overheads	Debited	Credited	Added	Credited	I
5	Under / over absorption of overheads is shown by _____.	Factory overhead	Cost of finished work	WIP ledger	Cost of unfinished work	Factory overhead	I
6	N. P. / N. L. as per cost A/c is shown by _____.	Costing Profit & Loss A/c	Stores Ledger Control A/c.	WIP ledger	Factory overhead	Costing Profit & Loss A/c	I
7	Cost ledger contains all _____ accounts.	Impersonal	Personal	Only real account	Cost	Impersonal	I
8	Finished items are shown by _____ Ledger.	Costing P & L A/c.	Finished Goods Ledger	WIP ledger	Stores Ledger	Finished Goods Ledger	I
9	Control accounts provide a basis_	For reconciliation of cost and financial	For reconciliation of cost and management	For reconciliation of financial	For reconciliation of management	For reconciliation of cost and financial	I

		accounts.	accounts.	accounts and management accounts.	accounts.	accounts.	
10	The balance on Factory overhead Control A/c represents	Under absorption of overheads	Over absorption of overheads.	Either a) or (b)	Neither a) nor (b)	Either a) or (b)	I
11	The balance of Finished Goods Ledger control represents	Cost of goods remaining unsold	Cost of goods sold out	Cost of WIP.	Cost of Purchase	Cost of goods remaining unsold	I
12	The balance on cost of Sales A/c is transferred to —	Financial P & L A/c.	Costing P & L A/c.	Cost Ledger Control A/c	Balance Sheet	Costing P & L A/c.	I
13	Purchase of material is debited to _____	WIP ledger	Stores Ledger A/c	Cost Ledger accounting	Finished Goods Ledger	Stores Ledger A/c	I
14	Direct wages are debited to _____ A/c.	WIP ledger	Stores Ledger A/c	Cost Ledger accounting	Factory overhead	WIP ledger	I
15	Indirect wages are debited to _____ A/c.	WIP ledger	Stores Ledger A/c	Cost Ledger accounting	Factory overhead	Factory overhead	I
16	Construction companies follow _____ costing.	Contract	Sub-contract A/c	Contractee's A/c	Contractor's	Contract	II
17	Work done but not certified is called _____.	Contract Price	Work Uncertified	Work Certified	Plant At Site	Work Uncertified	II
18	_____ is the person for whom the Contract job is undertaken.	Contractor	Contractee	Sub-contractor	Job-worker	Contractee	II
19	The degree of completion of work is determined by comparing the work certified with	Contract price	Work in progress	Cash received on contract	Retention money	Contract price	II
20	Profit on incomplete	Retention	Completion	Degree	Work in progress	Degree	II

	contract is calculated on the basis of _____ of completion.						
21	Work uncertified is valued at _____.	Market price	Store	Cost	Future Price	Cost	II
22	Sale of scrap is _____ to contract A/c.	Debited	Completion	Credited	Added	Credited	II
23	2/3rd of Notional profit is considered when the work certified is _____ or more.	50%,less	20%, more	50%, more	70%, more	50%, more	II
24	_____ ensures the Contractee that the contractor will continue the work.	Work certified	Retention	Completion	Work uncertified	Retention	II
25	If cash received is 80,000 which is 80% of work certified, the value of work certified is ____.	Rs. 200000	Rs. 300000	Rs. 100000	Rs. 150000	Rs. 100000	II
26	On _____ of the contract entire profit is transferred to P & L A/c.	Work certified	Retention	Completion	Work uncertified	Completion	II
27	_____ indicates work done and certified.	Work certified	Retention	Completion	Work uncertified	Work certified	II
28	Work certified is valued in term of _____.	Contract Price	Completion	Retention	Degree	Contract Price	II
29	_____ Money is paid after a certain period.	Contract Price	Completion	Retention	Degree	Retention	II
30	If work done	35%	25%	15%	55%	25%	II

	is less than _____ % no profit is credited to Profit and Loss A/c.						
31	Value of plant at site is shown on _____ side of contract A/c.	Debit	Credit	Degree	Completion	Credit	II
32	Sub-contract cost is _____ to contract A/c.	Debited	Completion	Credited	Added	Debited	II
33	Material supplied to site is debited to	Contract A/c	Contractee A/c	Contractor's A/c	Material control Account	Contract A/c	II
34	Cost of plant issued to site is debited to	Contract A/c	Contractee A/c	Contractor's A/c	Machinery A/c	Contract A/c	II
35	Cash received is equal to	Work certified – retention money	Contract price – work certified	Work certified + work uncertified	No Profit is transferred to Profit and Loss Account	Work certified – retention money	II
36	Sale of plant from site is	Credited to contract A/c	Debited to contract A/c	Debited to Insurance claim A/c	Debited to P & L A/c	Credited to contract A/c	II
37	Cost of rectification of defective work is	Debited to contract A/c	Credited to contract A/c	Ignored from contract A/c	Contractor's A/c	Debited to contract A/c	II
38	Work certified is Rs. 3,00,000 cash received is 80% cash received is	Rs. 340000	Rs. 240000	Rs. 200000	Rs. 250000	Rs. 240000	II
39	Value of work certified Rs. 2,50,000 cost of work certified Rs. 1,00,000 Notional profit is	Rs. 100000	Rs. 75000	Rs. 150000	Rs. 250000	Rs. 150000	II
40	Contract price is Rs. 5,00,000 work certified	Rs. 340000	Rs. 240000	Rs. 200000	Rs. 250000	Rs. 240000	II

	is 60% payment from the Contractee is 80% the amount of payment received is						
41	Output is 2,500 units Normal Loss is 300 units abnormal loss is 200 units. The input is	2,000 units	3,000 unit	1,500 units	3500 unit	3,000 unit	III
42	Normal loss is _____ to process A/c.	Debited	Deducted	Credited	Added	Credited	III
43	Normal loss is _____ loss.	Cost	Controllable loss	Non-controllable	Added	Non-controllable	III
44	Abnormal loss is _____ loss.	Cost	Controllable loss	Non-controllable	Added	Controllable loss	III
45	In process costing cost of a product is ascertained at each _____.	Process	Added	Deducted	Cost	Process	III
46	Abnormal gain is excess of _____ output over _____ output.	Actual, Normal	Controllable loss	Non-controllable	Deducted	Actual, Normal	III
47	Balance on abnormal loss account is transferred to _____.	Costing, P & L A/C	Balance sheet	Process A/c	Deducted	Costing, P & L A/C	III
48	Abnormal gain is valued at _____.	Cost	Process	Normal	Actual	Cost	III
49	Output of previous process becomes the _____ of next process.	Process	Input	Output	Cost	Input	III
50	_____ has realizable value.	Scrap	Input	normal loss	Process	Scrap	III
51	_____ Loss is treated as cost	Abnormal	Normal	Scrap	Input	Normal	III

	of production.						
52	_____ Loss is unavoidable.	Abnormal	Normal	Scrap	Input	Normal	III
53	Input is 950 units Normal Loss is 10% output is 840 units abnormal loss is	20 units	15 units	25 units	30 units	15 units	III
54	Normal Loss is 10% Input is 950 units Abnormal Loss 15 units The output is	840 units	750 units	740 units	800 units	840 units	III
55	Sale of By – Product is	Debited to process A/c	Credited to process A/c	Credited to Profit & Loss A/c	Debited to Normal A/c	Credited to process A/c	III
56	The product which has a lower sale value than the main product is a	Joint product	By – product	Economic product	Consumer product	By – product	III
57	Joint products are of _____ importance.	Considerable	Standard cost method	Economic product	Consumer product	Considerable	III
58	_____ are produced simultaneously.	By–Product	Joint Products	Economic Product	Consumer Product	Joint Products	III
59	Process A/c is credited by	Output transferred to next process A/c	Material transferred to process A/c	Scrap value of normal loss	Both (a) and (c)	Both (a) and (c)	III
60	Balance on abnormal gain A/c after adjustments of scrap value is transferred to	Normal loss A/c	Costing P & L A/c	Process A/c	Abnormal gain A/c	Costing P & L A/c	III
61	If contribution is 20,000 and sales are 1,00,000, P/V ratio is _____.	10%	20%	30%	40%	20%	IV
62	Marginal cost is _____ cost.	Variable	Material	Fixed	Contract	Variable	IV
63	If fixed cost is	5,000,000	4,000,000	6,000,000	7,000,000	6,000,000	IV

	6, 00,000 and P/V ratio is 10%, the BEP is _____.						
64	Marginal costing is a _____ of costing.	Method	Technique	Type	Process	Technique	IV
65	Under marginal costing cost is classified into _____ and _____ categories.	Marginal Cost, Material Cost	Fixed, Variable	Real, Nominal	Personal, real	Fixed, Variable	IV
66	P/V ratio is = _____ / Sales $\times 100$.	Contribution	Variable Cost	Fixed Cost	Marginal Cost	Contribution	IV
67	BEP is no _____ no _____ stage.	Profit, Loss	Direct Material, Direct Labour	Fixed, Variable	Marginal Cost, Material Cost	Profit, Loss	IV
68	Margin of Safety = _____ / P/V Ratio.	Profit	Fixed Cost	Variable Cost	Material Cost	Profit	IV
69	Marginal cost equation is sales Less _____ cost.	Profit	Fixed Cost	Variable Cost	Material Cost	Variable Cost	IV
70	Profit is excess of _____ over fixed cost.	Variable Cost	Contribution	Material Cost	Fixed Cost	Contribution	IV
71	P/V ratio is improved by _____ variable cost.	Decreased	Increased	Contribution	Profit	Decreased	IV
72	Sales are 1, 00,000, variable cost is 70,000 and fixed cost is 15,000. The P/V ratio will be	30%	10%	25%	50%	30%	IV
73	Contribution margin is equal to	Fixed cost + variable cost	Sales – variable cost	Sales – fixed assets	Sales – profit	Sales – variable cost	IV
74	Margin of	Sales –	Actual sales	Sales – fixed	Sales – profit	Actual sales	IV

	safety is	contribution	– Break even sales	assets		– Break even sales	
75	A company has sales of Rs. 2,00,000; P/V Ratio is 20% and fixed cost is Rs. 15,000; the profit will be	Rs. 25,000	Rs. 20000	Rs. 35000	Rs. 40000	Rs. 25000	IV
76	Difference between standard cost and actual cost is called as ____	Variance	Profit	Loss	Wastage	Variance	V
77	Excess of actual cost over standard cost is a	Favorable variance	Unfavorable variance	Abnormal gain	Normal loss	Unfavorable variance	V
78	Excess of standard cost over actual cost is a	Favorable variance	Unfavorable variance	Abnormal gain	Abnormal loss	Favorable variance	V
79	Material cost variance is favorable when	Actual cost of material is more than std. material cost	Standard cost of material is more than actual cost of material	Actual quantity of material is more than standard quantity of material	Actual quantity of material is less than std. material quantity	Standard cost of material is more than actual cost of material	V
80	Labour cost variance is a difference between	Std. Labour Cost And Actual Labour Cost	Std. Labour Hrs – Actual Labour Hrs	Std. Labour Rate – Actual Labour Rate	Actual Labour Hrs – Std Labour Hrs	Std. Labour Cost And Actual Labour Cost	V
81	Favorable labour efficiency variance indicates	Improvement in labour efficiency	Improvement in quality	Cost reduction	reduction in quantity	Improvement in labour efficiency	V
82	Labour rate variance is favorable when	Actual rate is lower than the std. rate	Actual time is less than std. time	Actual rate is higher than std. rate	Actual time is more than std. time	Actual rate is lower than the std. rate	V
83	Idle time variance is always	Favorable	Unfavorable	Controllable	uncontrollable	Unfavorable	V
84	MPV + MUV = ____.	MCV	Favorable	LEV	Unfavorable	MCV	V
85	Standard cost	In advance	Favorable	Unfavorable	Controllable	In advance	V

	is decided _____.						
86	Material yield variance arises due to change in _____.	non–controllable	Wastage	Adverse	Controllable	Wastage	V
87	Standard material cost depends on standard quantity and _____.	Actual Quantity	Actual Price	Standard Price	Cost Price	Standard Price	V
88	Change in basic wage rate gives rise to _____.	Labour Rate Variance	Labour Efficiency Variance	Material rate Variance	Material usage variance	Labour Rate Variance	V
89	Incompetent supervision causes _____.	Labour Rate Variance	Labour Efficiency Variance	Material rate Variance	Material usage variance	Labour Efficiency Variance	V
90	Labour efficiency variance is favorable when actual labour hours are less than _____.	Standard Labour Hours	Actual Hours	Actual Rate	Standard rate	Standard Labour Hours	V
91	ABC is a	Method of costing	Method of allocation	Technique of costing	Part of Costing	Method of allocation	VI
92	An activity which generates cost is a	Cost driver	Cost pool	Cost unit	Cost Centre	Cost driver	VI
93	_____ is the process of comparing performance with the Benchmark.	Bench Marking	Growth	Maturity	Initial Cost	Bench Marking	VI
94	ABC stands for	Activity Based Costing	ABC Analysis	Asset Based Control	Cost control	Activity Based Costing	VI
95	Documentation activity has cost driver	No. of bookings	No. of spare parts	No. of proposals	No. of units	No. of bookings	VI
96	The transactions which influence the	Cost drivers	Input	Output	Cost center	Cost drivers	VI

	cost are						
97	_____ is a primary element of target costing.	Coordination	Method Of Allocation	Technique Of Costing	Growth	Coordination	VI
98	At Growth stage sales _____.	Initial Cost	Increase	Decrease	Neutral	Increase	VI
99	_____ is incurred at the initial stage.	Cost unit	Initial Cost	Operating Cost	Ordering cost	Initial Cost	VI
100	Cost of material handling is _____.	Cost Unit	Operating Cost	Initial Cost	Value Engineering	Operating Cost	VI

Sample Questions:				Class: T.Y.B.Com			
Examination Code: 2C00136				Semester: VI			
Subject: Direct & Indirect Tax II- GST				Paper Code: C83015			
Sr . No.	Questions	Option A	Option B	Option C	Option D	Correct Answer	Unit
1	GST is _____ based consumption taxation.	Indirect tax reforms	Goods and services tax networks	Destination	Production	Destination	I
2	GST is applicable on _____ of goods and services.	Production	Demand	Supply	Manufacturing	Supply	I
3	Import of goods would be treated as _____.	Intra- state Supply	Inter-State Supplies	Exempt Supply	Non-taxable Supply	Inter-State Supplies	I
4	_____ Petroleum products have been temporarily been kept out of GST.	One	Two	Four	Five	Five	I
5	_____ is levied on Intra-State Supply of Goods and/or Services in	SGST	IGST	CGST	UTGST	UTGST	I

	Union Territory.						
6	GST was introduced in India on _____.	1-4-2016	1-5-2017	1-6-2018	1-7-2017	1-7-2017	I
7	Supply of the following is not liable to GST.	Alcoholic liquor for industrial consumption	Alcoholic liquor for medicinal consumption	Alcoholic liquor for human consumption	Alcoholic liquor for animal consumption	Alcoholic liquor for human consumption	I
8	HSN Code Stands for	Home Shopping Network	Harmonized System of Nomenclature	Harmonized System Number	Home State Number	Harmonized System of Nomenclature	I
9	The export of goods or services is considered as a _____.	Zero-rated supply	Exempt Supply	Taxable Supply	Inward Supply	Zero-rated supply	I
10	The Vice-chairman of the GST council is _____.	Union Minister of state in charge of Revenue.	Union Finance Minister	One elected person amongst the State Finance Minister's	Minister in charge of Finance or Taxation.	One elected person amongst the State Finance Minister's	I
11	_____ is a tax that is shifted from one taxpayer to another.	Direct Tax	Indirect Tax	Entry Tax	GST	Indirect Tax	I
12	Indirect Tax is a _____.	Regressive tax	Progressive tax	Tax on tax	Value added tax.	Regressive tax	I
13	Central & excise duty shall be levied in addition to GST on _____.	Petroleum Products	Alcohol products	Tobacco and tobacco products	Alcohol for human consumption	Tobacco and tobacco products	I
14	_____ of the total number of member of the GST council shall constitute the quorum at its meetings.	Two	One-half	All	Two- third	One-half	I
15	_____ would provide three front end services to the	Goods and services tax networks	GST Council	Government	Income tax	Goods and services tax networks	I

	taxpayers namely, registration, payment and returns.						
16	CGST and SGST / UTGST will be charged on _____ transactions.	Intra-State	Inter-State	Import	Export	Intra-State	I
17	In an area inside the sea between 12 nautical miles to 200 nautical miles, _____ will be payable.	CGST	SGST	IGST	UTGST	IGST	I
18	Central sales Tax is a _____ to be subsumed under GST.	State Tax	Entry tax	Government	Central Tax	State Tax	I
19	On Petroleum Crude, High Speed Diesel, Motor Spirit (commonly known as Petrol), Natural Gas, and Aviation Turbine Fuel	GST will never be levied at all	GST will be levied from a date to be notified on the recommendations of the GST Council	GST will be levied, but it will be exempt	GST will be levied fully	GST will be levied from a date to be notified on the recommendations of the GST Council	I
20	What does 'I' stands for in IGST?	International	Internal	Integrated	Intra	Integrated	I
21	Services by a hotel, inn, guest house, club or campsite are exempted for residential / lodging purposes -	If the actual tariff for a unit of accommodation is below Rs. 10,000	If the actual tariff for a unit of accommodation is below Rs. 1,000	If the actual tariff for a unit of accommodation is exactly Rs. 1,000	If the actual tariff for a unit of accommodation is above Rs. 1,000	If the actual tariff for a unit of accommodation is below Rs. 1,000	II
22	Exempt supply of any goods or services or	Nil	Zero	Subsidized	18%	Nil	II

	both attracts _____ rate of tax						
23	In case of services by an insurance agent to Ms. ABC Insurance Co. Ltd., GST is to be paid by	Insurance Agent	ABC Insurance Co. Ltd.	Both Agent & Company	Neither agent nor company	ABC Insurance Co. Ltd.	II
24	One tooth paste and tooth brush and a toilet soap sold in a packet for Rs. 50, is __	Mixed supply	Composite supply	Joint Supply	Not supply	Mixed supply	II
25	In the case of composite supply the rate of tax is _____	Average Rate of tax	Rate of principal supply	Highest rate	Lowest rate	Rate of principal supply	II
26	Activities undertaken by the Government, or any local authority in which they are engaged as public authorities are _____	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply	Not supply	II
27	Composition scheme is available only for _____	Inter-state supplies	B2B supplies	Intra-state supplies	E-commerce operators	Intra-state supplies	II
28	Services by an employee to the employer in the course of or in relation to his employment is _____	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply	Not supply	II
29	The functions performed by	Supply of Goods	Supply of Services	Supply of Both goods	Not supply	Not supply	II

	the Members of Parliament, Members of State Legislature are ____			and services			
30	Services of funeral, crematorium or mortuary including transportation of the deceased is –	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply	Not supply	II
31	In the case of mixed supply the rate of tax is ____	Average Rate of tax	Rate of principal supply	Highest rate	Lowest rate	Highest rate	II
32	The notified limit for payment of composition levy in the case of special category states is ____	Rs. 1 Crore	Rs. 20Lakh	Rs. 50 Lakh	Rs. 75 lakh	Rs. 75 lakh	II
33	A person liable to pay tax under Reverse Charge Mechanism__	Cannot opt for composition	Can opt for composition	Cannot collect GST	Can collect composite tax	Cannot opt for composition	II
34	Supply of two or more taxable supplies naturally bundled and supplied is called ____	Mixed supply	Composite supply	Common supply	Continuous supply	Composite supply	II
35	Letting out of the residential house is a ____ supply.	Taxable Supply	Common supply	Non- taxable	Continuous supply	Non- taxable	II
36	Rent received from letting of agricultural	Taxable Supply	Common supply	Non- taxable	Continuous supply	Non- taxable	II

	plot is ____.						
37	Sum received from cosmetic surgery to improve looks is ____	Taxable Supply	Exempt supply	Non- taxable	Continuous supply	Taxable Supply	II
38	Sale of time slot for advertisement on television is ____.	Taxable Supply	Exempt supply	Non- taxable	Continuous supply	Taxable Supply	II
39	Royalty received by Mr. Arijit for use of the song is ____	Taxable Service	Exempt Service	Non- taxable	Continuous Service	Taxable Service	II
40	Rooms are let out for religious purpose where rent is 500 per day ____	Taxable Supply	Common supply	Non- taxable	Continuous supply	Non- taxable	II
41	In case of mobile connection for telecommunication and internet services provided on postpaid basis, location of ____ becomes the place of supply.	Billing address of recipient as per PAN	Billing address of recipient as per government records	Billing address of recipient as per records of supplier	Billing address of supplier	Billing address of recipient as per records of supplier	III
42	Mr. Rajendra of Nagpur provides services to Mr. Virendra of Rajkot, this will classify as ____.	Intra-state supply	Inter-State supply	Exempt services	Non-taxable services	Inter-State supply	III
43	M/s Puran of Maharashtra supplies goods to M/s Viren of Delhi, this will classify as ____.	Intra-state supply	Inter-State supply	Exempt services	Non-taxable services	Inter-State supply	III

44	Place of supply when goods are imported into India is ____.	Location of Importer	Location of supplier	Location outside India	No location	Location of Importer	III
45	Where goods are supplied on board a conveyance, place of supply of goods is the place where ____.	Conveyance commences	Conveyance ends	Goods are taken on board	Conveyance unloaded	Goods are taken on board	III
46	Time of supply means the date of issue of invoice or date of payment	Whichever is earlier	whichever is later	any of the two	none of the above	Whichever is earlier	III
47	In respect of the additional payment for value of supply like interest, late fee etc., the time of supply is	Date of additional payment	Date of original payment	Date on which supply was received	Any date at the option of the supplier	Date of additional payment	III
48	Under GST law value of supply ____	Shall not include GST paid	Shall include GST paid	Shall include taxes other than GST	Shall not include any tax	Shall include taxes other than GST	III
49	The liability to pay tax on goods shall arise at the ____.	Dispatch of goods	Removal of goods	Time of supply	Delivery of goods	Time of supply	III
50	Where goods are assembled or installed at site, place of supply is the place where they are ____.	Sold	Stored	Installed	Bought	Installed	III
51	For catering services provided at an opening ceremony of a	Where event is actually held	Location of supplier	Location of recipient	No Location	Where event is actually held	III

	cricket tournament, place of supply will be the place _____.						
52	A desktop is supplied receiving Rs. 30,000 and a mobile phone worth Rs. 20,000. Value of supply –	Rs 20,000	Rs 30,000	Rs 50,000	Rs 10,000	Rs 50,000	III
53	Mr. Ajay supplied goods to Mr. Vijay on 15.06.2019. He raised an invoice on 10.07.2019 and received the payment on 15.07.2019. The rate of tax was changed from 15% to 18% on 01.07.2019. Time of supply will be _____.	10.07.2019	15.07.2019	15.06.2019	01.07.2019	10.07.2019	III
54	_____ will be the place of supply when the goods are supplied on the direction of the third party.	Location of the supplier	Location of the recipient	Location of the third party	Location of Factory	Location of the third party	III
55	Subsidies provided by the Central / State Govt. ____.	Shall be excluded from the value of taxable supply	Shall be included from the value of taxable supply	Shall require no adjustment	Can be included or excluded from the value of the taxable supply	Shall be excluded from the value of taxable supply	III
56	___ of supply is the amount upon which tax is levied	Value	Cost	Turnover	Discount	Value	III

	and collected						
57	Discounts are excluded from _____ value of supply.	Reverse charge	Transaction	Recipient	Supplier	Transaction	III
58	Where services in relation to training and performance appraisal to a registered person are provided, place of supply is _____.	Location of such registered person	Location of supplier	Location where training is provided	Location of recipient	Location of such registered person	III
59	Ms. Amruta issued an invoice to Ms. Ankita on 5-7-2018 for services rendered on 15-7-2018. Ms. Ankita paid this amount on 7-7-2018. The rate of tax was changed on 10-7-2018. The time of supply shall be	5-7-2018	7-7-2018	10-7-2018	15-7-2018	5-7-2018	III
60	Place of supply in case of live concert performed at Delhi by a singer from Mumbai	Delhi	Mumbai	Maharashtra	Punjab	Delhi	III
61	Tax collected at the time of supply of goods or services is called _____	Output tax	Input tax	Composite tax	Reverse tax	Output tax	IV
62	Input Tax credit cannot be availed if the payment	150 days	180 days	130 days	110 days	180 days	IV

	for supply is not made within _____ from the date of issue of the invoice.						
63	The _____ shall distribute the credit of integrated tax and central tax.	Inputs	central tax	Input service distributor	State Tax	Input service distributor	IV
64	ITC can be claimed by a registered person for	Taxable supplies for business purpose	Taxable supplies for non-business purpose	Exempted supplies	Non-taxable supplies	Taxable supplies for business purpose	IV
65	Input tax credit is not available for _____	Services	Zero Rated Supplies	Taxable Supplies	Exempt Supplies	Exempt Supplies	IV
66	Reversal of input tax credit happens when	Recipient does not pay the amount within 180 days	When goods are of inferior quality	Supplier refuses to accept payment	None of these	Recipient does not pay the amount within 180 days	IV
67	Rate of interest in case of belated payment of tax is _____.	1%	12%	18%	24%	18%	IV
68	The input credit of CGST can be utilized for payment of _____ and _____.	CGST, UTGST	CGST, PMT	CGST, IGST	SGST	CGST, IGST	IV
69	The amount available in the Electronic _____ ledger may be utilized for making payment of tax, interest, penalty, fees or any other amount under GST.	Cash	Liabilities	Credit	Refund	Cash	IV

70	Cross utilization of ITC is not allowed between _____.	CGST and SGST	SGST and IGST	IGST and CGST	IGST and IGST	CGST and SGST	IV
71	The amount available in the Electronic _____ Ledger may be utilized for making payment towards output tax.	Cash	Liabilities	Credit	Refund	Credit	V
72	An e-commerce operator neither having physical presence in the taxable territory nor a representative in the said territory shall _____.	Not supply goods and/or services in that taxable territory.	Not be liable for collecting and paying taxes on supply in such taxable territory.	Ask the recipient to pay taxes on his behalf.	Appoint a person in the taxable territory for the purpose of paying taxes.	Appoint a person in the taxable territory for the purpose of paying taxes.	V
73	A Reconciliation statement is the statement reconciling _____ declared in the returns furnished for the financial year with the audited annual financial statements.	reconciliation statement	Electronic commerce	value of supplies	Value of tax	value of supplies	V
74	Late fee of _____ per day is to be paid for delay in issuance of TDS certificate.	Rs. 500	Rs. 10	Rs. 100	Rs. 1000	Rs. 100	V
75	Any person	GST REG-	GST PMT-01	GSTR-7A	GST REG-	GST REG-07	V

	required to deduct tax has to submit an application for registration in Form _____.	07			06		
76	Every _____ shall furnish a return in Form GSTR-7.	Tax Deductor	Annual Return	reconciliation statement	Supplier	Tax Deductor	V
77	The amount collected U/s 52 shall be paid to _____ within 10 days after the end of the month in which it is collected.	Annual statement	Government	Recipient	Supplier	Government	V
78	Any person, who fails to furnish the information required by the notice served U/s 52(2), shall be liable to pay penalty up to _____.	Rs. 2,05,000	Rs. 20000	Rs. 25000	Rs. 2000	Rs. 25000	V
79	Interest @ _____ is payable on excess claim of credit / excess reduction of output tax liability.	24%	12%	18%	1%	24%	V
80	The proper officer has to communicate _____ in Form GST REG 08.	Cancellation of registration	Electronic cash ledger	Grant of registration	Annual return	Cancellation of registration	VI
81	_____ means aggregate value of all taxable supplies, exempt supplies,	Aggregate Turnover	Casual taxable person	Non-resident taxable person	Resident taxable person	Aggregate Turnover	VI

	export of goods or services or both and inter-state supplies.						
82	In case of transfer of business _____ has to obtain a fresh registration.	Reverse charge	Transferee	Casual taxable person	Transferor	Transferee	VI
83	A supplier supplying goods or services or both from more than one state will have to take _____ registration in every state.	Separate	Not liable	Single	Liable	Separate	VI
84	Persons making _____ taxable supply have to mandatorily get registered under GST.	Casual taxable person	Exempt supply	Inter-state	Intra-state	Inter-state	VI
85	_____ has to submit application for registration in form GST REG-09	Non-resident taxable person	Reverse charge	Transferee	Resident taxable person	Non-resident taxable person	VI
86	Casual Taxable person has to submit application for registration in form _____.	GST REG-01	GST REG-03	GST REG-30	GST REG-05	GST REG-01	VI
87	Non-resident taxable person can claim input tax credit in respect of _____.	Grant of registration	Import of goods and / or services	Exempt supply	Sales	Import of goods and / or services	VI
88	Every person shall have a _____ in order	Permanent Account Number	Aadhar Number	Voting card	TAN	Permanent Account Number	VI

	to be eligible for grant of registration.						
89	The first two characters of the Goods and service Tax Identification Number represents _____ code.	State	City	Grant of registration	Country	State	VI
90	The _____ of registration shall not affect the liability of the person to pay tax.	Cancellation	revocation	Voluntary registration	Registration	Cancellation	VI
91	Application for _____ cannot be filed if registration has been cancelled for failure of furnishing returns, unless such returns have been furnished.	Voluntary registration	Revocation	Cancellation	Return filling	Revocation	VI
92	Application for cancellation of Registration cannot be made by a person who has voluntarily registered for a period of _____ from the effective date of registration	6 month	3 month	1 month	1 year	1 year	VI
93	The amount deposited as advance deposit of tax by casual Taxable person or Non-	Electronic Cash Ledger	Electronic Credit Ledger	Electronic Liability Ledger	Electronic Cess Ledger	Electronic Cash Ledger	VI

	resident taxable person at the time of registration is credited to _____.						
94	The Certificate of registration issued to a casual taxable person or non-resident taxable person shall be valid for _____.	the period specified in the application for registration	90 days from the effective date of registration	either (a) or (b), whichever is earlier	either (a) or (b), whichever is later	either (a) or (b), whichever is earlier	VI
95	A casual taxable person or non-resident taxable person shall apply for registration _____.	Within 5 days from commencement of business	Within 60 days from commencement of business	At least 15 days prior to commencement of business	At least 5 days prior to commencement of business	At least 5 days prior to commencement of business	VI
96	Every person liable for registration U/s 22 or 24 shall apply for registration within _____ from the date on which he becomes liable for registration.	15 days	45 days	30 days	60 days	30 days	VI
97	_____ can claim input credit of all inward supplies.	Casual Taxable Person	Non-Resident taxable person	Both Casual & Non-Resident	None of the above	Casual Taxable Person	VI
98	_____ is the application form for registration of casual Taxable person	GST REG-04	GST REG034	GST REG-02	GST REG-01	GST REG-01	VI
99	A non-resident person having _____ may take registration as	TAN Number	PAN Number	Aadhar Number	Citizenship	PAN Number	VI

	a casual taxable person.						
100	A person is liable to be registered under GST LAW where his aggregate turnover exceeds _____.	Rs. 40 lakhs	Rs. 20 Lakhs	Either (a) or (b) as the case may be	Rs. 15 lakhs	Either (a) or (b) as the case may be	VI

	SAMPLE QUESTION:
	EXAMINATION CODE: 2C00136
	SUBJECT: FINANCIAL ACCOUNTING

CLASS: TYBCOM
SEMESTER: VI
PAPER CODE: C 83001

MULTIPLE CHOICE QUESTIONS

Sr No.	QUESTIONS	OPTION 1	OPTION 2	OPTION 3	OPTION 4	CORRECT OPTION	UNIT NO
1	Amalgamation of companies is governed by _____.	AS-13	AS-14	AS-9	AS-11	AS-14	1
2	The scheme of amalgamation can involve _____ companies	none	two	one	three	two and three	1
3	The amalgamation requires approval of _____.	High Court	Registrar of Companies	Central Government	Directors	High Court	1
4	Approval by _____ a shareholders is necessary for treatment as in nature of merger.	51%	75%	90%	80%	90%	1
5	Approval by _____ % of shareholders is required for implementation of the scheme	51%	75%	80%	90%	80%	1

	of amalgamation.						
6	In case of purchase method, transferee company should record assets at _____.	book value	cost	market value	agreed value	agreed value	1
7	In case of pooling of interest method, transferee company should record assets at _____.	cost	market value	agreed value	book value	book value	1
8	Amalgamation Adjustment Reserve Account is required in respect of _____.	general reserve	statutory reserve	security premium	capital reserve	statutory reserve	1
9	The excess of net asset value over consideration is _____.	capital reserve	security premium	profit or loss	goodwill	capital reserve	1
10	AS-14 covers amalgamation of _____.	companies	firms	firms and company	Directors and Partners	companies	1
11	On amalgamation, the transferer company transfer its assets to Realisation Account at _____.	agreed value	book value	market value	original cost	book value	1
12	Purchase consideration as per AS-14 is the amount payable to _____.	shareholders and debentureholders	shareholders and creditors	shareholders	none of the above	shareholders	1
13	For accounting mergers, the method	Pooling of Interest Method	Equity Method	Purchase Method	none of the above	Pooling of Interest Method	1

	followed is _____.						
14	Under Pooling of Interest Method, the difference between purchase consideration and share capital of _____.	General Reserve Account	Goodwill Account	Amalgamation Adjustment Account	none of the above	General Reserve Account	1
15	Pooling of Interest is a method of _____.	providing depreciation	valuation of inventory	accounting for amalgamation	none of the above	accounting for amalgamation	1
16	Under Purchase Method, any excess of purchase consideration over net assets acquired should be _____.	goodwill	capital reserve	Profit & Loss Account	none of the above	goodwill	1
17	Profit on Realisation Account is transferred by transferor company to _____.	Equity Shareholders Account	Preference Shareholders Account	Profit & Loss Account	none of the above	Equity Shareholders Account	1
18	The asset, which is not taken under Net Asset Method of calculation of purchase consideration, is _____.	discount on issue of shares	loose tools	furniture	bills receivable	discount on issue of shares	1
19	Companies may combine by _____.	Amalgamation	Absorption	External reconstruction	Any of the above	Any of the above	1
20	If Vijay Ltd. and Vishakha Ltd. are taken over by Swati Ltd. a new company it is called _____.	Absorption	External reconstruction	Amalgamation	Internal reconstruction	Amalgamation	1
21	Conversion of _____.	9	13	11	14	11	1

	currency is covered in AS _____.						
22	The exchange difference on settlement of liability specially for purchase of fixed asset is transferred _____.	asset	exchange difference	depreciation	profit & loss	asset	2
23	The balance in receivable as on the date of Balance Sheet is converted at rate _____.	on the date of sale goods	on the date of Balance Sheet	on the date of subsequent recovery	on the date of first recovery	on the date of Balance Sheet	2
24	The amount payable for purchase on the date of Balance Sheet is converted at _____.	on date of purchase	on date first payment	on date of subsequent payment	on date of Balance Sheet	on date of purchase	2
25	The depreciation on fixed assets is converted at rate _____.	on date of Balance Sheet	average during year	date of purchase	reopening date of year	date of purchase	2
26	The interest of loan is converted at rate on the date _____.	of loan borrowed	of accrual of interest	of payment	of Balance Sheet	of accrual of interest	2
27	The interest accrued on loan as on date of Balance Sheet is converted at rate on date of _____.	of payment	of Balance Sheet	of loan borrowed	average of (b) and (c)	of Balance Sheet	2
28	The balance in exchange difference on transaction of export sale is transferred to _____.	Sales Account	Debtors Account	Profit & Loss Account	Trading Account	Profit & Loss Account	2
29	The exchange	purchase	trading	Profit & Loss	suppliers	Profit & Loss	2

	difference arising due to import of raw material is transferred to _____.			Account		Account	
30	The currency of the enterprise preparing account is called _____.	foreign currency	home currency	reporting currency	own currency	reporting currency	2
31	Following is not a monetary item :	Bills Receivable	Cash	Inventory	Bills Payable	Inventory	2
32	An exchange rate on the date of Balance Sheet is known as _____.	average rate	closing rate	non-monetary rate	monetary rate	closing rate	2
33	Non-monetary items are valued at _____.	market price	current price	historical cost	fluctuating price	historical cost	2
34	Reporting currency is the currency used in _____.	settling financial transactions	presenting financial statements	recording financial transactions	none of the above	presenting financial statements	2
35	Foreign currency is a currency _____.	used in recording foreign transactions	in presenting foreign financial statements	other than the reporting currency	none of the above	other than the reporting currency	2
36	Average rate is the rate _____.	on the Balance sheet date	is the mean of the exchange rates	is the proportion between two currencies	is rate at which asset could be exchanged	is the mean of the exchange rates	2
37	Exchange rate is the _____.	rate at the Balance sheet date	mean of the exchange rates	proportion between two currencies	rate at which asset is exchanged	proportion between two currencies	2
38	Following is not an example of a monetary item. _____.	cash	payable	receivables	fixed assets	fixed assets	2
39	Following is an example of a non-monetary item _____.	Debtors	Creditors	Bank A/c	Stock	Stock	2
40	The mean of the exchange rates in force	Average rate	Closing rate	Reporting rate	none of the above	Average rate	2

	during a period is known as ____.						
41	Equity shareholders are	Priority claimant	Second claimant	Last claimant	No claimant	Last claimant	3
42	Voluntary transfer is made by the company within	One year	Two years	Three years	Five years	One year	3
43	Liquidator's statement is prepared under section	143	153	156	173	156	3
44	In the case of compulsory winding up, official liquidator is appointed by	The Central Government	The State Government	The Registrar of Companies	The High Court	The Central Government	3
45	Liquidator is appointed by ____ in its ____ meeting.	Wages, Salaries	Company, General	Compulsory, Voluntary	None of the above	Company, General	3
46	The Statement of Affairs is required to be submitted to the ____ in case of compulsory winding up.	Preference creditors	Official Liquidator	Summary of Cash book	None of the above	Official Liquidator	3
47	Deficiency or surplus A/c is given in list ____.	B	H	C	None of the above	H	3
48	Deficiency or surplus A/c is prepared as per list	H	B	C	E	H	3
49	Preferential creditors are included in list	List C	List B	List D	List E	List C	3

50	A liquidator is entitled to receive remuneration @ 2% of the assets realized 3% of Preference Creditors and 3% of the amount distributed among the unsecured creditors.Assets realized Rs 25,00,000 against which payment was made as follows : Liquidation expenses Rs.25,000 Preferential Creditors Rs. 75,000 Secured Creditors Rs.10,00,000	Rs. 90,000	Rs.91,505	Rs.95,000	Rs. 1,03,000	Rs.91,505	3
51	A liquidator is entitled to receive remuneration at 2% on the assets realized, 3% on the amount distributed to Preferential Creditors and 3% on the payment made to Unsecured Creditors. The assets were realized for ` 45,00,000 against which payment was made as	Rs. 1,30,000	Rs. 1,45,000	Rs.1,38,750	Rs. 1,25,000	Rs. 1,38,750	3

	follows : Liquidation Expenses Rs.50,000 Secured Creditors Rs 15,00,000 Preferential Creditors Rs. 1,25,000 The amount due to Unsecured Creditors was Rs.15,00,000.						
52	Company went into liquidation whose creditors are Rs.36,000 including Rs.6,000 on account of wages of 15 men at Rs.100 per month for 4 months immediately before the date of winding up; Rs. 9,000 being the salaries of 5 employees at Rs.300 per month for the previous 6 months. Rent for godown for the last six months amounting to Rs. 3,000; Income-tax deducted out of salaries of employees Rs.1,000 and Directors fee Rs.500; in addition it is	Rs. 12,500	Rs.10,000	Rs.7,500	Rs. 5,000	Rs.12,500	3

	estimated that the company would have to pay Rs.5,000 as compensation to an employee for injuries suffered by him, which was contingent liability not accepted by the company and not included in above said creditors figure.						
53	A Liquidator is entitled to receive remuneration at 2% on the Assets realized, 3% on the amount distributed to Preferential Creditors and 3% on the payment made to Unsecured Creditors. The assets were realized for Rs.25,00,000 against which payment was made as follows :Liquidation Expenses Rs.25,000 Secured Creditors Rs. 10,00,000 Preferential	Rs.91,505	Rs.52,250	Rs.39,255	Rs. 45,750	Rs.91,505	3

	Creditors Rs.75,000						
54	A contributory is a	Shareholder	Debentureholder	Secured creditor	Unsecured creditor	Shareholder	3
55	The Statement of Affairs is required to be submitted to the _____ in case of compulsory winding up.	Preference creditors	Official Liquidator	Summary of Cash book	None of the above	Official Liquidator	3
56	A company may be wound up by NCLT when	special resolution is passed	The company acted against National interest	Affairs of the company are conducted in a fraudulent manner	All of the above	All of the above	3
57	Petition of winding up can be filed by	Contributory	ROC	Company	All of the above	All of the above	3
58	Central Government can present a petition to NCLT for winding of the company if the company has acted against.	Sovereignty and Integrity of India	Security	Public order	All of the above	All of the above	3
59	There are two types of winding up viz.	Compulsory, Voluntary	Wages, Salaries	Company, General	None of the above	Compulsory, Voluntary	3

	(a) _____ (b) _____.						
60	Section _____ provide for compulsory winding up.	433 to 465	430 to 465	433 to 462	None of the above	433 to 465	3
61	Indian companies Act, requires companies to complete minimum subscription of _____ %.	90%	80%	20%	75%	90%	4
62	Section _____ places certain restrictions with reference to commission to be paid for underwriting the shares.	26	76	56	66	76	4
63	Commission cannot exceed _____ % of the issue price of shares.	2%	5%	3%	1%	5%	4
64	Commission cannot exceed _____ % of the issue price of debentures.	3½ %	2½ %	4½ %	5½ %	2½ %	4
65	Every Company issuing shares to public must collect within 15 days	80% of the issue	90% of the issue	45% of the issue	25% of the issue	90% of the issue	4
66	The time limit for collection of minimum subscription is	15 days	21 days	7 days	5 days	15 days	4
67	In case of shares commission cannot exceed	3 % of issue price	7.5 % of issue price	5 % of issue price	2.5 % of issue price	5 % of issue price	4

68	In case of Debentures the commission cannot exceed.	2.5 % of issue price	7.5 % of issue price	5 % of issue price	10 % of issue price	2.5 % of issue price	4
69	Underwriting commission is calculated on	Issue price of shares underwritten	Net liability value	Marked application value	Firm underwriting value	Issue price of shares underwritten	4
70	Unmarked applications are	Applications bearing no stamp of the underwriter	Firm underwriting	Applications received by the company	Applications issued by the company	Applications bearing no stamp of the underwriter	4
71	When all the shares are underwritten it is called	Firm underwriting	Partial underwriting	Full underwriting	All of the above	Full underwriting	4
72	When some of the shares are underwritten it is called	Full underwriting	Partial underwriting	Firm underwriting	None of the above	Partial underwriting	4
73	SV Ltd. issued a 10% Debentures of Rs.100 each at 20% discount. The underwriting commission will be paid on	Rs.100	Rs.80	Rs. 120	Rs.150	Rs.80	4
74	SV Ltd. issued shares of a face value of Rs.100 each at par. The MV is Rs. 120 cost is Rs. 90. The underwriting commission will paid on	Rs.100	Rs. 120	Rs. 90	none	Rs.100	4
75	Vide SEBI guidelines underwriting commission for Preference shares and	2%	2.70%	2.50%	5%	2.50%	4

	Debentures upto Rs. 5,00,000 should not exceed.						
76	Vide SEBI guidelines underwriting commission for Preference shares and Debentures beyond Rs.5,00,000 should not exceed.	2.50%	1.50%	2%	5%	2%	4
77	An underwriter is a person	Who underwrites the issue	Who finds buyers for the shares	Who is a broker	None of the above	Who underwrites the issue	4
78	A person cannot act as an underwriter unless he holds a certificate granted by	RBI	SEBI	ROC	MCA	SEBI	4
79	When the benefit of firm underwriting is given to the underwriters	Firm underwriting is not treated as unmarked applications	Firm underwriting is not treated as marked applications	Firm underwriting is ignored	None of the above	Firm underwriting is not treated as unmarked applications	4
80	When the benefit of firm underwriting is not given to the underwriters	Firm underwriting is treated as unmarked applications	Firm underwriting is treated as marked applications	Firm underwriting is ignored	None of the above	Firm underwriting is treated as unmarked applications	4
81	The books of LLP are to be	6	7	8	5	8	5

	retained for _____ years.						
82	The accounting year for LLP ends on _____.	31 st May	31 st July	31 st March	31 st December	31 st March	5
83	Every LLP has to prepare a statement of accounts on or before _____ every year.	30 th September	30 th April	30 th June	30 th November	30 th September	5
84	Audit is compulsory if the turnover of LLP exceeds ` _____.	` 40,00,000	Rs. 20,00,000	Rs.10,00,000	Rs.40,20,000	Rs.40,00,000	5
85	Solvency statement is filed with ROC in Form No. _____.	8	7	6	5	8	5
86	Annual Return of LLP is filed within _____ days of the end of the year.	60	50	40	20	60	5
87	Sec _____ of LLP Act provides for conversion of partnership into LLP.	55	25	35	15	55	5
88	At least _____ persons are required to form LLP.	1	2	4	3	2	5
89	Statement of Account & Solvency is signed by _____ partner.	Designated	An individual	A company	None of the above	Designated	5
90	Accounts of LLP are to be audited by	Chartered Accountant	Cost Accountant	Company secretary	Master of commerce	Chartered Accountant	5
91	Maximum number of partners in LLP	20	50	100	No limit	No limit	5

	is						
92	Agreement for LLP is in filed with	ICAI	NCLT	ROC	MCA	ICAI	5
93	Certificate of incorporation of LLP is issued by	Registrar of firms	Registrar of companies	Registrar of co-operative societies	Registrar of Universities	Registrar of companies	5
94	A partner shall cease to be a partner on	Death	Retirement	Winding up	All of the above	All of the above	5
95	Liability of partners in LLP	Limited	Unlimited	a & b	None of the above	Limited	5
96	The consent of designated partners is filed with the ROC in	Form 1	Form 2	Form 3	E-Form 4	E-Form 4	5
97	Books of accounts of LLP are to be preserved for	5 years	7 years	8 years	9 years	8 years	5
98	Books of accounts of LLP are maintained on	Cash basis	Accrual basis	Cash basis or accrual basis	Cash basis and accrual basis	Cash basis or accrual basis	5
99	Contribution can be	Tangible	Intangible	Movable / Immovable Property	All of the above	All of the above	5
100	Contribution by a partner to LLP is	Compulsory	Not compulsory	As specified by the agreement	None of the above	As specified by the agreement	5