

Exam Name : Management HNGU

Total Questions : 100

Description :

|   |                 |                       |
|---|-----------------|-----------------------|
| Q.1 Who is associated with concept of marketing myopia? |                 |                       |
| Marks 1   |                 | Question ID: 10092413 |
| No  | Options Details | Correct Option        |
| 1   | Theodore Levitt |                       |
| 2   | Peter Drucker   |                       |
| 3   | McCarthy        | ✓                     |
| 4   | Philip Kotler   |                       |

|  |                    |                       |
|--|--------------------|-----------------------|
| Q.2 While computing the average cost of capital of the firm, the cost of which of the following sources of funds is considered almost equal to the cost of equity? |                    |                       |
| Marks 1  |                    | Question ID: 10092414 |
| No   | Options Details    | Correct Option        |
| 1  | Preference Capital |                       |
| 2  | Retained Earnings  | ✓                     |
| 3  | Public Deposit     |                       |
| 4  | Cost of Debenture  |                       |

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|--|-----------------|-----------------------|
| Q.3 Which management style is characterized by a high degree of control and little input from employees? |                 |                       |
| Marks 1  |                 | Question ID: 10092415 |
| No   | Options Details | Correct Option        |
| 1  | Democratic      |                       |
| 2  | Autocratic      | ✓                     |
| 3  | Laissez-faire   |                       |
| 4  | Participative   |                       |

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| Q.4                    What is the primary purpose of a mission statement? |  |                          |
| Marks                1   |  | Question ID:<br>10092416 |
| No   | Options Details                            | Correct Option           |
| 1  | To outline the company's financial goals   |                          |
| 2  | To define the company's purpose and values | ✓                        |
| 3  | To describe the company's products         |                          |
| 4  | To set employee performance standards      |                          |

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|---|-----------------|--------------------------|
| Q.5                    Agency problem suggest that managers may try to maximize their personal gains rather than _____ of the wealth of the shareholders. |                 |                          |
| Marks                1  |                 | Question ID:<br>10092417 |
| No  | Options Details | Correct Option           |
| 1   | Minimisation    |                          |
| 2   | Maximization    | ✓                        |
| 3   | Diversification |                          |
| 4   | A & B both      |                          |

|   |                                      |                          |
|---|--------------------------------------|--------------------------|
| Q.6                    Which of the following is a disadvantage of a matrix organizational structure? |                                      |                          |
| Marks                1  |                                      | Question ID:<br>10092418 |
| No  | Options Details                      | Correct Option           |
| 1   | Clear authority                      |                          |
| 2   | Increased flexibility                |                          |
| 3   | Confusion in reporting relationships | ✓                        |
| 4   | Enhanced communication               |                          |

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Q.7

A broad statement of the purpose, duties and responsibilities of a job or position, may be referred to as:

Marks

1

Question ID:

10092419

| No | Options Details   | Correct Option |
|----|-------------------|----------------|
| 1  | Job Analysis      |                |
| 2  | Task Analysis     |                |
| 3  | Job Description   | ✓              |
| 4  | Job Specification |                |

Q.8

Grapevine is the term used in relation to:

Marks

1

Question ID:

10092420

| No | Options Details        | Correct Option |
|----|------------------------|----------------|
| 1  | Formal Communication   |                |
| 2  | Informal Communication | ✓              |
| 3  | Both A and B           |                |
| 4  | None of the Above      |                |

Q.9

What is the primary purpose of performance appraisals?

Marks

1

Question ID:

10092421

| No | Options Details                                      | Correct Option |
|----|--|----------------|
| 1  | To punish underperforming employees                  |                |
| 2  | To provide feedback and support employee development | ✓              |
| 3  | To determine salary increases                        |                |
| 4  | To evaluate company profits                          |                |

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|--|------------------|--------------------------|
| Q.10Which of the following is a common tool used for project management? |                  |                          |
| Marks1   |                  | Question ID:<br>10092422 |
| No   | Options Details  | Correct Option           |
| 1  | Gantt Chart      | ✓                        |
| 2  | SWOT Analysis    |                          |
| 3  | PEST Analysis    |                          |
| 4  | Fishbone Diagram |                          |

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|---|---|--------------------------|
| Q.11What does the term "leadership" primarily refer to in management? |   |                          |
| Marks1  |   | Question ID:<br>10092423 |
| No  | Options Details                           | Correct Option           |
| 1   | The ability to control resources          |                          |
| 2   | The ability to influence and guide others | ✓                        |
| 3   | The ability to manage finances            |                          |
| 4   | The ability to develop strategies         |                          |

|   |                                      |                          |
|---|--------------------------------------|--------------------------|
| Q.12What is the primary focus of human resource management? |                                      |                          |
| Marks1  |                                      | Question ID:<br>10092424 |
| No  | Options Details                      | Correct Option           |
| 1   | Financial analysis                   |                          |
| 2   | Employee recruitment and development | ✓                        |
| 3   | Marketing strategies                 |                          |
| 4   | Production efficiency                |                          |

|  |                 |                          |
|--|-----------------|--------------------------|
| Q.13Which of the following is a common method for conflict resolution in management? |                 |                          |
| Marks1   |                 | Question ID:<br>10092425 |
| No   | Options Details | Correct Option           |
| 1  | Avoidance       |                          |
| 2  | Compromise      | ✓                        |
| 3  | Competition     |                          |
| 4  | Accommodation   |                          |

Q.14

The term "economic value added" (EVA) is calculated as:

Marks

1

Question ID:  
10092426

| No | Options Details  | Correct Option |
|----|--|----------------|
| 1  | Net operating profit after taxes minus the weighted average cost of capital multiplied by invested capital | ✓              |
| 2  | Net operating profit after taxes plus depreciation and amortization  |                |
| 3  | Earnings before interest and taxes minus taxes   |                |
| 4  | Return on invested capital minus the weighted average cost of capital                                      |                |

Q.15

Which of the following is a common challenge in change management?

Marks

1

Question ID:  
10092427

| No | Options Details        | Correct Option |
|----|------------------------|----------------|
| 1  | Employee resistance    | ✓              |
| 2  | Increased productivity |                |
| 3  | Enhanced communication |                |
| 4  | Improved morale        |                |

Q.16

What is the purpose of benchmarking in management?

Marks

1

Question ID:  
10092428

| No | Options Details                                       | Correct Option |
|----|---|----------------|
| 1  | To evaluate employee performance                      |                |
| 2  | To compare business processes and performance metrics | ✓              |
| 3  | To analyse financial statements                       |                |
| 4  | To develop marketing strategies                       |                |

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|--|---|--------------------------|
| Q.17What does the term 'liquidity' refer to in financial management? |   |                          |
| Marks1   |   | Question ID:<br>10092429 |
| No   | Options Details                                 | Correct Option           |
| 1  | The ability to pay long-term debts              |                          |
| 2  | The ability to convert assets into cash quickly | ✓                        |
| 3  | The profitability of a company                  |                          |
| 4  | The total amount of debt                        |                          |

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|--|---|--------------------------|
| Q.18What does the term 'Capital Budgeting' refer to? |   |                          |
| Marks1   |   | Question ID:<br>10092430 |
| No   | Options Details   | Correct Option           |
| 1  | The process of managing short-term assets                           |                          |
| 2  | The process of planning and managing a firm's long-term investments | ✓                        |
| 3  | The process of determining the cost of capital                      |                          |
| 4  | The process of managing cash flows                                  |                          |

|  |                                 |                          |
|--|---------------------------------|--------------------------|
| Q.19Which of the following is a characteristic of preferred stock? |                                 |                          |
| Marks1   |                                 | Question ID:<br>10092431 |
| No   | Options Details                 | Correct Option           |
| 1  | It has voting rights            |                          |
| 2  | It has a fixed dividend         | ✓                        |
| 3  | It is riskier than common stock |                          |
| 4  | It has no claim on assets       |                          |

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| Q.20Which of the following is a method of evaluating capital projects? |                    |                          |
| Marks1   |                    | Question ID:<br>10092432 |
| No   | Options Details    | Correct Option           |
| 1  | Payback period     | ✓                        |
| 2  | Current ratio      |                          |
| 3  | Debt ratio         |                          |
| 4  | Earnings per share |                          |

|   |                    |                          |
|---|--------------------|--------------------------|
| Q.21Which of the following is a risk associated with investing in stocks? |                    |                          |
| Marks1  |                    | Question ID:<br>10092433 |
| No  | Options Details    | Correct Option           |
| 1   | Inflation risk     |                          |
| 2   | Interest rate risk |                          |
| 3   | Market risk        |                          |
| 4   | All of the above   | ✓                        |

|  |  |                          |
|--|--|--------------------------|
| Q.22What is the primary function of financial markets? |  |                          |
| Marks1   |  | Question ID:<br>10092434 |
| No   | Options Details                                    | Correct Option           |
| 1  | To provide loans to businesses                     |                          |
| 2  | To facilitate the buying and selling of securities | ✓                        |
| 3  | To manage corporate finances                       |                          |
| 4  | To regulate interest rates                         |                          |

|   |                 |                          |
|---|-----------------|--------------------------|
| Q.23Which of the following is a type of financial derivative? |                 |                          |
| Marks1  |                 | Question ID:<br>10092435 |
| No  | Options Details | Correct Option           |
| 1   | Stocks          |                          |
| 2   | Bonds           |                          |
| 3   | Options         | ✓                        |
| 4   | Real estate     |                          |

Q.24

Which of the following is a characteristic of managerial accounting?

Marks

1

Question ID:  
10092436

| No | Options Details     | Correct Option |
|----|---------------------|----------------|
| 1  | Historical focus    |                |
| 2  | Mandatory reporting |                |
| 3  | Future-oriented     | ✓              |
| 4  | Regulated by GAAP   |                |

Q.25

Which of the following is NOT a component of the value chain?

Marks

1

Question ID:  
10092437

| No | Options Details          | Correct Option |
|----|--------------------------|----------------|
| 1  | Research and development |                |
| 2  | Marketing                |                |
| 3  | Financial accounting     | ✓              |
| 4  | Customer service         |                |

Q.26

What is the formula for calculating the break-even point in units?

Marks

1

Question ID:  
10092438

| No | Options Details                               | Correct Option |
|----|---|----------------|
| 1  | Fixed Costs / (Selling Price - Variable Cost) | ✓              |
| 2  | (Selling Price - Variable Cost) / Fixed Costs |                |
| 3  | Total Costs / Selling Price                   |                |
| 4  | Fixed Costs + Variable Costs / Selling Price  |                |

Q.27

In demand forecasting, which important method used in trend projection is:

Marks

1

Question ID:  
10092439

| No | Options Details   | Correct Option |
|----|-------------------|----------------|
| 1  | Scientific Method |                |
| 2  | Box-Jenkin Method | ✓              |
| 3  | Delphi Method     |                |
| 4  | Logistic Method   |                |



| <div>Q.28Which of the following is a limitation of using historical costs in managerial accounting?</div> |  |                          |
|---|--|--------------------------|
| Marks1  |  | Question ID:<br>10092440 |
| No  | Options Details                              | Correct Option           |
| 1   | It is not easy to understand                 |                          |
| 2   | It may not reflect current market conditions | ✓                        |
| 3   | It is not useful for decision-making         |                          |
| 4   | It is required by GAAP                       |                          |

| <div>Q.29Which of the following best describes Herzberg's Two-Factor Theory?</div> |  |                          |
|--|--|--------------------------|
| Marks1   |  | Question ID:<br>10092441 |
| No   | Options Details  | Correct Option           |
| 1  | Job satisfaction and job dissatisfaction are influenced by the same factors                |                          |
| 2  | Hygiene factors prevent dissatisfaction but don't motivate; motivators create satisfaction | ✓                        |
| 3  | Intrinsic and extrinsic rewards are equally important in motivating employees              |                          |
| 4  | Job satisfaction is primarily determined by salary and benefits                            |                          |

| <div>Q.30What is the primary focus of the Balanced Scorecard approach?</div> |  |                          |
|--|--|--------------------------|
| Marks1   |  | Question ID:<br>10092442 |
| No   | Options Details  | Correct Option           |
| 1  | Financial performance metrics only   |                          |
| 2  | Customer satisfaction metrics only   |                          |
| 3  | Operational efficiency metrics only  |                          |
| 4  | Multiple perspectives including financial, customer, internal process, and learning/growth | ✓                        |

Q.31

What does the term "Strategic Inflection Point" refer to?

Marks

1

Question ID:  
10092443

| No | Options Details  | Correct Option |
|----|--|----------------|
| 1  | The moment when a business's fundamentals shift dramatically | ✓              |
| 2  | The point at which a product reaches peak sales              |                |
| 3  | The intersection of cost and revenue on a graph              |                |
| 4  | The time when a company should change its CEO                |                |

Q.32

The term "Management By Objectives" (MBO) was popularized by:

Marks

1

Question ID:  
10092444

| No | Options Details  | Correct Option |
|----|------------------|----------------|
| 1  | Frederick Taylor |                |
| 2  | Peter Drucker    | ✓              |
| 3  | Henry Fayol      |                |
| 4  | Max Weber        |                |

Q.33

The concept of "Disruptive Innovation" was introduced by

Marks

1

Question ID:  
10092445

| No | Options Details     | Correct Option |
|----|---------------------|----------------|
| 1  | Michael Porter      |                |
| 2  | Clayton Christensen | ✓              |
| 3  | Gary Hamel          |                |
| 4  | Jim Collins         |                |

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|--|--|--------------------------|
| Q.34Which of the following is a key element of Total Quality Management (TQM)? |  |                          |
| Marks1   |  | Question ID:<br>10092446 |
| No   | Options Details                                  | Correct Option           |
| 1  | Focus on short-term profits                      |                          |
| 2  | Emphasis on individual performance over teamwork |                          |
| 3  | Continuous improvement (Kaizen)                  | ✓                        |
| 4  | Centralized decision-making                      |                          |

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|--|--|--------------------------|
| Q.35According to the BCG matrix, what should generally be done with "Cash Cow" business units? |  |                          |
| Marks1   |  | Question ID:<br>10092447 |
| No   | Options Details                                      | Correct Option           |
| 1  | Invest heavily to increase market share              |                          |
| 2  | Harvest and use profits to fund other business units | ✓                        |
| 3  | Divest as quickly as possible                        |                          |
| 4  | Restructure to improve their growth rate             |                          |

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|---|---|--------------------------|
| Q.36What is "Business Process Reengineering" (BPR)? |   |                          |
| Marks1  |   | Question ID:<br>10092448 |
| No  | Options Details   | Correct Option           |
| 1   | Gradual improvement of existing processes                         |                          |
| 2   | Fundamental rethinking and radical redesign of business processes | ✓                        |
| 3   | Outsourcing of non-core business functions                        |                          |
| 4   | Implementing automated systems to replace manual processes        |                          |

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|--|--|---------------------------------|
| <b>Q.37</b> What does the term "Span of Control" refer to in management? |  |                                 |
| <b>Marks</b> 1   |  | <b>Question ID:</b><br>10092449 |
| <b>No</b>  | <b>Options Details</b>                                     | <b>Correct Option</b>           |
| 1  | The scope of a manager's decision-making authority         |                                 |
| 2  | The number of subordinates reporting directly to a manager | ✓                               |
| 3  | The duration of a manager's influence over a project       |                                 |
| 4  | The range of products a manager oversees                   |                                 |

|  |   |                                 |
|--|---|---------------------------------|
| <b>Q.38</b> In the context of organizational behaviour, what does "Emotional Intelligence" primarily refer to? |   |                                 |
| <b>Marks</b> 1   |   | <b>Question ID:</b><br>10092450 |
| <b>No</b>  | <b>Options Details</b>  | <b>Correct Option</b>           |
| 1  | The ability to control one's emotions in stressful situations                       |                                 |
| 2  | The capacity to recognize and manage one's emotions and understand others' emotions | ✓                               |
| 3  | The skill of using emotions to manipulate others                                    |                                 |
| 4  | The tendency to make decisions based on feelings rather than facts                  |                                 |

|  |                                 |                                 |
|--|---------------------------------|---------------------------------|
| <b>Q.39</b> An investor should buy a bond if |                                 |                                 |
| <b>Marks</b> 1                               |                                 | <b>Question ID:</b><br>10092451 |
| <b>No</b>                                    | <b>Options Details</b>          | <b>Correct Option</b>           |
| 1  | Intrinsic Value                 |                                 |
| 2  | Intrinsic Value > Market Value  | ✓                               |
| 3  | Market Value                    |                                 |
| 4  | Market Value = Redemption Value |                                 |

Q.40

Which of the following are typical of the critical success factor used for international facility location decisions?

Marks

1

Question ID:

10092452

| No | Options Details             | Correct Option |
|----|-----------------------------|----------------|
| 1  | Political and legal factors |                |
| 2  | Economic factors            |                |
| 3  | Cultural and ethics         |                |
| 4  | All of the above            | ✓              |

Q.41

Which of the following is the condition of equilibrium for the monopolist?

Marks

1

Question ID:

10092453

| No | Options Details | Correct Option |
|----|-----------------|----------------|
| 1  | MR=MC           |                |
| 2  | MC=AR           |                |
| 3  | AR=MC=Price     | ✓              |
| 4  | AC=AR           |                |

Q.42

The complete absorption of one company by another, wherein the acquiring firm retains its identity and the acquired firm ceases to exist as a separate entity, is called a:

Marks

1

Question ID:

10092454

| No | Options Details | Correct Option |
|----|-----------------|----------------|
| 1  | Merger          | ✓              |
| 2  | Consolidation   |                |
| 3  | Spinoff         |                |
| 4  | Divestiture     |                |

Q.43

From the following which is more suitable for causal relationship involving two or more variables;

Marks

1

Question ID:

10092455

| No | Options Details      | Correct Option |
|----|----------------------|----------------|
| 1  | Correlation          |                |
| 2  | Chi Square           |                |
| 3  | Regression Analysis  | ✓              |
| 4  | Time Series Analysis |                |

Q.44

Which research approach begins with a theory and tests specific hypotheses derived from that theory?

Marks

1

Question ID:

10092456

| No | Options Details    | Correct Option |
|----|--------------------|----------------|
| 1  | Inductive approach |                |
| 2  | Deductive approach | ✓              |
| 3  | Grounded theory    |                |
| 4  | Phenomenology      |                |

Q.45

Which statistical test would be most appropriate for comparing means between two independent groups?

Marks

1

Question ID:

10092457

| No | Options Details            | Correct Option |
|----|----------------------------|----------------|
| 1  | Paired t-test              |                |
| 2  | Chi-square test            |                |
| 3  | Independent samples t-test | ✓              |
| 4  | ANOVA                      |                |

|   |   |  |                               |                |   |
|---|---|--|-------------------------------|----------------|---|
| <div>Q.46</div> <div>Meta-analysis is a research method that:</div> |   |  | <div>Marks</div> <div>1</div> |                | <div>Question ID:</div> <div>10092458</div> |
| No  | Options Details   |  |                               | Correct Option |   |
| 1   | Analyzes data from multiple independent studies on the same topic |  |                               | ✓              |   |
| 2   | Compares different research methodologies                         |  |                               |                |   |
| 3   | Studies researchers' personal biases                              |  |                               |                |   |
| 4   | Focuses on philosophical aspects of research                      |  |                               |                |   |

|   |                           |  |                               |                |   |
|---|---------------------------|--|-------------------------------|----------------|---|
| <div>Q.47</div> <div>Which non-parametric test would be most appropriate for analyzing ranked data from three or more independent groups?</div> |                           |  | <div>Marks</div> <div>1</div> |                | <div>Question ID:</div> <div>10092459</div> |
| No  | Options Details           |  |                               | Correct Option |   |
| 1   | Mann-Whitney U test       |  |                               |                |   |
| 2   | Wilcoxon signed-rank test |  |                               |                |   |
| 3   | Kruskal-Wallis test       |  |                               | ✓              |   |
| 4   | Friedman test             |  |                               |                |   |

|   |  |  |                               |                |   |
|---|--|--|-------------------------------|----------------|---|
| <div>Q.48</div> <div>In an ANOVA test with 4 groups and a total sample size of 20, what are the degrees of freedom for the F-statistic?</div> |  |  | <div>Marks</div> <div>1</div> |                | <div>Question ID:</div> <div>10092460</div> |
| No  | Options Details                              |  |                               | Correct Option |   |
| 1   | Between groups df = 3, Within groups df = 16 |  |                               | ✓              |   |
| 2   | Between groups df = 4, Within groups df = 15 |  |                               |                |   |
| 3   | Between groups df = 3, Within groups df = 17 |  |                               |                |   |
| 4   | Between groups df = 4, Within groups df = 16 |  |                               |                |   |

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Q.49

According to Ricardo's theory of comparative advantage, countries should

Marks

1

Question ID:  
10092461

| No | Options Details  | Correct Option |
|----|--|----------------|
| 1  | Produce only goods they can make more efficiently than other nations |                |
| 2  | Specialize in goods they can produce at a lower opportunity cost     | ✓              |
| 3  | Apply high tariffs to protect domestic industries                    |                |
| 4  | Focus only on absolute advantage in production                       |                |

Q.50

Which of the following accounts is NOT part of a country's balance of payments?

Marks

1

Question ID:  
10092462

| No | Options Details   | Correct Option |
|----|-------------------|----------------|
| 1  | Current Account   |                |
| 2  | Capital Account   |                |
| 3  | Financial Account |                |
| 4  | Fiscal Account    | ✓              |

Q.51

Research can be conducted by any person who:

Marks

1

Question ID:  
10092463

| No | Options Details                          | Correct Option |
|----|--|----------------|
| 1  | has studied research methodology         | ✓              |
| 2  | holds a postgraduate degree              |                |
| 3  | possesses thinking and reasoning ability |                |
| 4  | is a hard worker                         |                |



Q.52

In which type of research are hypothesis and theory developed after data collection?

Marks

1

Question ID:

10092464

| No | Options Details       | Correct Option |
|----|-----------------------|----------------|
| 1  | Quantitative Research |                |
| 2  | Applied Research      |                |
| 3  | Inductive Research    | ✓              |
| 4  | Deductive Research    |                |

Q.53

The term paradigm shift was coined by:

Marks

1

Question ID:

10092465

| No | Options Details  | Correct Option |
|----|------------------|----------------|
| 1  | Karl Popper      |                |
| 2  | B. Thomas Kuhn   | ✓              |
| 3  | C. Auguste Comte |                |
| 4  | D. Max Weber     |                |

Q.54

In qualitative research ‘transferability’ is an alternative for judging which of the following in quantitative research?

Marks

1

Question ID:

10092466

| No | Options Details   | Correct Option |
|----|-------------------|----------------|
| 1  | Internal Validity |                |
| 2  | Objectivity       |                |
| 3  | External validity | ✓              |
| 4  | Reliability       |                |

Q.55

A researcher is doing his legal research sitting in the library of his/her law university. What kind of research is he/she doing?

Marks

1

Question ID:

10092467

| No | Options Details              | Correct Option |
|----|------------------------------|----------------|
| 1  | Doctrinal legal research     | ✓              |
| 2  | Non-doctrinal legal research |                |
| 3  | Comparative legal research   |                |
| 4  | All of the above             |                |

Q.56

What is the main advantage of a cross-sectional study?

Marks

1

Question ID:

10092468

| No | Options Details  | Correct Option |
|----|--|----------------|
| 1  | It allows for the study of changes over time                       |                |
| 2  | It is less time-consuming  |                |
| 3  | It provides a snapshot of a population at a specific point in time | ✓              |
| 4  | It is more cost-effective  |                |

Q.57

In qualitative research, the term “saturation” means:

Marks

1

Question ID:

10092469

| No | Options Details            | Correct Option |
|----|----------------------------|----------------|
| 1  | Data reaches maximum value |                |
| 2  | No new information emerges | ✓              |
| 3  | Data is duplicated         |                |
| 4  | All responses are same     |                |

|  |                 |                          |
|--|-----------------|--------------------------|
| Q.58Which method is used to test the difference between more than two means? |                 |                          |
| Marks1   |                 | Question ID:<br>10092470 |
| No   | Options Details | Correct Option           |
| 1  | T-test          |                          |
| 2  | Chi-square test |                          |
| 3  | ANOVA           | ✓                        |
| 4  | Regression      |                          |

|   |   |                          |
|---|---|--------------------------|
| Q.59What is a placebo in an experimental study? |   |                          |
| Marks1  |   | Question ID:<br>10092471 |
| No  | Options Details                             | Correct Option           |
| 1   | The experimental treatment                  |                          |
| 2   | A fake treatment with no active ingredients | ✓                        |
| 3   | The dependent variable                      |                          |
| 4   | The control group                           |                          |

|  |  |                          |
|--|--|--------------------------|
| Q.60What is the purpose of statistical significance in research? |  |                          |
| Marks1   |  | Question ID:<br>10092472 |
| No   | Options Details  | Correct Option           |
| 1  | To determine the practical significance of the results |                          |
| 2  | To establish cause and effect                          |                          |
| 3  | To assess whether the results occurred by chance       | ✓                        |
| 4  | To ensure the study is ethical                         |                          |

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| Q.61What is the significance of conducting a literature review when identifying a research problem? |  |                          |
| Marks1  |  | Question ID:<br>10092473 |
| No  | Options Details                                  | Correct Option           |
| 1   | To avoid citing other researchers                |                          |
| 2   | To copy and paste relevant information           |                          |
| 3   | To identify gaps and build on existing knowledge | ✓                        |
| 4   | To summarize the research problem                |                          |

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|--|-------------------------------------|--------------------------|
| Q.62What is the role of the research problem in forming research objectives? |                                     |                          |
| Marks1   |                                     | Question ID:<br>10092474 |
| No   | Options Details                     | Correct Option           |
| 1  | To limit the scope of the study     |                          |
| 2  | To make the research process longer |                          |
| 3  | To guide the research process       | ✓                        |
| 4  | To discourage further exploration   |                          |

|                                       |                 |                          |
|---------------------------------------|-----------------|--------------------------|
| Q.63Null hypothesis is rejected when: |                 |                          |
| Marks1                                |                 | Question ID:<br>10092475 |
| No                                    | Options Details | Correct Option           |
| 1                                     | $P > 0.05$      |                          |
| 2                                     | P               | ✓                        |
| 3                                     | $P = 0.05$      |                          |
| 4                                     | $P > 1.0$       |                          |

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| Q.64The process of coding qualitative data involves: |                       |                          |
| Marks1   |                       | Question ID:<br>10092476 |
| No   | Options Details       | Correct Option           |
| 1  | Assigning numbers     |                          |
| 2  | Eliminating responses |                          |
| 3  | Categorizing patterns | ✓                        |
| 4  | None of the above     |                          |

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| Q.65Which of the following is an example of a research problem that is too narrow? |  |                          |
| Marks1   |  | Question ID:<br>10092477 |
| No   | Options Details  | Correct Option           |
| 1  | "The effects of education on career success."  |                          |
| 2  | "How does socio-economic status impact educational attainment among high school students in a specific city?"/ |                          |
| 3  | "The relationship between exercise and overall health."  | ✓                        |
| 4  | "Why do people go to college?"   |                          |

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| Q.66What is a quasi-experimental design? |  |                          |
| Marks1                                   |  | Question ID:<br>10092478 |
| No                                       | Options Details  | Correct Option           |
| 1  | A design with no control group   |                          |
| 2  | A design that involves random assignment                               |                          |
| 3  | A design that mimics experimental conditions without random assignment | ✓                        |
| 4  | A design used only for exploratory research                            |                          |

|                              |                                    |                          |
|------------------------------|------------------------------------|--------------------------|
| Q.67Lexis Nexis, Westlaw are |                                    |                          |
| Marks1                       |                                    | Question ID:<br>10092479 |
| No                           | Options Details                    | Correct Option           |
| 1                            | Online legal database              | ✓                        |
| 2                            | Method of citation                 |                          |
| 3                            | Style of writing in legal research |                          |
| 4                            | All of the above                   |                          |

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|-------|---------------------|----------------------------|--------------------------|
| Q.68  |                     | Coding schedule is used in | Question ID:<br>10092480 |
| Marks | 1                   |                            |                          |
| No    | Options Details     |                            | Correct Option           |
| 1     | Discourse analysis  |                            |                          |
| 2     | Rhetorical analysis |                            |                          |
| 3     | Content analysis    |                            | ✓                        |
| 4     | Narrative analysis  |                            |                          |

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| Q.69  |  | Given below are two statements: Statement I: Data analysis in research is a technical job, thus ‘research ethics’ does not matter. Statement II: ICT is helpful during the data analysis stage of research | Question ID:<br>10092481 |
| Marks | 1  |  |                          |
| No    | Options Details                                  |  | Correct Option           |
| 1     | Both Statements I and statement II are true      |  |                          |
| 2     | Both Statements I and statement II are false     |  | ✓                        |
| 3     | Statements I is true but statement II are false. |  |                          |
| 4     | Statements I is false but statement II are true. |  |                          |

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|-------|------------------|--|--------------------------|
| Q.70  |                  | Highlight the statistical tools that are available to a researcher in the research process: (a) Measure central tendency (b) Measure of dispersion (c) Measure of asymmetry (d) Measure of relationship Choose the correct answer from the options given below | Question ID:<br>10092482 |
| Marks | 1                |  |                          |
| No    | Options Details  |  | Correct Option           |
| 1     | A and C only     |  |                          |
| 2     | A,C and D only   |  |                          |
| 3     | B,C and D only   |  |                          |
| 4     | A,B,C and D only |  | ✓                        |

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|---|------------------------|---------------------------------|
| <b>Q.71</b> Hypothesis testing is based on which type of logic? |                        |                                 |
| <b>Marks</b> 1  |                        | <b>Question ID:</b><br>10092483 |
| <b>No</b>   | <b>Options Details</b> | <b>Correct Option</b>           |
| 1   | Deductive              | ✓                               |
| 2   | Inductive              |                                 |
| 3   | Analogical             |                                 |
| 4   | Dialectical            |                                 |

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|---|------------------------|---------------------------------|
| <b>Q.72</b> A variable that affects the relationship between independent and dependent variables is called: |                        |                                 |
| <b>Marks</b> 1  |                        | <b>Question ID:</b><br>10092484 |
| <b>No</b>   | <b>Options Details</b> | <b>Correct Option</b>           |
| 1   | Moderator Variable     |                                 |
| 2   | Extraneous Variable    |                                 |
| 3   | Intervening Variable   | ✓                               |
| 4   | Controlled Variable    |                                 |

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| <b>Q.73</b> Longitudinal studies focus on: |                             |                                 |
| <b>Marks</b> 1                             |                             | <b>Question ID:</b><br>10092485 |
| <b>No</b>                                  | <b>Options Details</b>      | <b>Correct Option</b>           |
| 1  | Studying one point in time  |                                 |
| 2  | Observing changes over time | ✓                               |
| 3  | Studying historical events  |                                 |
| 4  | Testing hypotheses          |                                 |

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|---|-------------------------|---------------------------------|
| <b>Q.74</b> Which of the following indicates the strength and direction of a linear relationship? |                         |                                 |
| <b>Marks</b> 1  |                         | <b>Question ID:</b><br>10092486 |
| <b>No</b>   | <b>Options Details</b>  | <b>Correct Option</b>           |
| 1   | Standard deviation      |                                 |
| 2   | Regression coefficient  |                                 |
| 3   | Correlation coefficient | ✓                               |
| 4   | Variance                |                                 |

Q.75

The main types of validity encountered in research design and methodology are (A) Internal (B) External (C) Construct (D) Statistical conclusion. Choose the correct answer from the options given below:

Marks1

Question ID:  
10092487

| No | Options Details  | Correct Option |
|----|------------------|----------------|
| 1  | A and C only     |                |
| 2  | A,C and D only   |                |
| 3  | B,C and D only   |                |
| 4  | A,B,C and D only | ✓              |

Q.76

Which of the following statements accurately describes the relationship between research questions and research design?

Marks1

Question ID:  
10092488

| No | Options Details   | Correct Option |
|----|---|----------------|
| 1  | Research questions should be formulated after the research design has been chosen.    |                |
| 2  | Research questions dictate the appropriate research design.                           | ✓              |
| 3  | Research design should be flexible enough to accommodate emerging research questions. |                |
| 4  | Research questions are independent of the research design.                            |                |

Q.77

A review of literature helps a researcher to:

Marks1

Question ID:  
10092489

| No | Options Details        | Correct Option |
|----|------------------------|----------------|
| 1  | Avoid plagiarism       |                |
| 2  | Identify research gaps |                |
| 3  | Finalize hypothesis    |                |
| 4  | All of the above       | ✓              |



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|--|-------------------------------|---------------------------------|
| <b>Q.78</b> A pilot study is conducted to: |                               |                                 |
| <b>Marks</b> 1                             |                               | <b>Question ID:</b><br>10092490 |
| <b>No</b>                                  | <b>Options Details</b>        | <b>Correct Option</b>           |
| 1  | Test final results            |                                 |
| 2  | Identify main variables       |                                 |
| 3  | Test feasibility of the study | ✓                               |
| 4  | Publish findings early        |                                 |

|                            |   |                                 |
|----------------------------|---|---------------------------------|
| <b>Q.79</b> The F-test is: |   |                                 |
| <b>Marks</b> 1             |   | <b>Question ID:</b><br>10092491 |
| <b>No</b>                  | <b>Options Details</b>  | <b>Correct Option</b>           |
| 1                          | Essentially a two tailed test                                       |                                 |
| 2                          | Essentially a one tailed test                                       |                                 |
| 3                          | Can be one tailed as well as two tailed depending on the hypothesis | ✓                               |
| 4                          | Can never be one tailed test  |                                 |

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|---|--------------------------|---------------------------------|
| <b>Q.80</b> In which of the following scales(s) variables cannot be ranked? (i) Interval scale (ii) Ratio scale (iii) Ordinal scale (iv) Nominal scale Select the Correct Code: |                          |                                 |
| <b>Marks</b> 1  |                          | <b>Question ID:</b><br>10092492 |
| <b>No</b>   | <b>Options Details</b>   | <b>Correct Option</b>           |
| 1   | Only(ii)                 |                                 |
| 2   | Only (iv)                | ✓                               |
| 3   | Only (ii) and (iii)      |                                 |
| 4   | Only (i), (ii) and (iii) |                                 |

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Q.81

A researcher divides the whole population in different parts and then fixes the number of units from each of the parts that are to be included in the sample. The method of sampling used by him is-

Marks

1

Question ID:

10092493

| No | Options Details            | Correct Option |
|----|----------------------------|----------------|
| 1  | Stratified random sampling |                |
| 2  | Cluster sampling           |                |
| 3  | Quota sampling             | ✓              |
| 4  | All of the above           |                |

Q.82

Which of the following research methodologies is most closely associated with the positivist philosophical framework?

Marks

1

Question ID:

10092494

| No | Options Details           | Correct Option |
|----|---------------------------|----------------|
| 1  | Grounded theory           |                |
| 2  | Ethnography               |                |
| 3  | Experimental research     | ✓              |
| 4  | phenomenological research |                |

Q.83

Which type of validity examines whether a test truly measures the concept it claims to measure?

Marks

1

Question ID:

10092495

| No | Options Details    | Correct Option |
|----|--------------------|----------------|
| 1  | Construct validity | ✓              |
| 2  | Content validity   |                |
| 3  | Criterion validity |                |
| 4  | Face validity      |                |

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|--|---|--------------------------|
| Q.84What is the primary purpose of using a double-blind study in research? |   |                          |
| Marks1   |   | Question ID:<br>10092496 |
| No   | Options Details                                       | Correct Option           |
| 1  | To reduce bias from both researchers and participants | ✓                        |
| 2  | To increase the sample size                           |                          |
| 3  | To eliminate the hypothesis                           |                          |
| 4  | To save time  |                          |

|   |                 |                          |
|---|-----------------|--------------------------|
| Q.85In qualitative research, which method is most appropriate for studying lived experiences? |                 |                          |
| Marks1  |                 | Question ID:<br>10092497 |
| No  | Options Details | Correct Option           |
| 1   | Phenomenology   | ✓                        |
| 2   | Ethnography     |                          |
| 3   | Grounded theory |                          |
| 4   | Case study      |                          |

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|--|-----------------|--------------------------|
| Q.86Identify the correct synonym for the word "Ephemeral": |                 |                          |
| Marks1   |                 | Question ID:<br>10092498 |
| No   | Options Details | Correct Option           |
| 1  | Eternal         |                          |
| 2  | Short-lived     | ✓                        |
| 3  | Powerful        |                          |
| 4  | Flexible        |                          |

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| Q.87Choose the grammatically correct sentence: |  |                          |
| Marks1   |  | Question ID:<br>10092499 |
| No   | Options Details                              | Correct Option           |
| 1  | Neither of the boys have done their homework |                          |
| 2  | Neither of the boys has done their homework  | ✓                        |
| 3  | Neither of the boys have did their homework. |                          |
| 4  | Neither of the boys has did their homework.  |                          |

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|--|----------------------|--------------------------|
| Q.88Choose the correct meaning of the idiom "to let the cat out of the bag": |                      |                          |
| Marks1   |                      | Question ID:<br>10092500 |
| No   | Options Details      | Correct Option           |
| 1  | To be honest         |                          |
| 2  | To reveal a secret   | ✓                        |
| 3  | To calm someone down |                          |
| 4  | To help someone      |                          |

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|---------------------|--------------------------|--------------------------|
| Q.89"Subtle" means: |                          |                          |
| Marks1              |                          | Question ID:<br>10092501 |
| No                  | Options Details          | Correct Option           |
| 1                   | Very obvious             |                          |
| 2                   | Very clear               |                          |
| 3                   | Delicate and not obvious | ✓                        |
| 4                   | Very loud                |                          |

|                                      |                                       |                          |
|--------------------------------------|---------------------------------------|--------------------------|
| Q.90The term "synecdoche" refers to: |                                       |                          |
| Marks1                               |                                       | Question ID:<br>10092502 |
| No                                   | Options Details                       | Correct Option           |
| 1                                    | A part is used to represent the whole | ✓                        |
| 2                                    | The whole represents a part           |                          |
| 3                                    | A direct comparison                   |                          |
| 4                                    | An exaggerated statement              |                          |

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|--|------------------------|--------------------------------------|
| <b>Q.91</b> If "ABCD" is coded as "1234" and "EFGH" is coded as "5678," how is "IJKL" coded? |                        |                                      |
| <b>Marks</b> 1   |                        | <div>Question ID:<br/>10092503</div> |
| <b>No</b>  | <b>Options Details</b> | <b>Correct Option</b>                |
| 1  | 91011                  |                                      |
| 2  | 91012                  | ✓                                    |
| 3  | 91013                  |                                      |
| 4  | 91112                  |                                      |

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|---|------------------------|--------------------------------------|
| <b>Q.92</b> Which of the following is the next number in the series: 2, 6, 12, 20, 30, ___? |                        |                                      |
| <b>Marks</b> 1  |                        | <div>Question ID:<br/>10092504</div> |
| <b>No</b>   | <b>Options Details</b> | <b>Correct Option</b>                |
| 1   | 40                     |                                      |
| 2   | 42                     | ✓                                    |
| 3   | 48                     |                                      |
| 4   | 60                     |                                      |

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|---|------------------------|--------------------------------------|
| <b>Q.93</b> If the letters of the word “REASONING” are arranged alphabetically, what will be the 6th letter in the arrangement? |                        |                                      |
| <b>Marks</b> 1  |                        | <div>Question ID:<br/>10092505</div> |
| <b>No</b>   | <b>Options Details</b> | <b>Correct Option</b>                |
| 1   | G                      |                                      |
| 2   | I                      | ✓                                    |
| 3   | N                      |                                      |
| 4   | O                      |                                      |

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| <b>Q.94</b> In a class of 50 students, A is 20th from the left and B is 30th from the right. If A and B interchange their positions, then what will be their positions from the left? |                        |                                      |
| <b>Marks</b> 1  |                        | <div>Question ID:<br/>10092506</div> |
| <b>No</b>   | <b>Options Details</b> | <b>Correct Option</b>                |
| 1   | 20th and 30th          |                                      |
| 2   | 21st and 29th          | ✓                                    |
| 3   | 22nd and 28th          |                                      |
| 4   | 23rd and 27th          |                                      |

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|--|------------------------|--------------------------------------|
| <b>Q.95</b> In a certain code, "MOBILE" is written as "NPKCFM." How is "TABLE" written in that code? |                        |                                      |
| <b>Marks</b> 1   |                        | <div>Question ID:<br/>10092507</div> |
| <b>No</b>  | <b>Options Details</b> | <b>Correct Option</b>                |
| 1  | UBMFC                  |                                      |
| 2  | UCMBF                  |                                      |
| 3  | UCMBF                  | ✓                                    |
| 4  | UCNBF                  |                                      |

|   |   |                                      |
|---|---|--------------------------------------|
| <b>Q.96</b> Which of the following is true regarding the TCP/IP protocol? |   |                                      |
| <b>Marks</b> 1  |   | <div>Question ID:<br/>10092508</div> |
| <b>No</b>   | <b>Options Details</b>  | <b>Correct Option</b>                |
| 1   | TCP and IP are two separate protocols working independently             |                                      |
| 2   | TCP ensures the delivery of data packets, and IP handles the addressing | ✓                                    |
| 3   | TCP and IP are part of the HTTP protocol                                |                                      |
| 4   | TCP is used for email communication, and IP for file transfer           |                                      |

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| Q.97Which of the following is not an example of an operating system? |                 |                          |
| Marks1   |                 | Question ID:<br>10092509 |
| No   | Options Details | Correct Option           |
| 1  | Windows         |                          |
| 2  | Linux           |                          |
| 3  | Chrome          | ✓                        |
| 4  | macOS           |                          |

|   |                 |                          |
|---|-----------------|--------------------------|
| Q.98Which of the following is a valid IP address? |                 |                          |
| Marks1  |                 | Question ID:<br>10092510 |
| No  | Options Details | Correct Option           |
| 1   | 192.168.1.300   |                          |
| 2   | 256.256.256.256 |                          |
| 3   | 172.16.25.10    | ✓                        |
| 4   | 500.100.100.100 |                          |

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|--|-----------------|--------------------------|
| Q.99Which of the following is the fastest memory in a computer system? |                 |                          |
| Marks1   |                 | Question ID:<br>10092511 |
| No   | Options Details | Correct Option           |
| 1  | Hard Disk       |                          |
| 2  | RAM             |                          |
| 3  | Cache Memory    | ✓                        |
| 4  | ROM             |                          |

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|--|-------------------------------|--------------------------|
| Q.100What is the primary function of the BIOS (Basic Input Output System)? |                               |                          |
| Marks1   |                               | Question ID:<br>10092512 |
| No   | Options Details               | Correct Option           |
| 1  | Booting the operating system  | ✓                        |
| 2  | Managing network traffic      |                          |
| 3  | Controlling memory management |                          |
| 4  | Providing user interface      |                          |