

पुस्तिका को तब तक न खोलें जब तक कहा न जाये

Roll No. :

प्रश्न पुस्तिका क्रमांक :

Question Booklet No. :

Course Name : **M.Com.**

बुकलेट सीरीज
Booklet Series

OMR Sheet No. : -----



निर्धारित समय : 2 घण्टे
Time Allowed : 2 Hours

AUPGCET-2024

अधिकतम अंक : 100
Maximum Marks : 100

प्रश्नों के उत्तर देने से पहले नीचे लिखे अनुदेशों को ध्यान से पढ़ लें।

Read the following instructions carefully before you begin to answer the questions.

अभ्यर्थियों के लिए अनुदेश :

1. इस पुस्तिका में कुल 100 प्रश्न हैं।
2. सभी प्रश्न अनिवार्य हैं तथा सबके अंक समान हैं। गलत उत्तर के लिए ऋणात्मक मूल्यांकन नहीं होगा।
3. प्रश्नों के उत्तर देने से पहले आप इस पुस्तिका की जाँच करके देख लें कि इसमें पूरे पृष्ठ (कवर रहित) हैं तथा कोई पृष्ठ पूर्णरूपेण अथवा आंशिक रूप से छपा नहीं है। यदि आप इस पुस्तिका में कोई त्रुटि पाएँ तो तत्काल इसके बदले दूसरी प्रश्न पुस्तिका ले लें।
4. कक्ष निरीक्षक द्वारा आपको ओ.एम.आर. उत्तर पत्रक अलग से दिया जायेगा। प्रश्नों के उत्तर वास्तव में प्रारम्भ करने से पहले आप उत्तर पत्रक में निर्धारित स्थान पर अपना आवेदन संख्या, प्रश्न पुस्तिका क्रमांक, बुकलेट सीरीज तथा अन्य विवरण अवश्य भरें। ऐसा न करने पर आपके उत्तर पत्रक को जाँचा नहीं जायेगा और आपको शून्य अंक दे दिया जायेगा।
5. परीक्षा भवन छोड़ने से पहले अभ्यर्थी को ओ.एम.आर. उत्तर पत्रक और प्रश्न-पुस्तिका कक्ष निरीक्षक को जमा करना है।
6. अशुद्ध/गलत मुद्रित प्रश्न के लिए सबको उस प्रश्न के पूर्ण अंक प्रदान किये जायेंगे।
7. ओ.एम.आर. पत्रक में उत्तर अंकित करने की विधि तथा आवश्यक अनुदेश इस पुस्तिका के पीछे छपे हैं। उत्तर अंकित करने के लिए इन अनुदेशों को सावधानी पूर्वक पढ़ लें तथा उनका अनुपालन करें।
8. ऊपर के अनुदेशों में से किसी एक का भी अनुपालन न करने पर अभ्यर्थी की उत्तर पुस्तिका का मूल्यांकन नहीं किया जायेगा।

Instructions for Candidates :

1. This Booklet contains 100 questions in all.
2. All questions are compulsory and carry equal marks. There won't be any negative marking for Wrong Answers.
3. Before you start answering the questions you must check up this Booklet and ensure that it contains all printed (without cover) pages and none of them is fully/partly blank. If you find any defect in this booklet, you must get it replaced immediately.
4. You will be supplied the OMR Answer Sheet separately by the invigilator. **You must complete the details of Application No., Test Booklet No., Booklet Series and other informations** before you actually start answering the questions, failing which your Answer Sheet shall not be evaluated and you will be awarded 'ZERO' mark.
5. Before leaving the examination hall candidates must submit the OMR answer sheet and question booklet to the Invigilator.
6. Every candidate will be awarded full marks for the corresponding Wrong/Misprint questions.
7. The manner/instruction to mark the OMR Answer Sheet has been printed at the back of this Booklet. Read it carefully and comply with.
8. In case of failure to comply with any of the above instructions the Answer Sheet of the candidate shall not be evaluated.

DO NOT OPEN THE BOOKLET UNTIL YOU ARE TOLD TO DO SO

Signature of the Candidate

Name of the Candidate

Date :

Signature of Invigilator

Rough Work

1. Which of the following is the main objective of the Unity in Direction principle?
 - (A) Coordination
 - (B) Unity in action
 - (C) Both (A) and (B) are correct
 - (D) Both (A) and (B) are incorrect
2. Which of the following is true about Principles of Management?
 - (A) The principles of management are in a continuous process of evolution
 - (B) The principles of management have evolved
 - (C) The principles of management have not evolved
 - (D) None of the above
3. The concept of Work-Study techniques includes
 - (A) Time study
 - (B) Motion study
 - (C) Fatigue study
 - (D) All of above
4. Coordination is _____.
 - (A) The essence of management.
 - (B) An objective of management
 - (C) A social objective
 - (D) A management function
5. Management is not _____.
 - (A) A pure science
 - (B) An art.
 - (C) Art and science both
 - (D) An applied science
6. Management is a _____ directed process as it aims at achieving specific goals.
 - (A) Future
 - (B) Goal
 - (C) Deliberately
 - (D) Continuously
7. Top management is concerned with the formulation of _____.
 - (A) Long-term plans.
 - (B) Short-term plans
 - (C) None of these
 - (D) Guidelines for supervisors
8. Which of the following is an objective or time study?
 - (A) To determine the number of workers to be employed
 - (B) To formulate suitable incentive schemes
 - (C) To calculate the labour costs
 - (D) All of the above

9. Which one among the five 'M':
 - (A) Money
 - (B) Machine
 - (C) Men
 - (D) All of the above
10. Which of these is not a type of entrepreneurship?
 - (A) Small business entrepreneurship
 - (B) Scalable entrepreneurship
 - (C) Large scale entrepreneurship
 - (D) Intrapreneurship
11. Which of these actions of an entrepreneur will most likely result in creative destruction?
 - (A) Developing a new product
 - (B) Taking over a competitor's business
 - (C) Issuing shares to individuals and institutions
 - (D) Lowering prices of your product or service
12. Which of these is not a challenge for the entrepreneur?
 - (A) Managing the cash flow of their business
 - (B) Recruiting new employees
 - (C) Choosing the product of service to sell in the market
 - (D) Formulating rules and regulations relating to conducting entrepreneurship in their country
13. Which of these is not a category of external forces that affects a business?
 - (A) Competitive forces
 - (B) Technological forces
 - (C) Economic forces
 - (D) Socio-economic forces
14. Andrew Carnegie belonged to this century:
 - (A) 16th to 17th Century
 - (B) 20th to 21th Century
 - (C) 17th to 18th Century
 - (D) 19th to 20th Century
15. Which of these is the first activity of a new business?
 - (A) Departure point
 - (B) Goal Orientation
 - (C) Business skill development
 - (D) None of the above
16. Who should be involved in preparing a firm's business plan?
 - (A) Accountant
 - (B) Engineer
 - (C) Entrepreneur
 - (D) None of the above

17. The process of creating something new is called:
- (A) Creative flexibility
 - (B) Management
 - (C) Business
 - (D) Innovation
18. An entrepreneur who is the owner of more than one business is called:
- (A) Portfolio Entrepreneur
 - (B) Intrapreneur
 - (C) Corporate Entrepreneur
 - (D) None of the above
19. Ownership position of more than 50 per cent in a business is known as:
- (A) Minority Interest
 - (B) Joint Venture
 - (C) Majority Interest
 - (D) None of the above
20. The persons who sign the Memorandum of Association of a company are called:
- (A) Shareholders
 - (B) Directors
 - (C) Subscribers to Memorandum of Association
 - (D) Promoters
21. Every company has to file with registrar, a copy of:
- (A) Articles of association
 - (B) Prospectus
 - (C) Memorandum of Association
 - (D) More than one
22. Memorandum of Association is/are:
- (A) Internal rules of the Company
 - (B) Guidelines for Board of Directors
 - (C) Agreement between Company and board of Directors
 - (D) Charter of the Company
23. The defense mechanism being used is anti-takeover amendments to the company's or articles of Association are known as:
- (A) Poison pill
 - (B) Shark repellents
 - (C) Pac-Man
 - (D) Crown Jewel

24. Which of the following statements is False with reference to digital to signatures in India?
- (A) A licensed Certifying Authority (CA) issue the digital signature.
- (B) The certifying authorities are authorized to issue a digital signature Certificate with a validity of one or two years.
- (C) Director Identification Number (DIN) is a per-requisite to obtain a Digital signature.
- (D) Digital signatures are legally admissible in a court of law.
25. The term company is defined under which section of the Act?
- (A) Sec. 3(1)
- (B) Sec. 4(2)
- (C) Sec. 2(4)
- (D) Sec. 1(3)
26. Each party is promisor and a Promisee in case of:
- (A) Past consideration
- (B) Present consideration
- (C) Every contract
- (D) Reciprocal promises
27. An agreement made with an alien enemy is:
- (A) Unlawful on the ground of public policy
- (B) Unlawful because it becomes difficult to be performed
- (C) Valid
- (D) Voidable
28. A contract to pay B 10,000 rupees if B' house is burnt-This is a:
- (A) Wagering agreement
- (B) Void
- (C) Voidable agreement
- (D) Contingent contract
29. If there is a fraudulent misrepresentation as to the contents of a document, the Contract is:
- (A) Void
- (B) Voidable
- (C) Valid
- (D) Illegal
30. The term 'Audit' is derived from Latin word "audire" which means:
- (A) To inspect
- (B) To examine
- (C) To hear
- (D) To investigate

31. Auditing is the process after:
- (A) Book keeping
 - (B) Accounting
 - (C) Presentation
 - (D) All of the above
32. In which year the Auditing Board was established in India?
- (A) 1932
 - (B) 1866
 - (C) 1949
 - (D) 1956
33. Financial statements comprise of:
- (A) Trading Account
 - (B) Profit and Loss statement
 - (C) Balance Sheet
 - (D) All of the above
34. Auditing means:
- (A) To prepare account book
 - (B) To prepare trial balance
 - (C) Examine accounting books
 - (D) To make adjustments in accounts
35. The main object of audits:
- (A) Expression of opinion
 - (B) Detection and prevention of fraud and error
 - (C) Both (A) and (B)
 - (D) Depends on type of audit
36. The liabilities of an auditor can be _____.
- (A) Civil
 - (B) Criminal
 - (C) Civil and Criminal
 - (D) Financial
37. Internal control includes _____.
- (A) Internal audit
 - (B) Internal check
 - (C) Both (A) and (B)
 - (D) Internal check and external audit
38. Auditor is an _____ of a shareholder.
- (A) Owner
 - (B) Agent
 - (C) Employer
 - (D) Creditor
39. Audit working papers are the property of:
- (A) Owner of the business
 - (B) Auditor
 - (C) Managers
 - (D) None of these
40. Who administers the platform for Public Financial Management System?
- (A) Department of taxation
 - (B) Department of Revenue
 - (C) Department of Expenditure
 - (D) None of the above

41. Gross working capital refers to firms:
- (A) Total Current Assets
 - (B) The difference between current assets and current liabilities
 - (C) Total liquid assets
 - (D) Total investment in the firms
42. Combined leverage measures the impact of change in contribution on_____.
- (A) Equity capital
 - (B) Debt capital
 - (C) Capital structure
 - (D) EPS
43. Which one of the following is related to control function of the financial manager?
- (A) To negotiate with bankers for loan.
 - (B) To analyse variance between standard costs and actual costs.
 - (C) To estimate the future cash flow a proposed project
 - (D) To advertise the public issue of the firm
44. The ultimate objective of financial management is:
- (A) Profit maximization
 - (B) Wealth maximization
 - (C) Discharging social responsibilities
 - (D) Building assets for the business
45. Which one is not a part of the 4 Ps?
- (A) Product
 - (B) People
 - (C) Price
 - (D) Place
46. Who is the father of Modern Marketing?
- (A) Philip Kotler
 - (B) Peter F Drucker
 - (C) Abraham Maslow
 - (D) Raymond Kroc
47. _____ is the key term in AMA's definition of marketing?
- (A) Sales
 - (B) Promotion
 - (C) Value
 - (D) Profit
48. _____ is the added value endowed on services and products.
- (A) Brand value
 - (B) Brand strategy
 - (C) Brand equity
 - (D) Brand premise
49. Which period worked on the marketing philosophy of "A good product will sell itself"?
- (A) Marketing
 - (B) Production
 - (C) Sales
 - (D) Relationship

50. What kind of a tax is GST?
 (A) Value Added Tax
 (B) Indirect Tax
 (C) Direct Tax
 (D) Income Tax
51. What is the full form of GST?
 (A) Goods and Supply Tax
 (B) Goods and Services Tax
 (C) General Sales Tax
 (D) Government Sales Tax
52. GST was implemented in India from
 (A) 1st January 2017
 (B) 1st April 2017
 (C) 1st March 2017
 (D) 1st July 2017
53. In India, the GST is based on the dual model GST adopted in:
 (A) UK
 (B) Canada
 (C) USA
 (D) Japan
54. GST rates applicable on goods and services are:
 (A) 0% 5% 12% 18% 26%
 (B) 0% 6% 12% 18% 28%
 (C) 0% 5% 12% 18% 28%
 (D) 0% 5% 12% 16% 28%
55. Income tax Act came into force on:
 (A) 1.4.1961
 (B) 1.4.1962
 (C) 1.4.1956
 (D) 1.4.1965
56. Which of the following is an example of direct tax?
 (A) Escheat
 (B) Income tax
 (C) Custom Duty
 (D) Goods and Services Tax
57. As per the new tax regime of India, what is the exemption limit of income tax for financial year 2022-23?
 (A) Up to ₹ 5,00,000
 (B) Up to ₹ 1,00,000
 (C) Up to ₹ 7,00,000
 (D) Up to ₹ 2,50,000
58. There are heads of income.
 (A) 2 (B) 3
 (C) 4 (D) 5
59. 80 D deduction is allowed for :
 (A) Medical insurance premium
 (B) Life Insurance premium
 (C) Medical treatment of handi-capped
 (D) Medical treatment of disease

60. Cost units are of:
- (A) Two types
 - (B) Three types
 - (C) Four Types
 - (D) None of this
61. Who benefits from cost accounting?
- (A) Only workers
 - (B) Only Governments
 - (C) Only consumers
 - (D) Management, workers, governments, and consumers
62. A biscuit manufacturing company uses:
- (A) Operating costing
 - (B) Departmental costing
 - (C) Batch costing
 - (D) Contract costing
63. Marginal costing is concerned with:
- (A) Fixed Cost
 - (B) Variable Cost
 - (C) Semi-Fixed Cost
 - (D) None of the above
64. Cost accounting is applied to:
- (A) Public undertakings only
 - (B) Large business enterprises only
 - (C) Small business enterprises only
 - (D) Manufacturing and services concerns
65. Long term assets without any physical existence but, possessing a value are called -
- (A) Intangible assets
 - (B) Fixed assets
 - (C) Current assets
 - (D) Investments
66. Copyrights, Patents and Trademarks are examples of -
- (A) Current assets
 - (B) Fixed assets
 - (C) Intangible assets
 - (D) Investments
67. Gross profit is :
- (A) Cost of goods sold+Opening stock
 - (B) Sales-cost of goods sold
 - (C) Sales - Purchases
 - (D) Net profit-expenses
68. Net profit is calculated in which of the following account?
- (A) Profit and loss account
 - (B) Balance sheet
 - (C) Trial balance
 - (D) Trading account

69. Sales invoices are first entered in
 (A) In Cash Book
 (B) The Purchases Journal
 (C) The Sales Journal
 (D) The Sales Account
70. Share allotment Account is:
 (A) Personal
 (B) Real
 (C) Nominal
 (D) None of the above
71. Investment in Subsidiary Company should be accounted for in accordance with:
 (A) As-13 (B) As-21
 (C) As-22 (D) As-23
72. To whom is the term "inside trading" related?
 (A) Hawala
 (B) Public
 (C) Share Market
 (D) Tax
73. According to the provisions of the Companies Act, 2013, the amount of minimum application money to apply for shares should be at least _____% of the face value of the share.
 (A) 5% (B) 10%
 (C) 20% (D) 25%
74. Which of the following methods are used for the valuation of goodwill?
 (A) Super profit method
 (B) Weighted profit method
 (C) Average profit method
 (D) All of the above
75. Which of the following factors is not affecting the goodwill of a company?
 (A) The location of a company's customers
 (B) The nature of business
 (C) The efficiency of a company's management
 (D) None of the above
76. Bank show the provision for income-tax under the head:
 (A) Contingent accounts
 (B) Contingent liabilities
 (C) Other liabilities and provisions
 (D) Borrowings
77. Issue of shares at a price higher than its face value is called:
 (A) Issue at a Par
 (B) Issue at a Premium
 (C) Issue at a Discount
 (D) None of the above

78. Which of the following cannot be used for redemption of preference share?
- Insurance Fund
 - Workmen's Compensation Fund
 - General Reserve
 - None of the above
79. Bonus shares are issued to:
- Existing Shareholders at free of cost
 - Existing employees at cost
 - New Shareholders free of cost
 - New Shareholders at a discounted price
80. What do you mean by the supply of goods?
- Stock available for sale
 - Total stock in the warehouse
 - The actual production of the goods
 - Quantity of the goods offered for sale at a particular price per unit of time
81. Which of the following is the relation that the law of demand defines?
- Income and price of a commodity
 - Price and quantity of a commodity
 - Income and quantity demanded
 - Quantity demanded and quantity supplied
82. What do you mean by a mixed economy?
- Modern and traditional industries
 - Public and private sector
 - Foreign and domestic investments
 - Commercial and subsistence farming
83. In India, which banks/institutions have the highest share in the disbursement of credit to agriculture and allied activities?
- Cooperative banks
 - Regional Rural Banks
 - Commercial banks
 - Microfinance Institutions
84. What is Gross Domestic Product?
- The total value of goods and services manufactured in the country
 - The total value of all the transactions in the country
 - The reduction in the total value of goods and services produced in the country
 - The monetary value of all finished goods and services made within a country during a specific period.

85. What is the main economic problem faced by the society?
- (A) Unemployment
(B) Inequality
(C) Poverty
(D) Scarcity
86. What does the law of demand mean?
- (A) As the quantity demanded rises, the price rises
(B) As the price rises, the quantity demanded rises
(C) As the price rises, the quantity demanded falls.
(D) As the supply rises, the demand rises.
87. Who is the father of Economics?
- (A) Alfred Marshall
(B) Adam Smith
(C) Lionel Robbins
(D) Samuelson
88. A Firm's profitability depends much on its _____ of production
- (A) Price
(B) Charge
(C) Cost
(D) All of the above
89. He defined economics as the 'science of money':
- (A) Alfred Marshall
(B) Adam Smith
(C) J.S. Mill
(D) A.C. Pigou
90. By which act does the government check restrictive trade?
- (A) MRTP Act
(B) FEMA act
(C) Industrial Policy Act 1991
(D) None of these
91. Which among these can be the condition for the success of privatization?
- (A) Measurability of performance
(B) Alternative institutional arrangements
(C) Barriers to enter the market
(D) All of the above
92. Which among these is monopolistic trade practice?
- (A) Manufacturing only one product
(B) Selling only one product
(C) Limiting technical Development
(D) Unreasonably limiting competition

93. The Industrial policy resolution was passed first in
- (A) 1947
 - (B) 1956
 - (C) 1931
 - (D) 1948
94. Globalisation is the term used to describe process of removal of restriction on:
- (A) Investment
 - (B) Foreign Trade
 - (C) Both (A) and (B)
 - (D) None of the above
95. Laissez Faire Policy is adopted in:
- (A) Socialist Economic System
 - (B) Capitalist Economic System
 - (C) Communist Economic System
 - (D) Mixed Economic System
96. Which one is not main objective of Fiscal Policy in India?
- (A) To promote employment opportunities
 - (B) To minimize the inequalities of income and wealth
 - (C) To promote price stability
 - (D) To increase liquidity in economy
97. Industrial and Financial Organization Board was established by:
- (A) 1985
 - (B) 1986
 - (C) 1987
 - (D) 1988
98. Rupee has been declared fully convertible in current account:
- (A) 1994
 - (B) 1996
 - (C) 1998
 - (D) 2001
99. Relative poverty is found in:
- (A) In capitalist countries
 - (B) In socialist countries
 - (C) In feudal countries
 - (D) In developing countries
100. Henri Fayol is known as _____.
- (A) The father of general management
 - (B) The father of shop floor management
 - (C) The father of scientific management
 - (D) All of the above

Rough Work

**ओ.एम.आर. पत्रक में उत्तर अंकित करने के लिए
आवश्यक अनुदेश**

1. यथा सम्भव केवल काले/नीले बॉल प्वाइंट पेन का प्रयोग करें।
2. गोले को अत्यधिक सावधानी पूर्वक काला/नीला करें क्योंकि बाद में सुधार करना सम्भव नहीं है।
3. प्रत्येक वस्तुनिष्ठ प्रश्न के बाद चार उत्तर विकल्प (A), (B), (C) तथा (D) दिये गये हैं। प्रत्येक दशा में उनमें से एक विकल्प ही उस प्रश्न का सही उत्तर होगा। इनमें से सही उत्तर-विकल्प चुनकर ओ.एम.आर.पत्रक में सम्बन्धित प्रश्न संख्या के सामने वाले सही गोल खाने को बॉल प्वाइंट पेन से काला/नीला किया जायेगा।
4. यदि आप ओ.एम.आर. उत्तर-पत्रक में किसी प्रश्न के सामने एक से अधिक गोलाकार खाने भरेंगे तो आपका उत्तर गलत माना जायेगा।
5. ओ.एम.आर. उत्तर-पत्रक में वस्तुनिष्ठ के उत्तरों के अलावा अन्य सभी वांछित विवरण भी आवश्यक रूप से भरे जाने हैं। इसके लिये उपयुक्त गोलों को काला/नीला करें।
6. यदि दिये गये निर्देशानुसार आप अपेक्षित गोलों को काला/नीला नहीं करते हैं तो आपके उत्तर-पत्रक का मूल्यांकन नहीं किया जायेगा।
7. ओ.एम.आर. पत्रक को कहीं से भी न मोड़ें और न ही निर्धारित स्थान के अतिरिक्त किसी भी अन्य स्थान पर कोई भी निशान लगायें अन्यथा आपके उत्तर-पत्रक की जाँच सम्भव नहीं होगी।
8. निर्धारित स्थानों के अलावा अन्यत्र किसी स्थान पर न तो कोई निशान लगायें और न ही अनुक्रमांक या नाम लिखें, अन्यथा आपकी प्रवेश परीक्षा निरस्त कर दी जायेगी।
9. ओ.एम.आर. उत्तर-पत्रक में वस्तुनिष्ठ प्रश्नों के उत्तर देने के लिये गोलाकार खाने को सही-सही भरने की विधि निम्न प्रदर्शित उदाहरण के अनुसार होगी:

सही तरीका : (A) ● (C) (D)

**INSTRUCTIONS FOR MARKING THE
ANSWERS IN THE OMR ANSWER SHEET**

1. Preferably use Black/Blue Ball Point Pen.
2. Darken the circle very carefully, because there is no scope for rectification afterwards.
3. Each objective type question has 4 (four) alternatives (A), (B), (C) and (D). In any case one and only one alternative will be the correct answer. Choose the right alternative and darken the appropriate circle in the OMR answer sheet in front of the related question.
4. If you darken more than one circle in front of any question in your OMR Sheet, your answer will be treated as wrong.
5. In OMR answer sheet you must fill up all other required informations and for this you must darken the appropriate circle. Do this very carefully.
6. Your answer sheet will not be evaluated if you fail to fill up the required circles correctly as per given directions.
7. Do not fold OMR answer sheet and do not make any stray marks on it, otherwise it won't be possible to evaluate it.
8. Do not make any stray mark and do not write your roll number or name except in the space provided for the purpose, otherwise your examination will be cancelled.
9. The right method to darken the circle to answer the objective type questions in OMR sheet is as shown below :

Right method : (A) ● (C) (D)