

SCREENING TEST FOR THE POST OF ASSISTANT AREA MANAGER /ASSISTANT PROCUREMENT OFFICER
(CLASS-I) IN THE DEPARTMENT OF FOOD, CIVIL SUPPLIES AND CONSUMER AFFAIRS.

TIME ALLOWED: 2.00 HOURS.

MAXIMUM MARKS: 100

Write your Roll. No.

Note: This question booklet contains 100 questions. All questions carry equal marks. Out of four options given at the end of each question, please indicate the correct option.

PART - I

1. FFC stands for
 - (a) Foreign Finance Corporation
 - (b) Film Finance Corporation
 - (c) Federation of Football Council
 - (d) None of the above
2. Habeas Corpus Act 1679
 - (a) States that no one was to be imprisoned without a writ or warrant stating the charge against him
 - (b) provided facilities to a prisoner to obtain either speedy trial or release in bail
 - (c) safeguarded the personal liberties of the people against arbitrary imprisonment
 - (d) All of the above.
3. Guru Gobind Singh was
 - (a) the 10th Guru of the Sikhs
 - (b) founder of Khalsa, the inner council of the Sikhs in 1699
 - (c) author of Dasam Granth
 - (d) All the above.
4. Durand Cup is associated with the game of
 - (a) Cricket
 - (b) Football
 - (c) Hockey
 - (d) Tennis
5. Economic goods are
 - (a) All commodities those are limited in quantity as compared to their demand
 - (b) Commodities that is available according to their demand
 - (c) Commodities that is available more as compared to demand
 - (d) None of the above
6. For purifying drinking water alum is used
 - (a) for coagulation of mud particles
 - (b) to kill bacteria
 - (c) to remove salts
 - (d) to remove gases
7. ESCAP stands for
 - (a) Economic and Social Commission for Asia and Pacific
 - (b) European Society Council for Africa and Pacific
 - (c) Economic and Social Commission for Africa and Pacific
 - (d) None of the above.
8. Himalayan Mountaineering Institute is at
 - (a) Darjeeling
 - (b) Dehradun
 - (c) Marmago
 - (d) Dispur

9. Free market is
 (a) a condition in the international market where nations do not impose customs duty or other taxes on import of goods.
 (b) market where the price of a commodity is determined by free play of the forces of supply and demand
 (c) ports that are exempted from payment of customs duty on articles of commerce, primarily to encourage tourism
 (d) None of the above
10. Look at this series: 2, 1, (1/2), (1/4), ... What number should come next?
 (a) 1/3
 (b) 1/8
 (c) 2/28
 (d) 1/16
11. Look at this series : 36, 34, 30, 28, 24, ... What number should come next?
 (a) 20
 (b) 22
 (c) 23
 (d) 26
12. Look at this series : 31, 29, 24, 22, 17, ... What number should come next?
 (a) 15
 (b) 14
 (c) 13
 (d) 12
13. The Parliament of India cannot be regarded as a sovereign body because
 (a) it can legislate only on subjects entrusted to the Centre by the Constitution
 (b) it has to operate within the limits prescribed by the Constitution
 (c) the Supreme Court can declare laws passed by Parliament as unconstitutional if they contravene the provisions of the Constitution
 (d) All of the above
14. The members of the Rajya Sabha are elected by
 (a) the people
 (b) Lok Sabha
 (c) elected members of the legislative assembly
 (d) elected members of the legislative council
15. The power to decide an election petition is vested in the
 (a) Parliament
 (b) Supreme Court
 (c) High Courts
 (d) Election Commission
16. The present Lok Sabha is the
 (a) 13 th Lok Sabha
 (b) 14 th Lok Sabha
 (c) 15 th Lok Sabha
 (d) 16 th Lok Sabha
17. The minimum age to qualify for election to the Lok Sabha is
 (a) 25 years
 (b) 21 years
 (c) 18 years
 (d) 35 years
18. The pension of a High Court Judge is charged to the
 (a) Consolidated Fund of India
 (b) Consolidated Fund of the State where he last served
 (c) Consolidated Funds of the different States where he has served
 (d) Contingency Fund of India
19. The preamble says that the state in India will assure the dignity of the individual. The Constitution seeks to achieve this object by guaranteeing
 (a) equal fundamental rights to each citizen
 (b) the right to adequate means of livelihood to each individual
 (c) just and humane conditions of work to each individual
 (d) equal wages for equal work to each individual irrespective of sex

20. India has largest deposits of _____ in the world.
(a) Gold
(b) Copper
(c) Mica
(d) None of the above
21. In which year, terrorists crash two planes into New York's World Trade Centre on September, 11 in a sequence of destruction ?
(a) 2000
(b) 2001
(c) 2002
(d) 2003
22. In normal human being, how much time does food take to reach the end of the intestine for complete absorption ?
(a) About 8 hours
(b) About 12 hours
(c) About 16 hours
(d) About 18 hours
23. In cricket, the two sets of wickets are
(a) 18 yards apart
(b) 20 yards apart
(c) 22 yards apart
(d) 24 yards apart
24. India has
(a) largest turmeric production
(b) largest tea production
(c) largest ginger production
(d) All of the above.
25. In big cities like Delhi, Kolkata, Mumbai, Chennai police is headed by a
(a) Commissioner of Police
(b) Inspector General of Police
(c) Deputy Inspector General of Police
(d) None of the above.
26. The cost price of 20 articles is the same as the selling price of x articles. If the profit is 25%, then the value of x is:
(a) 15
(b) 16
(c) 18
(d) 25
27. A man buys a cycle for Rs.1,400 and sells it at a loss of 15%. What is the selling price of the cycle?
(a) 1090
(b) 1160
(c) 1190
(d) 1202
28. The famous Dilwara Temples are situated in the State of
(a) Uttar Pradesh
(b) Rajasthan
(c) Maharashtra
(d) Madhya Pradesh
29. Wadia Institute of Himalayan Geology is located at
(a) Delhi
(b) Shimla
(c) Dehradun
(d) Kullu
30. Which city is known as 'Electronic City of India' ?
(a) Mumbai
(b) Guragon
(c) Hyderabad
(d) Bangalore

31. Who invented the BALLPOINT PEN ?
(a) Biro Brothers
(b) Bicc Brothers
(c) Waterman Brothers
(d) Write Brothers
32. Which was the india's first scheduled airline ?
(a) Air India
(b) Tata Airlines
(c) Air Birla
(d) Indian Airllnes
33. Name of the Nokia's mobile phone operating system
(a) Android
(b) Windows
(c) Symbian
(d) JAVA
34. Union Cabinet recently approved a notification to establish a separate development board for which of the following ?
(a) Hyderabad – Karnataka Region
(b) Chattisgarh – Jharkhand Region
(c) Bihar – Jharkhand Region
(d) Greater Andaman Region
35. Who among the following is the first woman to be appointed as the Chief of National Police Academy of India ?
(a) Kiran Bedi
(b) Aruna Bahuguna
(c) Vimla Mehra
(d) None
36. Which of the following is the launch vehicle used in the recent Mangalyaan mission by ISRO ?
(a) PSLV 23
(b) PSLV-C24
(c) PSLV-C25
(d) None
37. Which of the following teams won the Champions League T20 in 2013 ?
(a) Kolkata Knight Riders.
(b) Chennai Super Kings
(c) Mumbai Indians
(d) None
38. Which of the following countries has been voted the happiest country by "World Happiness Report" ?
(a) Germany
(b) USA
(c) Norway
(d) Denmark
39. Where is India's first science theater located ?
(a) Kaporthala, Punjab
(b) Delhi
(c) Chennai, Tamil Nadu
(d) Bangalore, Karnataka
40. With which country has India signed 9 pacts (in January, 2014) to boost trade and investments ?
(a) Sri Lanka
(b) South Korea
(c) Japan
(d) Bhutan
41. Who among the following was announced as the person of the year by PETA (People for the Ethical Treatment of Animals) in December, 2013 ?
(a) Shashi Tharoor
(b) John Abraham
(c) Jairam Ramesh
(d) None

42. Which country has the largest area of land ?
 (a) Russia
 (b) China
 (c) India
 (d) USA
43. How many legs do butterflies have ?
 (a) 2
 (b) 4
 (c) 6
 (d) 8
44. With reference to the climate of India, the western disturbances originate over which one of the following ?
 (a) Arabian Sea
 (b) Baltic Sea
 (c) Caspian Sea
 (d) Mediterranean Sea
45. In which one of the following state is the Nanga Parbat peak located ?
 (a) Sikkim
 (b) Himachal Pradesh
 (c) Jammu and Kashmir
 (d) Uttarakhand
46. In India, which of the following are the southernmost hills ?
 (a) Anaimalai hills
 (b) Cardamom hills
 (c) Nilgiri hills
 (d) Javali hills
47. Where are the coal reserves of India largely concentrated ?
 (a) Son valley
 (b) Mahanadi valley
 (c) Damodar valley
 (d) Godavari valley
48. Which of the following Indian island lies between India and Sri Lanka ?
 (a) Elephanta
 (b) Nicobar
 (c) Rameshwaram
 (d) Salsette
49. In which state do the Monsoon arrives first ?
 (a) Assam
 (b) West Bengal
 (c) Maharashtra
 (d) Kerala
50. Which one of the following areas of India does not come under the zone of high seismic intensity ?
 (a) Uttarakhand
 (b) Karnataka Plateau
 (c) Kachchh
 (d) Himachal Pradesh

PART - II

51. A unilateral contract under which the seller is paid a preset amount per unit of service is called:
 (a) A cost reimbursable contract
 (b) A lump sum contract
 (c) A unit price contract
 (d) A fixed price contract
52. From a buyer's standpoint, which of the following is true ?
 (a) Procurement planning should include consideration of potential subcontracts
 (b) Procurement planning does not include consideration of potential subcontracts since this is the duty of the contractor.
 (c) Subcontractors are first considered during the Solicitation Process
 (d) none of the above.

53. Which of the following are examples of indirect costs ?
 (a) Salaries of corporate executives
 (b) Salaries of full-time project staff
 (c) Overhead costs
 (d) a and c
54. Which of the following contract types places the greatest risk on the seller ?
 (a) Cost-plus-fixed-fee contract
 (b) Cost plus-incentive-fee contract
 (c) Fixed-price-incentive contract
 (d) Firm-fixed-price contract
55. Which is not an element of procurement management ?
 (a) Purchasing
 (b) Acquisition
 (c) Marketing
 (d) b and c
56. The purchasing cycle consists of all the following elements except ?
 (a) Defined need
 (b) Transmit Need
 (c) Inspection
 (d) Price and Terms
57. By which means is a contractor able to control costs overruns due to changing requirements ?
 (a) Project data review
 (b) Change order
 (c) Change control
 (d) Contract negotiations
58. Payment bonds are often required by the contract and require specific actions under the stated conditions. Payments bonds are specifically designed to ensure payment of _____ by the prime contractor.
 (a) Weekly payrolls
 (b) Incremental earned value charges
 (c) Subcontractors, laborers, and materials
 (d) Damages for accidents caused
59. In the communications model, communications between the sender and the receiver often are affected by communications barriers. These include all of the following except:
 (a) Cultural differences.
 (b) Differences in personalities.
 (c) Educational differences,
 (d) Teleconferencing.
60. The minimum support prices and procurement prices for agriculture products fixes the Government on the recommendations of
 (a) Commission for Agricultural Costs and Prices (CACP)
 (b) National Development Council
 (c) Planning Commission
 (d) Competition Commission of India
61. Distribution channel aims of moving products from producer to:
 (a) Ultimate consumer
 (b) Retailers
 (c) Stockists
 (d) Brokers
62. 'Supply creates its own demand' is known as :
 (a) Keynesian law
 (b) Say's law
 (c) Veblen law
 (d) Griffins law
63. In determining sales force size, when a company groups accounts into different size classes and then determines the number of sales people needed to call on them the desired number of times, it is called the:
 (a) key-size approach
 (b) work-load approach
 (c) product-need approach
 (d) call-service approach

64. Which of the following information forms available to the marketing manager can usually be accessed more quickly and cheaply than other information sources ?
- Marketing intelligence
 - Marketing research
 - Customer profiles
 - Internal databases
65. All of the following are considered to be drawbacks of local marketing EXCEPT:
- it can drive up manufacturing and marketing costs by reducing economies of scale.
 - it can create logistical problems when the company tries to meet varied requirements.
 - it can attract unwanted competition.
 - it can dilute the brand's overall image.
66. A _____ is a good offered either free or at low cost as an incentive to buy a product.
- Patronage reward
 - spiff
 - price pack
 - premium
67. The orange juice manufacturers know that orange juice is most often consumed in the mornings. However, they would like to change this and make the drink acceptable during other time periods during the day. Which form of segmentation would they need to work with and establish strategy reflective of their desires ?
- gender segmentation
 - benefit segmentation
 - occasion segmentation
 - age and life-cycle segmentation
68. If a company's objective were to reach masses of buyers that were geographically dispersed at a low cost per exposure, the company would likely choose which of the following promotion forms ?
- Advertising
 - Personal selling
 - Public relations
 - Sales promotion
69. _____ is the general term for a buying and selling process that is supported by electronic means.
- Internet commerce
 - Web commerce
 - Computer commerce
 - Electronic commerce
70. _____ factors are the most popular bases for segmenting customer groups.
- Geographic
 - Demographic
 - Psychographic
 - Behavioral
71. The stage in the product life cycle that focuses on expanding market and creating product awareness and trial is the:
- decline stage
 - introduction stage
 - growth stage
 - maturity stage
72. A set of interdependent organizations involved in the process of making a product or service available for use or consumption by the consumer or business user is called a(n):
- retailer
 - wholesaler
 - distribution channel
 - logistics
73. Conflicts between different levels of the same channel of distribution are referred to as:
- horizontal conflicts
 - vertical conflicts
 - layer-based conflicts
 - parallel conflicts

74. The American Marketing Association suggests a list of code of ethics. All of the following are ethics suggested in the area of distribution EXCEPT:
- not manipulating the availability of a product for purpose of exploitation.
 - not using coercion in the marketing channel
 - using gray marketers whenever possible to save the consumer money.
 - not exerting undue influence over the reseller's choice to handle a product.
75. The _____ holds that consumers will favour products that are available and highly affordable (therefore, work on improving production and distribution efficiency).
- product concept
 - production concept
 - production costs expansion concept
 - marketing concept.
76. The type of sales force structure in which the sales force sells along product lines is called as:
- territorial sales force.
 - product sales force.
 - customer sales force.
 - retail sales force.
77. When Coca-Cola and Nestle formed a joint venture to market a ready-to-drink coffee and tea worldwide, the type of marketing system that was formed would best be described as being a(n):
- vertical marketing system
 - parallel marketing system
 - diversified marketing system
 - horizontal marketing system
78. The last stage in the selling process is the _____ stage.
- approach
 - handling objections
 - closing
 - follow-up
79. In 1985, the Coca-Cola Company made a classic marketing blunder with its deletion of its popular Coca-Cola product and introduction of what it called New Coke. Analysts now believe that most of the company's problems resulted from poor marketing research. As the public demanded their "old Coke" back, the company relented and reintroduced Coca-Cola Classic (which has regained and surpassed its former position) while New Coke owns only 0.1 percent of the market. Which of the following marketing research mistakes did Coca-Cola make ?
- They did not investigate pricing correctly and priced the product too high.
 - They did not investigate dealer reaction and had inadequate distribution.
 - They defined their marketing research problem too narrowly.
 - They failed to account for the Pepsi Challenge taste test in their marketing efforts.
80. Profits can be fraudulently inflated by
- Suppression of sales returns
 - Treating capital expenditure as revenue
 - Overestimation of liabilities
 - Omission of prepaid expenses
81. A credit sale of goods to Shivendra should be debited to
- Sales Account
 - Goods Account
 - Shivendra Account
 - Purchase Account
82. Which of the following assets does not depreciate ?
- Machinery and equipment
 - Patents Land
 - Furniture
 - Plant and equipment
83. Valuing the stock in trade at market price or cost price which is less is an example of the convention of
- consistency
 - disclosure
 - knowing the value
 - none of these

84. Double entry principle means
 (a) Having debit for every credit and similarly credit for each debit.
 (b) Writing all the entries twice in the book.
 (c) Maintaining the double account for all business transactions.
 (d) Writing two times the same entry.
85. A sale of goods to Vaibhav Deep for cash should be debited to
 (a) Vaibhav's A/C
 (b) Cash A/C
 (c) Sale of Goods A/C
 (d) None of these.
86. A withdrawal of cash from business by the proprietor of the firm should be credited to
 (a) Capital Account
 (b) Cash Account
 (c) Drawing Account
 (d) Proprietor's Account
87. The preparation of a trial balance helps in
 (a) Locating errors of principle
 (b) Locating errors of omission
 (c) Locating clerical errors
 (d) Locating compensatory errors
88. A cheque received and deposited in the bank on the same day is recorded in the
 (a) Cash column of the cash book
 (b) Bank column of the cash book
 (c) Credited in the cash book
 (d) Debited in the cash book
89. Petty cash may be used to pay
 (a) the expenses relating to postages and conveyance
 (b) salaries and wages to the final staff
 (c) for the purchase of furniture and fittings
 (d) none of these
90. A reserve is charges against
 (a) Trading account
 (b) Profit and loss account
 (c) Profit and loss appropriation account
 (d) none of these
91. The payment side of cash book is under cost by Rs.200 when over draft as per pass book is the starting point
 (a) Rs. 200 will be deducted
 (b) Rs.200 will be added
 (c) No effect will be in the pass book
 (d) None of these
92. An amount of Rs.300 is debited twice in the pass book when overdraft as per the cash book is the starting point
 (a) Rs.600 will be added
 (b) Rs.500 will be deducted
 (c) No effect will be in the Cash book
 (d) None of these.
93. Of the following types of business organization the easiest to wind-up is the
 (a) Multinational corporation
 (b) Public Limited Company
 (c) Private Limited Company
 (d) Partnership Firm
94. 'Theory X' and 'Theory Y' is given by
 (a) Maslow
 (b) Vroom
 (c) Herzberg
 (d) Mc Gregor
95. Selection process in any organization is usually preceded by the preparation of
 (a) human resource audit
 (b) operations audit
 (c) human resources inventory
 (d) human resources accounting

96. Hawthorne studies have underlined the importance of which of the following
- (a) Contingency Approach to Management
 - (b) Scientific Approach to Management
 - (c) Modern Approach to Management
 - (d) Human Relations Approach to Management
97. Job evaluation is used for
- (a) determining wage-rate differentials
 - (b) study of job composition
 - (c) rating the employee merit
 - (d) determining production cost
98. The most complicated but widely used method of job evaluation is
- (a) the job ranking method
 - (b) the job classification method
 - (c) the market pricing method
 - (d) the points method
99. Which one among the following is an instance of participative management ?
- (a) Board of Directors
 - (b) Trade Unions
 - (c) Task Force
 - (d) Work Committees
100. Which one of the following styles of leadership is the most effective for a job order firm ?
- (a) Participative Leadership
 - (b) Free-rein Leadership
 - (c) Transformational Leadership
 - (d) Authoritarian Leadership
