



**Date: 13.06.2017**

**Time: 120 Minutes**

**Name: \_\_\_\_\_**

**Candidate Id: \_\_\_\_\_**

**Discipline: Management**

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## **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 questions 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 marketing. 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

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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

## 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 – Management Discipline**

- The elements of control consists of
  - Authority, Direction, Management
  - Authority, Direction, Information
  - Authority, Application, Management
  - Authority, Application, Information
- Which concept of marketing is based on 'customer satisfaction' key point?
  - Modern concept of marketing
  - Old concept of business
  - Entity concept of business
  - All of these
- The role of marketing in modern organisation is \_\_\_\_\_ with marketing offers to lend a competitive edge and marketing tasks to match the demand and supply.
  - Integrative
  - Non-integrative
  - Responding
  - All of these

4. Which of the following activities involves under physical distribution?
  - a. Outward transportation
  - b. Packaging
  - c. Distribution planning
  - d. All of these
  
5. Service value is the assistance customer seek in purchasing a product?
  - a. Service
  - b. Value
  - c. Facilities
  - d. All
  
6. The department(s) that an event management company will have is (are)
  - a. Creative
  - b. Production
  - c. Client servicing
  - d. All of the above
  
7. Under mechanism of scientific management, scientific task setting includes:
  - a. Time study
  - b. Motion study
  - c. Method study
  - d. All of the above
  
8. Which theory assumes that people are naturally lazy and will avoid work and responsibilities if possible?
  - a. Theory X
  - b. Theory Y
  - c. Theory Z
  - d. None of the above
  
9. What is one of the most significant inhibitors in customer preference while purchasing perishable items in retail?
  - a. Proximity of markets
  - b. Customer preference to brands
  - c. Both (A) and (B)
  - d. None of the above
  
10. The objectives in corporate governance are
  - a. Growth
  - b. Stability
  - c. Shareholders value maximization
  - d. All of the above

11. The word\_\_\_\_\_ denotes a function, a task, a discipline.
- Management
  - Leadership
  - Motivation
  - None of the above
12. Demand for a commodity refers to
- Need for the commodity
  - Desire for the commodity
  - Amount of the commodity demanded at a particular price and at a particular time
  - Quantity demanded of that commodity
13. The horizontal demand curve parallel to x-axis implies that the elasticity of demand is
- Zero
  - Infinite
  - Equal to one
  - Greater than zero but less than infinity
14. An individual demand curve slopes downward to the right because of the
- Working of the law of diminishing marginal utility
  - substitution effect of decrease in price
  - income effect of fall in Price
  - All of the above
15. Income elasticity of demand is defined as the responsiveness of
- Quantity demanded to a change in income
  - Quantity demanded to a change in price
  - Price to a change in income
  - Income to a change in quantity demanded
16. The supply of a good refers to
- Stock available for sale
  - Total stock in the warehouse
  - Actual Production of the good
  - Quantity of the good offered for sale at a particular price per unit of time
17. The cost of one thing in terms of the alternative given up is called
- Real cost
  - Production cost
  - Physical cost
  - Opportunity cost

18. Assume that consumer's income and the number of sellers in the market for good X both falls. Based on this information, we can conclude with certainty that the equilibrium
- Price will decrease
  - Price will increase
  - Quantity will increase
  - Quantity will decrease
19. In which of the following market structure is the degree of control over the price of its product by a firm very large?
- Imperfect competition
  - Perfect competition
  - Monopoly
  - In A and B both
51. If a study is "reliable", this means that:
- It was conducted by a reputable researcher who can be trusted
  - The measures devised for concepts are stable on different occasions
  - The findings can be generalized to other social settings
  - The methods are stated clearly enough for the research to be replicated
20. If the demand for a good is inelastic, an increase in its price will cause the total expenditure of the consumers of the good to
- Increase
  - Decrease
  - Remain the same
  - Become zero
21. Which of the following is (are) important consideration(s) concerning activity times?
- Activity time should be obtained from the person responsible for the completion of an activity
  - Activity time must be independent of any influence which the preceding or succeeding activity may have on it.
  - Activity time may assume that just the normal quantity of resources required to carry out the activity are available.
  - All of the above
22. Dual aspect concept results in accounting equation
- Capital + Liabilities = Assets
  - Revenue = Expenses
  - Capital + Profit = Assets + Expenses
  - None of the above

23. What is the reason of excessive friction between parts?
- Improper or lack of lubrication
  - Material of parts
  - both (A) and (B)
  - None of above
24. What is the location of lower control limit in the X bar-R control chart?
- 3 standard deviations below central line
  - 2 standard deviations below central line
  - 1 standard deviations below central line
  - Any of the above
25. Changing the units of production as per the change in demand is known as
- Chase production
  - Pure strategy
  - Level production
  - Mix strategy
26. The term \_\_\_\_\_ implies the foregone profit due to inability of company to produce.
- Opportunity cost
  - Marginal cost
  - Overhead cost
  - All of the above
27. In case of an OC curve, the risk of rejecting a good quality lot may vary between \_\_\_\_\_.
- 0.01 to 5%
  - 0.01 to 10%
  - 0.01 to 15%
  - 0.01 to 20%
28. Objective of 'Work Study' is to improve \_\_\_\_\_.
- Cycle time
  - Productivity
  - Production
  - All of the above
29. Which of the following is not true about bonus shares?
- Issued to existing shareholders only
  - Issued for free to shareholders
  - Results in conversion of reserves into capital
  - All of the above are true

30. The economist's objection/s to monopoly rest on which of the following ground/s?
- There is a transfer of income from consumers to the monopolist
  - There is welfare loss as resources tend to be misallocated under monopoly
  - Only A is correct
  - Both A and B are correct
31. Which accounting standard has been issued by ICAI for cash flow statement?
- Accounting Standard 3
  - Accounting Standard 10
  - Accounting Standard 6
  - Accounting Standard 9
32. Generally speaking, in business we communicate
- Only to persuade
  - Only to inform
  - Only to entertain
  - To both persuade and inform
33. Which among the following statement is INCORRECT?
- On a linear demand curve, all the five forms of elasticity can be depicted'
  - If two demand curves are linear and intersecting each other than coefficient of elasticity would be same on different demand curves at the point of intersection
  - If two demand curves are linear, and parallel to each other than at a particular price the coefficient of elasticity would be different on different demand curves
  - The price elasticity of demand is expressed in terms of relative not absolute, changes in Price and quantity demanded'
34. As a process of sharing thoughts and ideas, communication suffers mainly from
- Gender differences
  - Technological barriers
  - Physical and non-physical barriers
  - Educational differences
35. A blog is written on a single particular topic by
- Several persons
  - A single person or a company on a single topic
  - On several topics
  - Several writers on different topics
36. Non-verbal communication does not involve
- Silence
  - Gestures
  - Space
  - Words



37. The purchase of assets for cash will
- Increase and decrease the assets at the same time
  - Increase both assets and liabilities
  - Increase assets and owner's equity
  - Increase assets and decrease liabilities
38. Which of the following principle states, "anticipate no gains, provide for all losses"?
- Matching Concept
  - Conservatism concept
  - Realization concept
  - Accrual Concept
39. Which of the following concept states that "Those costs are reported as expenses in an accounting period in which revenue associated with those costs is reported"?
- Conservatism concept
  - Matching Concept
  - Accrual Concept
  - Realization Concept
40. Which accounting concept implies that transactions and events that have insignificant effects should not be recorded?
- Full Disclosure concept
  - Consistency Concept
  - Materiality Concept
  - Conservatism Concept
41. A bad debt is
- A large sum of money owe
  - A debt incurred by the employees
  - A debt owed by one trader to another
  - Amount unrealized from debtors
42. Amount of premium received on issue of shares is considered as
- Capital Loss
  - Revenue Loss
  - Revenue Profit
  - Capital Profit
43. Those forms which bear the underwriters stamp are called
- Registered applications
  - Approved applications
  - Marked applications
  - Unmarked applications

44. While preparing cash flow statement, dividend received on investment is considered as
- Cash inflow from operating activities
  - Cash inflow from investing activities
  - Cash inflow from financing activities
  - Cash outflow from investing activities
45. After reissue any balance left in the share forfeited account has to be transferred to \_\_\_\_\_ account proportionate to the extent of shares reissued
- Shares reissue
  - Capital reserve
  - General reserves
  - Share capital
46. Identify the type of preference shares, in which unpaid dividend is considered as arrears and becomes payable out of the profit of subsequent years.
- Noncumulative preference shares
  - Cumulative preference shares
  - Redeemable preference shares
  - Nonredeemable preference shares
47. Which of the following are assignable cause?
- Large variations in hardness of material
  - Tool wear
  - Errors in setting
  - All of the above
48. The first step of scheduling job tasks is...
- Monitoring
  - Sequencing
  - Loading
  - Locating
49. Which of the following is not a type of Kanban?
- Layout Kanban
  - Production Kanban
  - Kanban square
  - Withdrawal Kanban
50. Which of the following specifies which finished product of a firm is to produce, how much to be produced and when to be produced?
- Master Product Schedule
  - Product Structure
  - MRP
  - ERP