

**Vidyalankar School of Information Technology**

**FYBMS**

**Sem: II**

**Subject: Principle of Management**

**Sample Questions**

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1. Management is an organ, organs can be described and defined only through their functions. This definition was given by \_\_\_\_\_.
  - a. Peter F. Drucker
  - b. Terry
  - c. Louis Allan.
  - d. Henry Fayol.
  
2. Henry Fayol laid down \_\_\_\_\_.
  - a. 12 principles.
  - b. 13 principles.
  - c. 14 principles.
  - d. 15 principles.
  
3. Henry Fayol was a French \_\_\_\_\_.
  - a. Industrialist
  - b. Writer.
  - c. Manager.
  - d. Actor.
  
4. Allotment of work to each worker on the basis of the capacity of an average worker functioning in the normal working condition is \_\_\_\_\_.
  - a. social task planning.
  - b. scientific task planning.
  - c. not a planning.
  - d. scientific organizing.
  
5. Planning lays down the overall objective, strategies and polices for the total enterprise is \_\_\_\_\_.
  - a. corporate planning.
  - b. divisions planning.
  - c. unit planning.
  - d. department planning.
  
6. A rigid plan, no scope for discretion \_\_\_\_\_.
  - a. rule.
  - b. schedules.
  - c. procedures.
  - d. budgets.
  
7. Formal authority flows from upwards to downwards in \_\_\_\_\_.
  - a. formal organization.

- b. informal organization.
  - c. business or organisation.
  - d. strategic organization.
8. Which type of organization gives importance to people and their relationships?
- a. formal organization.
  - b. informal organization.
  - c. business or organisation.
  - d. strategic organization.
9. Which type of organization gives importance to people and their relationships?
- a. formal organization.
  - b. informal organization.
  - c. business or organisation.
  - d. strategic organization.
10. The word \_\_\_\_\_ denotes a function, a task, a discipline.
- a. Management
  - b. Leadership
  - c. Motivation
  - d. None of the above
11. When decision-making authority is retained organisation is said to be by higher management levels, an
- a. Decentralised
  - b. Centralised
  - c. Fragmented
  - d. None of the above
12. Decision making begins with \_\_\_\_\_.
- a. selecting alternatives
  - b. identifying decision criteria
  - c. identifying a problem
  - d. eliminating false alternatives
13. In which organizational form are there dual or multiple lines of authority?
- a. Matrix
  - b. Modular
  - c. Multidivisional
  - d. Decentralized
14. Which of the following is the determinant of organization structure?
- a. Technology
  - b. Centralization
  - c. Size of the work unit
  - d. Coordination of activities
15. \_\_\_\_\_ is an individual's capacity to influence decisions.

- a. Span of control
- b. Line authority
- c. Staff authority
- d. Power

16. The job design would be LEAST formal in a \_\_\_\_\_

- a. Matrix structure
- b. Professional bureaucracy
- c. Divisionalized structure
- d. Machine bureaucracy

17. Which management concept suggests that low-importance decisions be handled by subordinates, so that managers can focus on high-importance decisions?

- a. management by objective
- b. management by exception
- c. participatory management
- d. inclusionary management

18. Authority, discipline, unity of command, and unity of direction are \_\_\_\_\_

- a. Principles of the human relations movement.
- b. Taylor's four principles of management.
- c. Elements of Weber's ideal bureaucratic structure.
- d. Four of Fayol's fourteen principles of management.

19. Organization structure primarily refers to \_\_\_\_\_

- a. how activities are coordinated and controlled
- b. how resources are allocated
- c. the location of departments and office space
- d. the policy statements developed by the firm

20. The problem-solving process begins with \_\_\_\_\_

- a. Clarification of the situation
- b. Establishment of alternatives
- c. Identification of the difficulty
- d. Isolation of the cause

21. Which of the following is the determinant of organization structure

- a. Technology
- b. Centralization
- c. Size of the work unit
- d. Coordination of activities

22. \_\_\_\_\_ is the process of getting results accomplished through others.

- a. Ordering
- b. Mandating
- c. Delegating
- d. Working

23. Which of the following is not a basic function of the management process?

- a. Controlling
- b. Organizing
- c. Working
- d. Leading

24. What is the term used to define the number of subordinates directly controlled by a manager?

- a. Division management
- b. Departmentation
- c. Investment span
- d. Span of management

25. Working out a pattern of relationships between the various factors of production is called as \_\_\_\_\_.

- a. planning.
- b. organization.
- c. co-ordination.
- d. control.

26. The organization should have an effective network to \_\_\_\_\_ all the information that is relevant to planning of the goals at every level.

- a. communicate.
- b. control.
- c. co-ordinate.
- d. develop.

27. A \_\_\_\_\_ denotes activities of a broad nature including many different functions & interactions.

- a. programme.
- b. problem.
- c. project.
- d. budget.

28. Which of the following is the most common type of departmentalization?

- a. Customer/Market Departmentalization
- b. Function Departmentalization
- c. Geography Departmentalization.
- d. Process Departmentalization.

29. Rules, duties and responsibilities of workers are given in writing in\_\_\_\_\_.
- formal organization.
  - informal organization.
  - business organisation.
  - strategic organization.
30. Which type of organization gives importance to people and their relationships?
- Formal Organization.
  - Informal Organization.
  - Business Organization.
  - Strategic Organization.
31. An employee receives order from only one superior and this concept is named as \_\_\_\_\_.
- unity of command.
  - unity of direction.
  - discipline.
  - centralization.
32. It is important to present yourself positively within an organization to ensure that \_\_\_\_\_
- customers see the organization in a negative light.
  - customers see the organization in a negative light.
  - your appearance reflects the standards within the organisation.
  - your appearance conflicts with standards within the organisation.
33. Decision making is the selection based on some criteria from two or more possible alternatives is defined by\_\_\_\_\_
- Farland.
  - Mac Donald
  - Terry
  - M.C. Nites.
34. Non-programmed decision is also called \_\_\_\_\_.
- routine decisions
  - structured decisions.
  - strategic decisions.
  - operative decisions.
35. The process whereby a manager shares his work and authority with his subordinates is\_\_\_\_\_.
- Decentralisation
  - Responsibility.
  - Delegation.
  - decision making.

**Vidyalankar School of Information Technology**

**FYBMS**

**Sem: II**

**Subject: Business Mathematics**

**Sample Questions**

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1. A sum fetched a total simple interest of Rs. 4016.25 at the rate of 9 p.c.p.a. in 5 years. What is the sum?

- A. Rs. 4462.50
- B. Rs. 8032.50
- C. Rs. 8900
- D. Rs. 8925

2. A sum of Rs. 12,500 amounts to Rs. 15,500 in 4 years at the rate of simple interest. What is the rate of interest?

- A. 3%
- B. 4%
- C. 5%
- D. 6%

3. What will be the compound interest on Rs. 25000 after 3 years at the rate of 12 % per annum.

- A. Rs 10123.20
- B. Rs 10123.30
- C. Rs 10123.40
- D. Rs 10123.50

A. 4. Find the compound interest on Rs.16,000 at 20% per annum for 9 months, compounded quarterly.

A . Rs 2520

B. Rs 2521

C. Rs 2522

D. Rs 2523

5. Find the compound interest and the amount on Rs.8000 at 5% per annum for 3 years when C.I is reckoned yearly?

A. Rs.1261

B. Rs.1440

C. Rs.1185

D. Rs.1346

6. If Rs.7500 are borrowed at C.I at the rate of 4% per annum, then after 2 years the amount to be paid is?

A. Rs.8082

B. Rs.7800

C. Rs.8100

D. Rs.8112

7. The present value is always \_\_\_\_\_ the future value.

A. More than

B. Less than

C. Equal to

D. Independent of

8. The difference compound and simple interest on Rs. 3,000 at 10% p.a for two years is Rs. \_\_\_\_\_.

A. 2

B. 20

C. 200

D. None of these

9. If the payments are made at the starting of the period, the annuity is called

- A. Annuity due
- B. Immediate Annuity
- C. Uniform Annuity
- D. Annuity certain

10. For the function  $f(x) = x - x^2$ , the value of  $f(-1)$  is

- A. 5
- B. -2
- C. 0
- D. 1

11. The demand and supply functions for a product are respectively  $D = 14 - p$  and  $S = p + 6$ . Then the equilibrium price is

- A. 5
- B. 6
- C. 7
- D. None of these

12. A dependent variable is a variable -----

- A. Whose value can be depended upon
- B. Whose value does depend upon the value of another variable
- C. Whose value depends on another variable
- D. None of these

13. If  $R = 15x + 500$  and  $C = 10x + 2500$ , then the break-even point is

- A. 400
- B. 500
- C. 1,000
- D. 0

14. If  $A = \begin{bmatrix} 1 & 2 \\ 2 & 1 \end{bmatrix}$  and  $f(x) = (1 + x)(1 - x)$ , then  $f(A)$  is

(a)  $-4 \begin{bmatrix} 1 & 1 \\ 1 & 1 \end{bmatrix}$

(b)  $-8 \begin{bmatrix} 1 & 1 \\ 1 & 1 \end{bmatrix}$

(c)  $4 \begin{bmatrix} 1 & 1 \\ 1 & 1 \end{bmatrix}$

(d) None of these

15. If a matrix has equal number of columns and rows then it is said to be a

- a) row matrix
- b) identical matrix
- c) square matrix
- d) rectangular matrix

16. Apply Cramer's rule to solve the following equations.

$$3x + y + 2z = 3$$

$$2x - 3y - z = -3$$

$$x + 2y + z = 4$$

- a)  $x = 1, y = 2, z = -1$
- b)  $x = 2, y = 1, z = -1$
- c)  $x = 2, y = -1, z = 1$
- d)  $x = 1, y = -1, z = 2$

17. Cramer's Rule is not suitable for which type of problems?

- a) Small systems with 4 unknowns
- b) Systems with 2 unknowns
- c) Large systems
- d) Systems with 3 unknowns

18. The law which does not hold in multiplication of matrices is known as -----.

- a) distributive law
- b) Inverse law
- c) associative law
- d) commutative law

19. If the number of rows in A matrix are equal to the number of column in B matrix, then A and B are comfortable for

- a) product
- b) division
- c) transpose
- d) making identity

20. Calculate The determinant for the following Matrices.

$$P = \begin{bmatrix} -3 & 4 \\ 6 & 8 \end{bmatrix}$$

- a) -48
- b) 20
- c) 48
- d) 96

21. The total revenue in ₹ received from the sale of  $x$  units of an article is given by  $R(x) = 3x^2 + 36x + 5$ . The marginal revenue when  $x = 15$  is (in ₹ )

- (a) 126
- (b) 116
- (c) 96
- (d) 90

22. Given the function  $y = (2x+1)^3(x-1)$ . Find derivatives of the  $n$ th order from  $n=4$

- a) -48
- b) 20
- c) 48
- d) 192

23. Find both the maximum and minimum values respectively of  $3x^4 - 8x^3 + 12x^2 - 48x + 1$  on the interval  $[1, 4]$ .

- (a) -63, 257
- (b) 257, -40
- (c) 257, -63
- (d) 63, -257

24. By using Newton's backward difference table form the following data:  $f(30) = 0.5000$ ,  $f(35) = 0.5736$ ,  $f(40) = 0.6428$ ,  $f(45) = 0.7071$ . What is the value of  $\nabla^3 y_n$ ?

- a. - 0.0049
- b. -1.872
- c. - 0.0005
- d. -0.0469

25. Find  $n$  using newtons forward interpolation for the following data if  $f(0.2)$  is asked.

X	0	1	2	3	4	5	6
f(x)	176	185	194	203	212	220	229

- a) 0.4
- b) 0.2
- c) 1
- d) 0.1

26. Find  $f(5)$  using Newton Forward Interpolation formula from the following table.

X	0	2	4	6	8
f(x)	4	26	58	112	466

- a) 71.109375
- b) 61.103975
- c) 70.103957
- d) 71.103957

26. Find  $n$  if  $x_0 = 0.75825$ ,  $x = 0.759$  and  $h = 0.00005$ .

- a) 1.5
- b) 15
- c) 2.5
- d) 25

27. 4. Find the polynomial for the following data using Newtons Backword interpolation.

X	4	6	8	10
f(x)	1	3	8	16

- a)  $3x^2 - 22x + 36/8$
- b)  $3x^2 - 22x + 36/8$
- c)  $3x^2 + 22x + 362/8$
- d)  $3x^2 - 19x + 36/8$

28.  $f(x) = 5x - 9$  is \_\_\_\_\_

- (a) an exponential function
- (b) a linear function
- (c) a quadratic function
- (d) not a function

29. IF  $R = 15x + 500$  and  $C = 2500$ , then the break even point is \_\_\_\_\_.

- (a) 400
- (b) 500
- (c) 1,000
- (d) 0

30. The point at which profit is zero is called the \_\_\_\_\_.

- (a) zero point odd even point
- (b) break even point
- (c) Odd even point
- (d) nominal point

31. A person invested Rs. 10,000 at 6% pa, Rs. 8,000 at 5% pa. and Rs. 6,000 at 4% pa simple interest. The average rate of simple interest is

- (a) 5
- (b) 5.57
- (c) 5.17
- (d) 5.27

32. The compound interest on Rs. 2,000 for 3 years at the rate of 5% p.a compounded yearly, is

- (a) 205
- (b) 315.25
- (c) 306.25
- (d) 345

33. What is the derivative with respect to  $x$  of  $(x + 1)^3 - x^3$ ?

- A.  $3x + 6$
- B.  $3x - 3$
- C.  $6x - 3$
- D.  $6x + 3$

34. Differentiate  $y = \log_{10} (x^2 + 1)^2$

- A.  $4x (x^2 + 1)$
- B.  $(4x \log_{10} e) / (x^2 + 1)$
- C.  $\log e(x) (x^2 + 1)$
- D.  $2x (x^2 + 1)$

35. Differentiate  $(x^2 + 2)^{1/2}$

- A.  $((x^2 + 2)^{1/2}) / 2$
- B.  $x / (x^2 + 2)^{1/2}$
- C.  $(2x) / (x^2 + 2)^{1/2}$
- D.  $(x^2 + 2)^{3/2}$

36. Find the second derivative of  $y$  by implicit differentiation from the equation  $4x^2 + 8y^2 = 36$

- A.  $64x^2$
- B.  $(-9/4) y^3$
- C.  $32xy$
- D.  $(-16/9) y^3$

37. Given the function  $f(x) = x$  to the 3rd power  $- 6x + 2$ . Find the first derivative at  $x = 2$ .

- A. 6
- B. 7
- C.  $3x^2 - 5$
- D. 8

38. Differentiate the equation  $y = x^2 / (x + 1)$

- A.  $(x^2 + 2x) / (x + 1)^2$
- B.  $x / (x + 1)$
- C.  $2x$
- D.  $(2x^2) / (x + 1)$

39. The demand function is given by  $p = 100 - 3D - D^2$ . when the  $D = 2$  find the price elasticity of demand is -----

- a) 0
- b)  $1/7$
- c) 0.25
- d)  $45/7$

40. The total cost  $C = 3000 + 2x + x^2$  when  $x = 5$  the marginal cost is \_\_\_\_\_

- a) 10
- b) 12
- c) 1.25
- d) 40

Vidyalankar School of Information Technology  
FYBMS  
Sem: II  
Subject: Business Communication-II  
Sample Questions

- Q.1 For better readability, it is preferable that bullet points are:
- A. Complete paragraphs
  - B. Short phrases
  - C. Page of text
  - D. Long sentences
- Q.2 When giving a presentation in front of an audience you should do all the following except for:
- A. Speak loud and clear
  - B. Dress professionally
  - C. Provide handouts if needed
  - D. Look at your screen and not the audience
- Q.3 Where should you look while presenting?
- A. At the board -- that is where the audience is looking
  - B. In the eyes of random people in your audience
  - C. At your notes so you get the info correct
  - D. At the chins of individuals in your audience
- Q.4 Which of these is the best way to establish a proper rapport with audience?
- A. Pointing a finger
  - B. Making eye contact
  - C. Waving your hands
  - D. Standing erect
- Q.5 Which of these must be avoided by a speaker during a presentation?
- A. Abstract words
  - B. Short sentences
  - C. Good pronunciation
  - D. Steady pace
- Q.6 A finger may be used to \_\_\_\_\_ while giving a presentation.
- A. show over confidence
  - B. show under confidence
  - C. inspire
  - D. appoint
- Q.7 Which of these can be used to break the monotony in a speech?
- A. Humour
  - B. Low voice
  - C. Constant tone
  - D. Sad story
- Q.8 Which is not the valid edition of MS PowerPoint?
- A. MS PowerPoint 2003
  - B. MS PowerPoint 2007
  - C. MS PowerPoint 2010
  - D. MS PowerPoint 1920
- Q.9 To center the selected text, the shortcut key is \_\_\_\_\_
- A. Ctrl+ C
  - B. Ctrl+ E
  - C. Ctrl+ O
  - D. Ctrl+ U
- Q.10 Special effects used to introduce slides in a presentation are known as?
- A. transitions
  - B. effects
  - C. custom animations
  - D. annotations
- Q.11 Which of these is not a step in the preparation of an interview?

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Sample Questions

- A. Analysing yourself
- B. Identifying your skills
- C. Being negative
- D. Revising your subject

Q.12 \_\_\_\_\_ skills are assessed in an interview.

- A. Listening
- B. Blabbering
- C. Singing
- D. Dancing

Q.13 Which of the following is not one of the most common mistakes jobseekers make during job interviews?

- A. limp, clammy handshake
- B. over-emphasis on money
- C. lack of interest and enthusiasm
- D. too much knowledge of the company

Q.14 Which kind of interview includes a process in which the employability of the job applicant is evaluated?

- A. Stress interview
- B. Screening interview
- C. Group interview
- D. Behavioural interview

Q.15 Interviews are conversations with \_\_\_\_\_

- A. fun
- B. purpose
- C. friendliness
- D. informality

Q.16 Which of these qualities are important in a group discussion?

- A. Emotional stability
- B. Hostility
- C. Ignorance
- D. Aggressiveness

Q.17 Which statement is TRUE?

- A. Topics related to ethical issues are not good for group discussions.
- B. Topics related to ethics generally are good for group discussions.
- C. It is best to avoid topics that are controversial when picking group discussion topics.
- D. Topics with clear right and wrong answers are excellent for group discussions.

Q.18 What is the role of the moderator in a focus group?

- A. To stimulate discussion and keep the conversation on track
- B. To ask leading questions and dominate the discussion
- C. To sit away from the group and observe their behaviour
- D. To evaluate the group's performance on a particular task

Q.19 Which of these details are not mentioned in Minutes of a Meeting?

- A. Venue of the meeting
- B. Date of the meeting
- C. Name of the chairman
- D. Age of the chairman

Q.20 In which of these people with similar interests contribute with their knowledge?

- A. Seminar
- B. Conference
- C. Workshop
- D. Meeting

Vidyalankar School of Information Technology  
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Sem: II  
Subject: Business Communication-II  
Sample Questions

- Q.21 The objective of Public Relation is to create:  
A. Misunderstanding  
B. Publicity  
C. Propaganda  
D. Knowledge and understanding
- Q.22 In PR, the people you have to do business with like employees, investors, suppliers, customers are called your \_\_\_\_\_.  
A. Community  
B. Peers  
C. Publics  
D. Subordinates
- Q.23 Modern business letters are usually written in:  
A. Semi-block style  
B. Full-block style  
C. Block style  
D. Indented style
- Q.24 \_\_\_\_\_ letter is the reply to complaint.  
A. Adjustment  
B. An inquiry  
C. Collection  
D. Sales
- Q.25 Solicited Sales letters are written:  
A. In response to an inquiry.  
B. To sell a product or service.  
C. To persuade buyer to buy a product.  
D. To increase marketing of a product.
- Q.26 Collection letter should be:  
A. Persuasive  
B. Demanding  
C. Critical  
D. Emotional
- Q.27 In a claim letter, the initial statement should contain:  
A. Good news  
B. Bad news  
C. Mixed news  
D. Ambiguous
- Q.28 Which assumption is considered while writing collection letter?  
A. Not pay  
B. Ignore  
C. Pay  
D. Delay
- Q.29 Letter refusing adjustment is written when \_\_\_\_\_.  
A. When the third party is at fault  
B. The seller is at fault  
C. The buyer is at fault  
D. When nobody is at fault
- Q.30 \_\_\_\_\_ is the name of the credit applicant's bank who can supply all necessary information about him to the trader.  
A. Bank references  
B. Trade references  
C. Credit references  
D. General references
- Q.31 \_\_\_\_\_ include investigation of an issue or problem or Calculation of financial ratios of a company.  
A. Formal Report  
C. Scientific Report



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Sem: II

Subject: Business Communication-II

Sample Questions

- A. Dopey was Lisa's favourite dwarf
- B. There were seven dwarfs in all
- C. Lisa could not remember the name of one of the dwarfs
- D. Lisa had a good memory

Vidyalankar School of Information Technology  
FYBMS  
Sem: II  
Subject: Foundation Course-II  
Sample Questions

- Q.1 Which of the following activities play an important role in the economic development of India?  
A. Industry  
B. Agriculture  
C. Forestry  
D. Fishing
- Q.2 The major beneficiaries of economic liberalization have been in the \_\_\_\_\_.  
A. Only in villages  
B. Only in suborn  
C. Cities and villages  
D. Cities & town
- Q.3 The space of globalization picked up rapidly in the \_\_\_\_\_quarter of 20th century.  
A. Fourth  
B. First  
C. Second  
D. Third
- Q.4 Of the total value of export from India grow based industries contribute for about \_\_\_\_\_.  
A. 20  
B. 30  
C. 40  
D. 50
- Q.5 Government can use \_\_\_\_\_barriers to increase or decrease foreign trade.  
A. Transportation  
B. Communication  
C. Trade  
D. Connectivity
- Q.6 \_\_\_\_\_ is challenge for small producer and worker.  
A. Privatization  
B. Globalization  
C. Trade barrier  
D. Liberalization
- Q.7 When Indian market started flooding with foreign goods, Indian goods were pushed to \_\_\_\_\_.  
A. First position  
B. Second position  
C. Third position  
D. Forth position
- Q.8 Which of the following is not an advantage of privatization?  
A. Reduced financial burden on government  
B. It increased the government's administrative responsibility  
C. It helped the government to improve the pace of economic development  
D. It will eliminate political interference and improve efficiency.
- Q.9 Which of the following industries did not suffer after globalization in India?  
A. Automobile  
B. Plastic  
C. Toys  
D. Dairy Products
- Q.10 Which of the following mode of communication provide reliable and cost-effective communication for concise information?  
A. Fax  
B. SMS  
C. Computer  
D. Cell phone

Vidyalankar School of Information Technology  
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Subject: Foundation Course-II  
Sample Questions

- Q.11 Any type of information on any topic is available within fraction of second with the help of \_\_\_\_\_.
- A. E-Mail  
B. Fax  
C. Internet  
D. GPS
- Q.12 Which of the following revolution was responsible for substantial increase in food grain production?
- A. White  
B. Blue  
C. Green  
D. Yellow
- Q.13 \_\_\_\_\_ are those rights without which we cannot live.
- A. Human rights  
B. Political rights  
C. Civil rights  
D. Economic rights
- Q.14 The Greeks emphasized on \_\_\_\_\_ in the concept of human right.
- A. reason  
B. cause  
C. effect  
D. Natural law
- Q.15 The first person who developed comprehensive theory of human right was British Philosopher
- A. Hobbes  
B. Locke  
C. Grotius  
D. Rousseau
- Q.16 The UDHR was adopted by the General Assembly on 10 December 1948 at its meeting in \_\_\_\_\_.
- A. Paris  
B. London  
C. France  
D. Geneva
- Q.17 Article \_\_\_\_\_ prohibits the state from discriminating against any individual or group of individuals
- A. Article 15  
B. Article 16  
C. Article 17  
D. Article 18
- Q.18 \_\_\_\_\_ is one of most vital and cherished freedom in a democratic society.
- A. Freedom of speech and expression  
B. Freedom of press  
C. Freedom of Association  
D. Freedom of Peaceful Assembly
- Q.19 The enjoyment of the \_\_\_\_\_ is a necessary condition for the enjoyment of all the other human rights.
- A. Right of life  
B. Right to education  
C. Right to equality  
D. Right to environment
- Q.20 The parliament passed \_\_\_\_\_ in 2005.
- A. Right to information  
B. Right to vote  
C. Right to privacy  
D. Right to represent
- Q.21 The primary specialised agency to implement the right to health is \_\_\_\_\_.

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Sample Questions

- A. World Health Organization  
B. UNESCO
- C. International Labour Organization (ILO)  
D. Red Cross Society
- Q.22 Ecology is study of which of the following disciplines?  
A. Biotechnology  
B. Biology  
C. Bioinformatics  
D. Biodiversity
- Q.23 Which of the following factors is not biotic factor?  
A. Genes  
B. Cells  
C. Climate  
D. Organisms
- Q.24 Surrounding of the organism is known as \_\_\_\_\_  
A. Ecology  
B. Economy  
C. History  
D. Environment
- Q.25 Human capacity to use natural resources depend upon his \_\_\_\_\_ development.  
A. Economic & technological  
B. Scientific & technological  
C. Geographical & technological  
D. Scientific & Economical
- Q.26 Which of the following is not chemical factor of ecosystem?  
A. Water  
B. Land  
C. Sunlight  
D. Climate
- Q.27 Which of the following is not macro consumer components of ecosystem?  
A. Decomposers  
B. Herbivores  
C. Carnivores  
D. Omnivores
- Q.28 How many people were expected to live in urban areas in India by 2000 AD.  
A. 100 million  
B. 200 million  
C. 300 million  
D. 400 million
- Q.29 The earth Summit II was held in the year \_\_\_\_\_.  
A. 1977  
B. 1987  
C. 1997  
D. 2007
- Q.30 Which of the following is the fund resource?  
A. Minerals  
B. Plants  
C. Water  
D. Animals
- Q.31 A good laugh a day will help keep \_\_\_\_\_ away.  
A. Motivation  
B. Stressors  
C. Prejudices  
D. Ethics
- Q.32 \_\_\_\_\_ provide an opportunity to change & growth.  
A. Challenges  
B. Yoga  
C. Meditation  
D. Both B & C

Vidyalankar School of Information Technology  
FYBMS  
Sem: II  
Subject: Foundation Course-II  
Sample Questions

- Q.33 Family is a \_\_\_\_\_ agents of Socialization.  
A. Primary  
B. Economical  
C. Secondary  
D. Tertiary
- Q.34 The Stress and General Adaptation Syndrome (GAS) was developed by \_\_\_\_\_.  
A. Hans Selye  
B. John Locke  
C. Rousseau  
D. Thomas Hobbes
- Q.35 When a stressful situation is perceived as an opportunity that will lead to a good outcome, it is called \_\_\_\_\_.  
A. Distress  
B. Under-stress  
C. Eustress  
D. Hypo-Stress
- Q.36 Thomas Kilmann identified \_\_\_\_\_ ways of addressing conflict.  
A. Two  
B. Four  
C. Three  
D. Five
- Q.37 \_\_\_\_\_ provides an opportunity for change and growth.  
A. Control  
B. Commitment  
C. Challenge  
D. Stressors
- Q.38 \_\_\_\_\_ requires the individual to choose between alternatives that contain both positive and negative consequences.  
A. Avoidance Conflict  
B. Approach-Avoidance Conflict  
C. Approach Conflict  
D. Multiple Approach-Avoidance Conflict
- Q.39 \_\_\_\_\_ is a baseless and negative attitude towards member of a group.  
A. aggression  
B. affection  
C. prejudice  
D. stress
- Q.40 \_\_\_\_\_ can be defined as the most basic means of settling our differences.  
A. Meditation  
B. Arbitration  
C. Negotiation  
D. Accommodation

**Vidyalankar School of Information Technology**  
**FYBMS**  
**Sem : II**  
**Subject: Industrial Law**  
**Sample Questions**

1. Choose the correct objective of the Industrial Disputes Act.
  - a. To prevent illegal strikes
  - b. To promote measures for securing and preserving good relations between the employers and the employees
  - c. To provide relief to workmen in matters of lay - offs, retrenchment, wrongful dismissals
  - d. All of the above
  
2. The act was first amended in the year \_\_\_\_\_
  - a. 1929
  - b. 1946
  - c. 1947
  - d. 1949
  
3. Power has been given to \_\_\_\_\_ to require Works Committee to be constituted in every industrial establishment employing 100 workmen or more.
  - a. Appropriate Government
  - b. State Government
  - c. High Court
  - d. Board of Conciliation
  
4. To which settlement machinery can the central government refer the disputes under rule 81 - A?
  - a. Conciliation
  - b. Arbitration
  - c. Adjudicator
  - d. Supreme Court
  
5. Which act in Industrial Relations defines the term trade union?
  - a. Industrial Trade Resolution, 1962
  - b. Industrial Policy, 1991

- c. The trade union and labour relations (consolidation) Act, 1992
  - d. The industrial Employment Act, 1946
6. Which of the following is an object on which general funds could be spent as per section 15 of the act?
- a. Payment to buy goods required for the enterprise
  - b. Payment of employees in the factory establishment
  - c. The payment of expenses for the administration of trade union or any member thereof
  - d. All of the above
7. On which of the following grounds an office bearer or executive of the trade union be disqualified?
- A. Has been convicted by the court of any offence involving moral turpitude
  - B. Has not attained the age of 18 years
  - C. Is not working with any establishment
- a. A & B
  - b. A & C
  - c. B & C
  - d. A, B and C
8. How many member's consent is required to change the name of the registered trade union?
- a. 1/4th of the total members
  - b. 3/4th of the total members
  - c. Half of the total members
  - d. 2/3rd of the total member
9. Which one of the following is not a welfare provision under Factories Act, 1948?
- a. Canteen
  - b. Crèches
  - c. First Aid
  - d. Drinking water
10. . First Aid Boxes is to be provided where there are more than \_\_\_\_ of persons employed
- a. 125
  - b. 135
  - c. 150
  - d. 160

11. Ensuring the safety, health and welfare of the employees is the primary purpose of the \_\_\_\_\_

- a. Factories Act, 1948
- b. Payment of Wages Act, 1936
- c. Equal Remuneration Act, 1976
- d. Industrial Disputes Act, 1947

12. The employment of young person on dangerous machines shall be prohibited the section \_\_\_\_\_ of Factories Act. 1947.

- a. Section 21
- b. Section 22
- c. Section 23
- d. Section 24

13. No contribution is required for getting benefit under which of the following legislations?

- a. Maternity Benefit Act
- b. Employees' Compensation Act
- c. Both under (A) & (B)
- d. None of the above

14. If the money is due from the employer under the settlement or award, the workman or his assignee can make an application to the appropriate government for the recovery within the period given below.

- a. One year.
- b. One year and also after the said period of the appropriate government is satisfied that the applicant has sufficient cause for not making the application within one year.
- c. Two years.
- d. Three years.

15. Which of the following statements relating to the Employees' Compensation Act is not correct?

- a. This Act has a link with the Workmen's Compensation Act
- b. This act is the outcome of the amendment that was made to the Workmen's Compensation Act
- c. This act does not have any provision relating to temporary disablement of workmen
- d. This act has a provision relating to permanent partial disablement

16. Under Section 2(12) the Act is applicable to non-seasonal factories employing \_\_\_\_\_ persons

- a. 10 or more

- b. 25 or more
- c. 20 or more
- d. 5 or more

17. Employees' Deposit Linked Insurance Scheme was introduced in the year

- A. 1976
- B. 1961
- C. 1923
- D. 1948

18. The employer's share of contribution under the ESI Act is \_\_\_\_

- A. 8.33 %
- B. 1.75 %
- C. 12 %
- D. 4.75%

19. Who among the following has the responsibility for employee welfare?

- A. State government
- B. Central government
- C. Employers
- D. All of the above

20. In any factory or industrial establishment where less than 1000 employees are employed the wages shall be paid before the expiry of the \_\_\_\_ day.

- a. 10th day
- b. 2nd day
- c. 7th day
- d. None of the above

21. Which of these deductions under section 7 of payment of wages act is not authorised?

- a. Deduction for Fines
- b. Deduction for payment of Income tax
- c. Deduction for Payment of insurance
- d. Deduction for payment of uniform and property

22. Match the following deductions with their respective sections

- |                                    |                 |
|------------------------------------|-----------------|
| 1. Deduction for recovery of loans | A. Section 12 A |
| 2. Deduction from wages            | B. Section 9    |
| 3. Deduction for services rendered | C. Section 7    |
| 4. Deductions from absence of duty | D. Section 11   |

- a. 1-a, 2-c, 3-d, 4-b
- b. 1-c, 2-a, 3-b, 4-d
- c. 1-b, 2-d, 3-c, 4-a
- d. 1-d, 2-a, 3-b, 4-c

23. Ram working in TATA Company his Basic salary is Rs. 90,000. Company gives 20% bonus every year. Calculate the bonus amount Ram will receive for this year.

- a. Rs. 16,800
- b. Rs. 24,000
- c. Rs. 21,000
- d. Not applicable

24. Arya working in factory Zara from past 40 yrs. Arya salary when he retired was Rs.90,000. So, John will be receiving Rs. \_\_\_\_\_ as Gratuity Amount.

- a. 2,30,770
- b. 10,00,000
- c. 3,50,890
- d. 5,00,786

25. As per the act what is the minimum number of days an employee must have worked in an establishment to be eligible for bonus?

- a. 240 working days
- b. 30 working days
- c. 120 working days
- d. 365 working days

26. The eligibility condition for obtaining gratuity under the Payment of Gratuity Act, 1972 is

- a. Completion of 2 years of Service
- b. Completion of 3 years of Service
- c. Completion of 4 years of Service
- d. Completion of 5 years of Service

27. The term "Employee" is defined in the section \_\_\_\_ of the PF Act, 1952.

- a. 2(ab)

b. 2(g)

c. 2(f)

d. 2(d)

28. Section 2(II) of the PF Act, 1952 defines \_\_\_\_\_

a. Superannuation

b. Annual Salary

c. Scheme Policies

d. Recovery

29. The employer shall arrange to pay the amount of gratuity within \_\_\_\_\_ days from the date it becomes payable.

a. 30 days

b. 15 days

c. 60 days

d. 75 days

30. The formula for calculating gratuity is \_\_\_\_\_

a.  $\text{Gratuity} = (\text{Monthly Salary}/25) \times 15 \times \text{No. of years of service}$

b.  $\text{Gratuity} = (\text{Monthly Salary}/30) \times 15 \times \text{No. of years of service}$

c.  $\text{Gratuity} = (\text{Monthly Salary}/26) \times 15 \times \text{No. of years of service}$

d.  $\text{Gratuity} = (\text{Monthly Salary}/15) \times 15 \times \text{No. of years of service}$

**Vidyalankar School of Information technology**

**Class: - FYBMS**

**Sample questions**

**Subject: - Principle of Marketing**

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1. \_\_\_\_\_ is an important element demographic segmentation.
  - a) Age
  - b) Life Style
  - c) Locality
  - d) culture
  
2. \_\_\_\_\_ marketing refers to marketing to small segment of the market.
  - a) Niche
  - b) Small
  - c) Special
  - d) Common
  
3. In \_\_\_\_\_ segmentation, consumers are classified on the basis of life style and personality traits.
  - a) Psychographic
  - b) Demographic
  - c) Geographic
  - d) Sociographic
  
4. Mass marketing strategy is also called as \_\_\_\_\_ marketing strategy
  - a) Undifferentiated
  - b) Concentration
  - c) Differentiated
  - d) Focused
  
5. Differences involve goodwill of the producer, brand name, brand personality, logo, etc.
  - a) Product
  - b) Personnel
  - c) Image
  - d) Physical evidence
  
6. \_\_\_\_\_ marketing encourages individuals to pass on a marketing message to others.
  - a) Social media
  - b) Viral
  - c) Internet
  - d) e-marketing
  
7. \_\_\_\_\_ Is the act of marketing goods or services to potential customers over the telephone.
  - a) Telemarketing

- b) Internet marketing
- c) Social marketing
- d) Viral marketing

8. \_\_\_\_\_ is the planning and implementation of programs designed to bring about social change.

- a) Social media marketing
- b) Social marketing
- c) Viral marketing
- d) Tele marketing

9. The Red ribbon Express is an HIV and AIDS awareness campaign train run by Indian railway is an example of which type of marketing

- a) Social Marketing
- b) Relationship marketing
- c) Mobile marketing
- d) Viral marketing

10. Which is one of the advantage of Internet marketing to to e- marketer

- a) Convenience in shopping
- b) Lower investment
- c) Lower price
- d) Loyalty incentives

11. Choose the positioning strategy used by company in the below example

Tata motors- Indica ev 2- India most fuel efficient car- 25Km/lit

- a) Positioning by product features
- b) Positioning by use
- c) Positioning by cultural symbol
- d) Positioning by competitor

12. Match the following

Group-A	Group -B
a. Geographic Segmentation	i. Region
b. Demographic Segmentation	ii. Gender
c. Sociographic Segmentation	iii. Culture
d. Psychographic Segmentation	iv. Personality

- a) a-I, b-ii, c-iii, d-iv
- b) a-ii, b-i, c-iii, d-iv
- c) a-iii, b-ii, c-i, d-iv
- d) a-iv, b-ii, c-iii, d-i

13. Match the following

Group-A	Group-B
a. MIS	i. Marketing Decision support system
b. Niche Marketing	ii. Small segment
c. Marketing Research	iii. Solve specific problem
d. Product positioning	iv. Distinct Product image

- a) a-I, b-ii, c-iii, d-iv
- b) a-ii, b-i, c-iii, d-iv
- c) a-iii, b-ii, c-i, d-iv
- d) a-iv, b-ii, c-iii, d-i

14. Which of the following is not a part of consumer oriented sales promotion techniques

- a) Coupons
- b) Discounts
- c) Free sample
- d) Credit terms

15. Which of the following is not a part of Packaging

- a) Demonstration of the product features/operations
- b) Provide information of the product
- c) Preservation of quality of the product
- d) Promotion of the product

16. Which of the following is not a promotion tools

- a) Persuasion
- b) Publicity
- c) Salesmanship
- d) Public relation

17. \_\_\_\_\_ is a marketing strategy in which the sales force is compensated not only for sales they personally generate but also for the sales of the other sales people that they recruit

- a) Multi level marketing
- b) Vertical marketing system
- c) Multi channel marketing
- d) Horizontal marketing system

18. \_\_\_\_\_ require shorter channels to avoid rehandling and spoilage

- a) Highly priced product
- b) FMCG product
- c) Perishable product
- d) Consumer durable product

19. Which of the element is not a factor influencing channel selection.

- a) Customer characteristics
- b) Product characteristics
- c) Company profile
- d) Create utilities

20. The price are low and the product is promoted with heavy promotion expenditure

- a) Rapid Skimming pricing
- b) Slow skimming pricing
- c) Rapid Penetration
- d) Slow penetration

21. \_\_\_\_\_ is the father of Modern Marketing.

- a) Abraham Maslow
- b) Lester Wunderman
- c) Peter Drucker
- d) Philip Kotler

22. \_\_\_\_\_ is not a part of marketing mix.

- a) Product
- b) Purpose
- c) Place
- d) Price

23. “Many people want BMW, only a few are able to buy” this is an example of \_\_\_\_\_

- a) Need
- b) Want
- c) Demand
- d) Status

24. Marketing is a process which aims at \_\_\_\_\_

- a) Production
- b) Profit-making.
- c) The satisfaction of customer needs
- d) Selling products

25. The term marketing refers to \_\_\_\_\_

- a) Advertising, Sales Promotion, Publicity and Public Relational activities
- b) A new product needs ideas, Developments, concepts and improvements.
- c) Sales Planning, Strategy and Implementation

d) philosophy that stresses customer value and satisfaction.

26. Want for a specific product backed by an ability to pay is called \_\_\_\_\_

a) Demand

b) Need

c) Want

d) Customer

27. Select an appropriate definition of “Want”.

a) More consumer Needs

b) Needs backed by buying power

c) Needs directed to the product

d) Basic human requirements

28. \_\_\_\_\_ are the form of human needs take as shaped by culture & individual personality.

a) Wants

b) Demands

c) Needs

d) Social Needs

29. Marketers often use the term \_\_\_\_\_ to cover various groupings of customers.

a) Buying power

b) Demographic segment

c) Market

d) People

30. The most formal and best definition of marketing is \_\_\_\_\_

a) An organizational function and a set of process for creating, communicating and delivering, value to customers and that benefit the organization.

b) Improving the quality of life for consumers by selling them products and services.

- c) Marketing is all about Meeting needs profitability i.e. identifying & fulfilling consumer needs.
  - d) Marketing is an organizational function includes the 4Ps i.e product, place, price and promotion.
31. A place where goods are bought and sold against the price consideration between the buyers and the sellers is called \_\_\_\_\_.
- a) Exchange
  - b) Market
  - c) E-commerce
  - d) Transaction
32. Today, marketing must be understood in a new sense that can be characterized as \_\_\_\_\_
- a) Get there first with the most.
  - b) Management of youth demand.
  - c) Satisfying customer needs.
  - d) Telling and selling.
33. The best Definition of Marketing given by Philip Kotler is \_\_\_\_\_
- a) Marketing is the process by which companies create value for customers & build strong customer relationships in order to capture value from customers in return.
  - b) Marketing is a societal process by which individuals & groups obtain what they need & want through creating offering & freely exchanging products & services of value with others.
  - c) Marketing is the activity, set of institutions & processes for creating, communicating, delivering & exchanging offerings that have value for customers, clients, partners & society at large.
  - d) None of the above
34. \_\_\_\_\_ is the act of obtaining a desired object from someone by offering something in return.
- a) Marketing Myopia
  - b) Selling

c) Exchange

d) Delivery

35. In the history of marketing, when did the production period end?

a) In the late 1800s.

b) In the early 1900s.

c) In the 1920s.

d) After the end of the Second World War.

36. Good marketing is no accident but a result of careful planning and \_\_\_\_\_.

a) Promotion

b) Selling

c) Policies

d) Execution

37. \_\_\_\_\_ is the best illustration of a subculture.

a) Occupation

b) Income

c) Religion

d) Family & Friends

38. Marketing is the activity, set of \_\_\_\_\_ & processes for creating, communicating, delivering & exchanging offerings that have value for customers, clients, partners & society.

a) Institutions

b) Organizations

c) Companies

d) Enterprises

39. Good marketing is no accident, but a result of careful planning and \_\_\_\_\_.

a) execution

- b) selling
- c) strategies
- d) research

40. The \_\_\_\_\_ concept holds that consumers and businesses, if left alone, will ordinarily not buy enough of the organization's products.

- a) production
- b) selling
- c) marketing
- d) holistic marketing

**Vidyalankar School of Information Technology**

**FY BMS**

**Sample Questions**

**Semester** : **II**  
**Subject** : **Business Environment**

1. \_\_\_\_\_ is an economic activity.
  - a) Business
  - b) Science
  - c) History
  - d) Compliance
  
2. Business Environment is \_\_\_\_\_ .
  - a) Urbanized
  - b) Flexible
  - c) Rigid
  - d) Eco-friendly
  
3. Goods which are used by producer for further production are called as \_\_\_\_\_ of goods.
  - a) Creator
  - b) Developer
  - c) Producer
  - d) User
  
4. Online business is called as \_\_\_\_\_ business.
  - a) Creator
  - b) Developer
  - c) Producer
  - d) User
  
5. Online business is called as \_\_\_\_\_ business.
  - a) Retail

- b) Wholesale
- c) Valued
- d) E-business

6. \_\_\_\_\_ have certain goals, objectives, mission and strategy to achieve them.

- a) Organization
- b) Mixed Economy
- c) Nurtured Economy
- d) Nation

7. The Indian Judiciary system is partly a continuation of \_\_\_\_\_ legal system.

- a) Japan
- b) British
- c) France
- d) Switzerland

8. Contracts between the customers and business would be \_\_\_\_\_.

- a) Agreements
- b) Verbal communication
- c) Legal
- d) Mutual Understanding

9. \_\_\_\_\_ minimizes the weakness and maximises the strength in business.

- a) STOT
- b) SWOT
- c) STR
- d) ADR

10. \_\_\_\_\_ power in India is exercised by the Parliament.

- a) Legislative
- b) Election
- c) Voter ID
- d) Local

11. The role of \_\_\_\_\_ is to enforce the law.

- a) CEO
- b) Executive
- c) Joint Secretary
- d) BOD

12. \_\_\_\_\_ economic system is also called as Dual economy.
- a) Single
  - b) Double
  - c) Mixed
  - d) Standard
13. \_\_\_\_\_ includes inflation, recession, saving rates, etc.
- a) Social Environment
  - b) Natural Environment
  - c) Behavioural Environment
  - d) Economic Environment
14. S in SWOT analysis denotes \_\_\_\_\_.
- a) Sincere
  - b) Stiff
  - c) Strength
  - d) Standard
15. The \_\_\_\_\_ is the systems of courts that applies and interprets the law in the name of the state.
- a) Legislative
  - b) Judiciary
  - c) Rajya Sabha
  - d) Election Commission
16. Stabilization is an important factor of \_\_\_\_\_ policy.
- a) Escalation
  - b) Budget Review
  - c) Fiscal
  - d) Monetary
17. \_\_\_\_\_ is the main objective of the business.
- a) Loss
  - b) Management
  - c) Hierarchy
  - d) Profit
18. Environment is a \_\_\_\_\_ part of business.

- a) Inseparable
- b) Small
- c) Dispensable
- d) Big

19. Every business requires some form of \_\_\_\_\_.

- a) Courage
- b) Investments
- c) Belief
- d) Threat

20. \_\_\_\_\_ environment includes demographic environment.

- a) Nature
- b) Size
- c) Macro
- d) Behavioural

21. Business creates \_\_\_\_\_.

- a) Comfort
- b) Dissolvency
- c) Atmosphere
- d) Utility

22. Every society constructs its own \_\_\_\_\_ environment.

- a) Moral
- b) Cultural
- c) Social
- d) Formal

23. \_\_\_\_\_ refers to the prevailing norms and values that guides the way people behave in the society.

- a) Ethics
- b) Natural
- c) Cultural
- d) Equal

24. \_\_\_\_\_ affects all areas of life.

- a) Agriculture
- b) Globalization
- c) Fisheries
- d) Area

25. \_\_\_\_\_ has an impact on decision of business.

- a) Society
- b) Nature
- c) Culture
- d) Thinking

26. \_\_\_\_\_ involves measurement of social costs.

- a) Cultural Audit
- b) Service Audit
- c) Behavioural Audit
- d) Social Audit

27. GATT was born in \_\_\_\_\_.

- a) 1948
- b) 1956
- c) 1961
- d) 1971

28. Ensuring full employment was \_\_\_\_\_ of GATT.

- a) Objective
- b) Subjective
- c) Correlative
- d) Superlative

29. \_\_\_\_\_ refers to certain restrictions imposed by the government in respect of foreign investment in the country.

- a) FEMA
- b) FERA
- c) TRIPs
- d) TRIMs

30. \_\_\_\_\_ agreement on "national treatment" is one of the important principles.

- a) WTO
- b) GATT
- c) TRIPs
- d) TRIMs

31. \_\_\_\_\_ ethics refers to application of ethics to business & \_\_\_\_\_ aims at changing value systems in the society.

- a) Partnering, Competition
- b) Neutral, Application
- c) Business, Globalization
- d) Appropriate, Provisions

32. \_\_\_\_\_ is a system of moral principles and stake holder's interest is \_\_\_\_\_ of corporate governance.

- a) Values, Principle
- b) Morals, Principle
- c) Business ethics, Principle
- d) Values, Morals

33. \_\_\_\_\_ describe the way to establish competitive advantages and \_\_\_\_\_ bargaining power is likely when the product is undifferentiated.

- a) Cost leadership strategy, customer
- b) Budget leadership strategy, owner
- c) Effective strategy, customer
- d) Globalization, owner

34. Environment is a \_\_\_\_\_ part of a business and business environment is \_\_\_\_\_.

- a) Separable, rigid
- b) Separable, determined
- c) Inseparable, flexible
- d) Inseparable, undefined

35. Match the Following

i) Service Industry:

ii) Technology :

- a) Patriotic feeling, Agriculture

- b) Customers, Karta
- c) Tourism, Innovation
- d) FDI, Banking

36. High rate of inflation leads to \_\_\_\_\_ purchasing power for consumers. Here, \_\_\_\_\_ are taxes.

- a) Higher, GST
- b) Lower, Tariffs
- c) Higher, Tariffs
- d) Lower, GST

37. \_\_\_\_\_ economic system is called as a Dual Economy. Wherein stabilization is an important factor of \_\_\_\_\_ policy.

- a) Single, Monetary
- b) Double, SEZ
- c) Mixed, Fiscal
- d) Triple, RBI

38. Match the following:-

i) Private Sector:

ii) Poor Infrastructure:

- a) Anti-inflationary instrument, Enforced by Law
- b) Fiscal Policy, Monetary Policy
- c) Interest Rate, Variation
- d) Run by Individuals, Challenge

39. Match the following:-

i) Culture Shock:

ii) Corporate Governance:

- a) Urbanization, Five Forces
- b) Unfamiliar Culture, Niche Marketing
- c) Threat of new Entrants, Familiar culture
- d) Modernization, Security Systems

40. Match the following:-

i) Franchising :

ii) Indirect exports:

- a) 1948, 1995
- b) Low Cost, Fast Market access
- c) Inflation, considers national priority
- d) GATT, TRIMs