

Deccan Education Society's
Brihan Maharashtra College of Commerce (AUTONOMOUS)
845, Shivajinagar, Pune-411004
M.Com Part-I Entrance Examination Sample Questions

• **Marketing**

1. Customer will not buy unless an organisation pressurises him to buy or undertake , it is the assumption under _____ concept.

- A. Production
- B. Product
- C. Marketing
- D. Selling

Answer: A

2. _____ concept states that companies must understand customer needs and wants of the target market.

- A. Production
- B. Product
- C. Marketing
- D. Selling

Answer: A

• **Economics**

3. Loan taken from IMF, World Bank etc is shown as credit balance in

- A. Current Account
- B. Capital Account
- C. Transfer account
- D. None of the above

Answer: B

4. Which country joined SAARC recently

- A. Maldives
- B. China
- C. Afganisthan
- D. Mynmar

Answer: C

- **Business Administration**

5. In a centralized organization, policies and procedures are usually _____

- A. Diverse
- B. Uniform
- C. Strict
- D. Effective

Answer: B

6. The extent to which power and authority are retained at the top is called as _____

- A. Decentralisation
- B. Responsibility
- C. Accountability
- D. Centralization

Answer: D

- **Accountancy**

7. Profit and Loss account is real Account. Do you agree?

- A. Yes
- B. No
- C. May be
- D. Partially

Answer: B

8. _____ is an intangible asset.

- A. Furniture
- B. Patents
- C. Motor Car
- D. Building

Answer: B

9. If asset is taken over by partner, Account is debited.

- A. Revaluation
- B. Capital
- C. Asset
- D. Cash

Answer: B

- **Business Laws**

10. All illegal agreements

- A. Are not void
- B. Are not void ab-initio
- C. Are void
- D. None of the above

Answer: C

11. A contract is made where

- A. A buys a book from a shop
- B. X agrees with Y to discover a treasure by magic
- C. Z agrees to attend the birthday party of his friend
- D. X bids at a public auction

Answer: A

12. Which of the following statements is false

- A. Law of contract is the whole law of obligations
- B. All contracts are agreements
- C. Certain contracts must be in writing
- D. All illegal agreements are void

Answer: A

- **Taxation**

13. In commuting Income from Business , following employee related expenses are allowable deduction :

- A. Employee Salary
- B. Employee Provident Fund Contribution
- C. Employee Bonus and Incentive
- D. All above

Answer: D

- **Business Practices**

14. _____ is the blueprint of step-by-step procedure to convert a business idea into a successful business venture.

- A. Business Audit
- B. Business Plan
- C. Business Project
- D. Business Appraisal

Answer: B

15. Starting crises in business emerges due to _____.

- A. Lack of managerial experience
- B. Hiring skilled people
- C. Strategic planning
- D. Capital budgeting

Answer: A

16. _____ means incapacity of a unit to meet even daily expenses and to handle matters of routine nature.

- A. Business Success
- B. Business Sickness
- C. Business Growth
- D. Business Stability

Answer: B

- **Banking and Finance**

17. is an intermediary between the Stock Market and the Investors.

- A. Depository
- B. Broker
- C. Share Trader
- D. Primary Dealer

Answer: B

18. The oldest Stock Exchange in India is located at

- A. Kolkata
- B. Mumbai
- C. Chennai
- D. Delhi

Answer: B

- **Statistics**

19. Binomial distribution is

- A. Continuous distribution function
- B. Discrete probability distribution function
- C. Frequency distribution function
- D. None of the these

Answer: B

20. Arithmetic average is affected by the _____ values.

- A. Extreme
- B. Medium
- C. First
- D. Last

Answer: A

- **Cost Accounting**

21. Economic batch quantity is used in batch costing to

- A. Meet specific customer requirements
- B. Produce at the least possible cost
- C. In order to ensure stock in anticipation of demand
- D. None of these

Answer: B

22. Which of the following statements is not true about job costing?

- A. Production always against customers' orders
- B. Cost of each job ascertained separately
- C. Job is of equal or longer duration compared to contracts
- D. Job work is labour intensive

Answer: B

- **Business Management**

23. Which arises as an outcome of superior-subordinate relationship?

- A. Authority
- B. Responsibility
- C. Both of these
- D. None of these

Answer: A

24. Increase in pay and its effect on productivity can be studied withtool of forecasting.

- A. Econometric models
- B. Extrapolation
- C. Historical analogy
- D. Regression analysis

Answer: A