



Date: 29.06.2017

Time: 120 Minutes

Name: _____

Candidate Id: _____

Discipline: Commerce

GLS Research and Aptitude Test (GReAT)

Some points to note:

- This test is of 120 minutes duration, contains 100 questions and is meant to be taken at one sitting without any breaks.
- Each question has four options. Shade the appropriate box (option) in the answer sheet for each question. Shade the box completely and do not shade more than one box, as they will be treated invalid.
- Use pencils for shading the box.
- Do your scratch work on the space available in the test book itself. DO NOT use any additional paper for rough work. You are not allowed to use any calculating device or scale.
- There is no negative marking. Hence try to attempt the maximum number of questions.
- Both question paper and answer sheet are supposed to be returned at the end of the test.

All the best.....

GLS Research and Aptitude Test (GReAT) - Answer sheet

Name: _____ Candidate Id: _____

Please shade the appropriate option with pencil

Section 1

Question No.	Options			
1	a	b	c	d
2	a	b	c	d
3	a	b	c	d
4	a	b	c	d
5	a	b	c	d
6	a	b	c	d
7	a	b	c	d
8	a	b	c	d
9	a	b	c	d
10	a	b	c	d
11	a	b	c	d
12	a	b	c	d
13	a	b	c	d
14	a	b	c	d
15	a	b	c	d
16	a	b	c	d
17	a	b	c	d
18	a	b	c	d
19	a	b	c	d
20	a	b	c	d
21	a	b	c	d
22	a	b	c	d
23	a	b	c	d
24	a	b	c	d
25	a	b	c	d

Question No.	Options			
26	a	b	c	d
27	a	b	c	d
28	a	b	c	d
29	a	b	c	d
30	a	b	c	d
31	a	b	c	d
32	a	b	c	d
33	a	b	c	d
34	a	b	c	d
35	a	b	c	d
36	a	b	c	d
37	a	b	c	d
38	a	b	c	d
39	a	b	c	d
40	a	b	c	d
41	a	b	c	d
42	a	b	c	d
43	a	b	c	d
44	a	b	c	d
45	a	b	c	d
46	a	b	c	d
47	a	b	c	d
48	a	b	c	d
49	a	b	c	d
50	a	b	c	d

Name: _____ Candidate Id: _____

Please shade the appropriate option with pencil

Section 2

Question No.	Options			
1	a	b	c	d
2	a	b	c	d
3	a	b	c	d
4	a	b	c	d
5	a	b	c	d
6	a	b	c	d
7	a	b	c	d
8	a	b	c	d
9	a	b	c	d
10	a	b	c	d
11	a	b	c	d
12	a	b	c	d
13	a	b	c	d
14	a	b	c	d
15	a	b	c	d
16	a	b	c	d
17	a	b	c	d
18	a	b	c	d
19	a	b	c	d
20	a	b	c	d
21	a	b	c	d
22	a	b	c	d
23	a	b	c	d
24	a	b	c	d
25	a	b	c	d

Question No.	Options			
26	a	b	c	d
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31	a	b	c	d
32	a	b	c	d
33	a	b	c	d
34	a	b	c	d
35	a	b	c	d
36	a	b	c	d
37	a	b	c	d
38	a	b	c	d
39	a	b	c	d
40	a	b	c	d
41	a	b	c	d
42	a	b	c	d
43	a	b	c	d
44	a	b	c	d
45	a	b	c	d
46	a	b	c	d
47	a	b	c	d
48	a	b	c	d
49	a	b	c	d
50	a	b	c	d

Section: 1 – Research Methodology

1. Non-probability sampling includes
 - a. Quota Sampling
 - b. Convenience Sampling
 - c. Judgment Sampling
 - d. All of the Above

2. The process of assigning numerals to objects according to some rules is termed as
 - a. Observation
 - b. Measurement
 - c. Analysis
 - d. Statistics

3. 'Internal criticism' is a required step in
 - a. Experimental Research
 - b. Descriptive Research
 - c. Philosophical Research
 - d. Historical Research

4. The research that aims at immediate application is
 - a. Action Research
 - b. Empirical Research
 - c. Conceptual Research
 - d. Fundamental Research

5. Which method focuses on generating new hypothesis?
 - a. Pattern
 - b. Deductive
 - c. Inductive
 - d. None is correct

6. Which of the following is not an approach of analysis of qualitative data?
 - a. Logical Analysis
 - b. Criterion Analysis
 - c. Content Analysis
 - d. Inductive Analysis

7. The Government of India conducts Census after every 10 years. The method of research used in this process is
 - a. Case Study
 - b. Developmental
 - c. Survey
 - d. Experimental

8. A researcher is generally expected to
 - a. Study the existing literature in a field
 - b. Synthesize the ideas given by others
 - c. Evaluate the findings of a study
 - d. Generate new principles and theories

9. A mediator variable is:
 - a. responsible for the relationship between two other variables
 - b. another name for the independent variable
 - c. another name for the dependent variable
 - d. all of the above

10. A researcher divides his population into certain groups and fixes the size of the sample from each group. It is called
 - a. Stratified sample
 - b. Quota sample
 - c. Cluster sample
 - d. All of the above

11. Which section of a journal article is provided in most online electronic databases?
 - a. Conclusion
 - b. Abstract
 - c. Results
 - d. Introduction

12. What is deemed a good measure of the quality of a journal?
 - a. The intake factor
 - b. The impact factor
 - c. The OPAC factor
 - d. The influence factor

13. Which of the following show the proportion of variance shared between two variables?
 - a. Correlation
 - b. Standard error
 - c. Attenuation
 - d. Co-efficient of determination

14. The appropriate analytical technique is determined by
 - a. The research design
 - b. Nature of the data collected
 - c. Nature of the hypothesis
 - d. Both A & B

15. To obtain the freest opinion of the respondent, when we ask general question before a specific question then this procedure is called as the:
- Research technique
 - Qualitative technique
 - Funnel technique
 - Quantitative technique
16. Randomization of test units is a part of
- Pretest
 - Posttest
 - Matching
 - Experiment
17. All of the following are true statements about action research, EXCEPT
- Data are systematically analyzed
 - Data are collected systematically
 - Results are generalizable
 - Results are used to improve practice
18. "Income distribution of employees" in a specific organization is an example of which of following type of variable?
- Discontinuous variable
 - Continuous variable
 - Dependent variable
 - Independent variable
19. How many times the students appear in the research class is the example of _____.
- Intensity
 - Space
 - Frequency
 - Direction
20. Experimental design is the only appropriate design where _____ relationship can be established.
- Strong
 - Linear
 - Weak
 - Cause and Effect

21. _____ is the evidence that the instrument, techniques, or process used to measure concept does indeed measure the intended concepts.
- Reliability
 - Replicability
 - Scaling
 - Validity
22. Which of the following is not the source for getting information for exploratory research?
- Content analysis
 - Survey
 - Case study
 - Pilot study
23. Which of the following sampling technique is used for Employee Turnover and Job Openings survey?
- Simple random sampling
 - Cluster sampling
 - Stratified sampling
 - Convenience sampling
24. Which one of the following can be more helpful than others in order to determine the exact source of measurement errors in establishment survey?
- Focus group
 - Operation test
 - Response analysis survey
 - Document design analysis
25. The difference between a convenience sample and a representative sample is:
- Convenience sample limits the participants to the population of interest
 - The availability - a convenience sample is easier for the researcher to approach
 - The convenience sampling selects participants randomly and a representative sample does not
 - The size - a representative sample is bigger
26. Which of the following statements is true of the relationship between sample sizes and effect sizes?
- The bigger the effect, the bigger the sample size
 - The bigger the difference, the bigger the sample size
 - Smaller effect sizes are more likely to be significant with smaller sample sizes
 - The effect size and sample size have no relationship

27. What sort of research is coding appropriate for?
- Quantitative and qualitative
 - Quantitative
 - Qualitative
 - None of these
28. The primary aim of _____ is to give structure to data in the form of categories which can then be analysed.
- Statistics analysis
 - Pilot studies.
 - Self-completion questionnaires
 - Coding
29. Quasi-experimental research is used because:
- Random selection is not possible
 - Neither random selection nor random assignment is possible
 - Random assignment is not possible
 - There are no comparison groups available
30. The extent to which a test provides scores that are meaningful, appropriate or useful is referred to as;
- Reliability
 - Accuracy
 - Internal validity
 - Validity
31. What is the first step in the research process?
- Problem definition
 - Define broad problem area
 - Theoretical framework
 - Preliminary data collection
32. Which of the following is a discrete variable?
- Age
 - Nationality
 - Test score
 - Income
33. In which way does a ratio scale measurement differ from an interval measurement?
- It measures larger or smaller scores on some underlying dimension
 - It implies the existence of an absolute zero value
 - It requires the mutual exclusivity of all cases
 - It requires that exhaustiveness is applied to all observations

34. Question that consists of two or more questions joined together is called a:
- Double barreled question
 - General question
 - Accurate question
 - Confusing question
35. Statistics is used by researchers to
- Analyze the empirical data collected in a study
 - Make their findings sound better
 - Operationally define their variables
 - Ensure the study comes out the way it was intended
36. The theoretical framework discusses the interrelationships among the.....
- Variables
 - Hypothesis
 - Concept
 - Theory
37. You can collect qualitative data, such as from interviews, but then analyse this data quantitatively.
- True
 - False
38. Quartile Coefficient of skewness lies between
- 0 and 1
 - 1 and 0
 - None of these
 - 1 and +1
39. _____ is the most widely used measure of dispersion
- Median
 - Variance
 - Harmonic Mean
 - None of the above
40. A bar chart or graph showing the frequency of occurrence of each value of the variable being analysed is called
- Bar Chart
 - Histogram
 - Candle stick
 - None of these

41. The assumption of normal distribution for the variable under consideration or some assumption for a parametric test is not valid or is doubtful then we use
- Parametric Test
 - Non-Parametric Test
 - Both Parametric Test and Non-Parametric Test
 - All of the above
42. A group of observations is the quotient obtained by dividing the sum of all the observations by their number, is called
- Mean
 - Median
 - Mode
 - None of these
43. What is data collection?
- Collecting the research question and objectives together
 - Gathering the information (data) which will help you address your research question
 - Reviewing the literature review
 - Outlining how you will gather the information for your research question
44. An understanding of business research methods is important because:
- Business research is laden with terminology and jargon specific language
 - Business research draws on complex research designs
 - It is imperative to understanding frontline staff needs
 - It helps you to avoid the common pitfalls of research methods, it helps you to critically read others' research, and it helps you to better understand your own topics of interest
45. In descriptive statistics, we study
- The description of decision making process
 - The method for organizing, displaying and describing data
 - How to describe the probability distribution
 - None of above
46. What type of data do you need for a chi-square test?
- Categorical
 - Ordinal
 - Scales
 - Parametric
47. What shape is a normal distribution?
- Flat
 - Bell shaped
 - Descending line
 - Inverted (U)

48. What is a cross-sectional design?
- A study of one particular section of society, e.g. the middle classes
 - One that is devised when the researcher is in a bad mood
 - The collection of data from more than one case at one moment in time
 - A comparison of two or more variables over a long period of time
49. Researcher intends to ascertain the attitude of adolescents towards modernization, which one of the following tools is an appropriate one?
- Likert Scale
 - Projective Technique
 - Interview
 - Sociometry
50. Which of these sections should come first in an APA report?
- Conclusions
 - Methodology
 - Abstract
 - Introduction

Section: 2 – Commerce Discipline

- Accounting Standards in India Issued by Accounting standard board of _____.
 - ICAI
 - SEBI
 - RBI
 - State Government
- Management accounting is related with
 - The problem of choice making
 - Recording of transactions
 - Cause and effect relationships
 - A and B
 - B and C
 - A and C
 - All are false
- The angle formed by the sales line and total cost line at the breakeven point is known as.....
 - Angle of Profit variable
 - Margin of safety
 - Angle of incidence
 - None

4. In a decision analysis situation, which of the following costs is generally not relevant?
 - a. Incremental cost
 - b. Differential cost
 - c. Replacement cost
 - d. Historical cost

5. The classification of costs as either direct or indirect depends upon
 - a. The timing of the cash outlay for the cost
 - b. Whether an expenditure is unavoidable because it cannot be changed regardless of any action taken
 - c. The behaviour of the cost in response to volume changes
 - d. The cost object to which the cost is being related

6. The cost proposed annually for the plant service for the grounds at corporate headquarters is an example of
 - a. Opportunity cost
 - b. Prime cost
 - c. Relevant cost
 - d. Discretionary cost

7. Which of the following is the most likely to result in an adverse variable overhead efficiency variance?
 - a. Higher bonus payments to employees than standard
 - b. Less experienced employees were employed than standard
 - c. Use of better quality of material than standard
 - d. Machine cost per hour were higher than standard

8. If there is a change in cost due to change in the level of activity or pattern or method of production, it is known as
 - a. Controllable cost
 - b. Semi-variable cost
 - c. Discretionary cost
 - d. Differential cost

9. A market where goods are sold in bulk quantities to the customers is known as _____
 - a. Retail market
 - b. Wholesale market
 - c. Product market
 - d. Service market

10. In the traditional _____ concept, the main strategy of the company is to find customer for the product manufactured by them and somehow convince the customer into buying this product.
- Selling
 - Product
 - Production
 - Marketing
11. The concept of MBO (management by objective) was popularised by
- F. W. Taylor
 - Peter Drucker
 - Mark Robinson
 - None of the above
12. _____ helps to understand how consumers are influenced by their environment.
- Consumer behaviour
 - Motives
 - Perception
 - Learning
13. Just in Time (JIT) approach seeks to have _____.
- Zero Inventories
 - Defective goods
 - Overproduction
 - Flexible production
14. The _____ programme once installed must be continued on a permanent basis.
- Job evaluation
 - Training and development
 - Recruitment
 - All of the above
15. Following is (are) the characteristic(s) of a budget
- It outlines projected activities
 - Expressions are made in quantitative terms
 - It is for a fixed period
 - All of the above
16. The significance of capital budgeting arises mainly due to the
- Complicacies of Investment decisions
 - Irreversible in nature
 - Large Investment
 - All of the above

17. Capital budgeting involves the
- Planning of Purchase
 - Planning of Sales
 - Planning of expenditure for assets
 - All of the above
18. Ind As stands for _____
- Indian Accounting Systems
 - Indian Accounting Standards
 - International Audit standards
 - Indian Audit System
19. Who coined the concept of management accounting?
- R.N Anthony
 - James H. Bliss
 - J. Batty
 - American Accounting Association
20. Accounting provides information on
- Cost and income for management
 - Company's tax liability for a particular year
 - Financial conditions of a company
 - All of the above
21. The long term assets that have no physical existence but are rights that have value is known as
- Current assets
 - Fixed assets
 - Intangible assets
 - Investments
22. The measure of how efficiently the assets resources are employed by the firm is called
- Liquidity ratio
 - Leverage ratios
 - Activity ratios
 - Profitability ratios
23. A higher inventory ratio indicates
- Better inventory management
 - Quicker turnover
 - Both 'A' and 'B'
 - None of the above

24. As per law of demand, other things being equal, if the price of commodity _____, the quantity demanded of it will rise.
- Rise
 - Remains Same
 - Increases
 - Falls
25. In economics, equilibrium is a situation in which _____
- Market becomes unstable
 - There is no inherent tendency to change
 - Quantity demanded is more than quantity supplied
 - All of above
26. The demand for very costly and very cheap goods is _____
- Elastic
 - Inelastic
 - Unitary
 - All of the above
27. "Law of returns to Scale" is a _____ Concept
- Short run
 - Long run
 - Very short period
 - None of the above
28. The monopolist is _____
- Price taker
 - Price maker
 - Price acceptor
 - None of the above
29. _____ is a rate at which RBI borrows money from Central bank
- Bank rate
 - Treasury Rate
 - Reverse repo rate
 - Repo rate
30. Financial Management is the
- Application of Planning and Control Function to the Finance Function
 - Application of cost plan in respect of production
 - Application of costing system
 - Art of recording

31. The accountant's concept of marginal cost differs from the Economist's concept of marginal cost in the matter of exclusion of...
- Variable cost
 - Semi - variable cost
 - Fixed cost
 - None of these
32. Income tax is rounded off to:
- Nearest ten rupees
 - Nearest one rupee
 - Nearest hundred rupees
 - No rounding off of tax is done
33. Which of the following things are essential for a commodity to become effective demand?
- Desire for a Commodity
 - Willingness to pay
 - Ability to pay for commodity
 - All of the above
34. Maximum qualifying limit for deduction under section 80C for Assessment Year 2017-18 is Rupees _____
- 2, 50,000
 - 2, 00,000
 - 1, 25,000
 - 1,50,000
35. A.O.P (Association of person) should consist of:
- Individual only
 - Persons other than individual only
 - Both (a) and (b)
 - none of the above
36. Which of the factor of production is free gift of nature
- Entrepreneurship
 - Capital
 - Labour
 - Land
37. Financial Management includes
- Measurement of Performance
 - Finance function
 - Financial Resources
 - All of the above

38. Total number of Ind AS _____.
- 39
 - 69
 - 72
 - 30
39. Agricultural income is exempt provided the:
- Land is situated in India
 - Land is situated only in urban area in India
 - Land is situated whether in India or outside India.
 - Land situated outside India
40. What kind of Taxes will GST replace?
- Central Excise Tax
 - Service Tax
 - Entertainment Tax
 - All of the above
41. Leading function of central bank is _____
- Issue of notes
 - Bank to bankers
 - Credit control
 - All of above
42. Which method of capital budgeting called benefit cost ratio?
- Payback period method
 - Net present value method
 - Pay-out period method
 - Profitability Index method
43. The opportunity cost of making a component part in a factory with no excess capacity is the
- Fixed manufacturing cost of the component
 - Variable manufacturing cost of the component
 - Total manufacturing cost of the component
 - Net benefit given up from the best alternative use of the capacity
44. In which of the following situation ABC will often result in significantly different product or service overhead costs, compared with traditional absorption costing?
- Indirect costs are high relative to direct cost
 - Products or services are complex
 - Products or services are tailored to customer specifications
 - All of the above

45. Who is called the father of scientific management?
- F. W. Taylor
 - Peter Drucker
 - S. C. Flangon
 - None of the above
46. 360 degree Appraisal concept was first developed by _____ Company.
- GE
 - TATA
 - Reliance
 - ONGC
47. In a perfect competition, the firms have _____
- Average revenue < Marginal revenue
 - Average revenue = Marginal revenue
 - Average revenue > Marginal revenue
 - None of the above
48. In India, for companies having net worth of _____ , Ind AS applicable from 01.04.2016
- 500 crores or more
 - 200 crores or more
 - Any public company
 - only private companies
49. The restaurant uses standard costing and variance analyses, what is the potential cause of adverse Sales price Variances.
- More number of restaurants open in the city
 - Learner chef appointed
 - More customers visited than expected
 - Vegetables were purchased in less quantity from retail market
50. Who is called the father of modern marketing?
- R. K. Burns
 - Peter Drucker
 - Philip Kotler
 - None of the above