

BDM End Term
Mock Question Paper

Q1. Which of the following best describes the role of government in the circular flow of the economy ? (wk -1)

- a. **Consumer**
- b. **Producer**
- c. **Distributing Profits to households**
- d. Advertising Products and services

Ans a,b,c

OR

What is the primary function of intermediaries in an economy ? (wk- 1)

- a. Regulating businesses
- b. Directly producing goods and services
- c. **Facilitating transactions between buyers and sellers**
- d. Provide land, labor and capital.

Q2. Which of the following non government organizations is known for providing economic data in India ? (wk - 2)

- a. Reserve Bank of India (RBI)
- b. Securities Exchange Board of India (SEBI)
- c. **Centre for Monitoring Indian Economy (CMIE)**
- d. NITI Aayog

Q3. When estimating market size for a new product, which is the most deciding factor for accurate analysis ? (wk - 3)

- a. Identifying potential competitors
- b. Historical Sales data
- c. Assessing consumer preferences
- d. **Target audience demographics**

Q4. What does market share represent in an economy ? (wk - 4)

- a. **Percent of total industry sales that a company has**
- b. The total number of products a company produces
- c. The profit margin of company's products
- d. The net revenue generated by a company

Q5. What does the Days of Sales of Inventory indicate ? (wk - 5/6)

✓ a. The average number of days required by a company to turn its inventory into sales.

- b. The average number of days it takes to manufacture a product
c. Total number of days in a fiscal year
✓ d. The average number of sales transactions per day

✓ Q6. An e-commerce company has 1000 SKUs in its inventory. Each SKU represents a unique product variant. Let's say on average the company has 100 units for each SKU and decides to increase its product range by 200 SKUs, with an average stock of 150 units. What will be the total inventory after expansion. (wk - 5/ 6)

Sol) $1000 * 100 + 200 * 150 = 1,30,000.$

h ✓ Q7. What does Overall Equipment Efficiency (OEE) , where $OEE = \text{Availability} \times \text{Performance} \times \text{Quality}$ mean in context of Manufacturing ? (wk - 7/ 8)

- a. Machine maintenance cost
b. Production Capacity
c. Machine Reliability
✓ d. Measure of equipment effectiveness

Q8. A Manufacturing firm uses broaching and hobbing as a production process. The Broaching station produces 1000 units with 5% scrap rate and Hobbing Staton produces 1200 units with a scrap rate of 3 %. Also, 80 units from broaching are successfully reworked and 50 units from hobbing are downgraded. Calculate the final output, considering reworked as well as downgraded units. (wk - 7 / 8)

Sol) broaching output = $1000 - (1000 \times 0.05) + 80$
= 1030

Hobbing output = $1200 - (1200 \times 0.03) - 50$
= 1114

Total output = $1030 + 1114$
= 1144 units

Q9. What is the main idea behind internal sourcing in the HR Industry ? (wk - 9)

- a. Promoting diversity and inclusion
✓ b. Identifying and nurturing talent within organization
c. Outsourcing HR functions to external agencies.
d. Discouraging talent within the organization

Q10. Based on the table below, answer the following question. (Excel based numerical type).

	A	B	C	D	E	F	G	H
1								
2		Offset Function						
3								
4		function	=SUM(OFFSET(G6,1,-2,5))					
5								
6		Day/ Week	Week 1	Week 2	Week 3	Week 4	Week 5	
7		Monday	4,500	5,000	5,000	5,000	5,000	
8		Tuesday	3,500	2,000	3,000	3,200	3,000	
9		Wednesday	2,500	3,200	3,500	2,500	400	
10		Thursday	4,200	4,800	4,500	1,500	2,500	
11		Friday	5,800	3,200	4,400	1,500	500	11400
12								
13								

What will be the result of the above function?

- a. 2500
- b. 20,400**
- c. 11,400
- d. #REF ! error

Q11. Sherry has a school assignment to finish. She wants to use VLOOKUP but is struggling to pin correct arguments ? What is the correct order of arguments ? (Excel theory based)

VLOOKUP (---,---,---,---)

- a. table_array, col_index_num, lookup_value
- b. lookup_value, col_index_num, table_array
- c. lookup_value, table_array, col_index_num**
- d. col_index_num, lookup_value, table_array

look ← value array index

Q12. In Excel, When is the pivot table most beneficial for analysis ?(Excel based)

- a. While dealing with small datasets.
- b. For visualizing text data

c. For summarizing and analyzing large and complex datasets.

d. For formatting data.

80/10

✓ Q13. Consider the following Volume Sales Data for 4 different SKUs. Analyze and interpret - which of the following datasets qualifies the Volume Pareto criteria? (Week 5)

A.

Product Name	Volume Sales
Sony PlayStation 5	30000
Microsoft Xbox Series X	25000
Nintendo Switch OLED	20000
Sony PlayStation 4	17500
Microsoft Xbox One	15000
Nintendo Switch Lite	12500
Sony PlayStation 3	10000
Microsoft Xbox 360	8500
Nintendo Wii	6,500
Nintendo Wii U	5,000
TOTAL	150000

B.

Product Name	Volume Sales
Chanel No. 5	25000
Dior J'adore	22000
Paco Rabanne 1 Million	19000
Armani Si	16500
Marc Jacobs Daisy	14000
Gucci Bloom	12000

Yves Saint Laurent Black Opium	10000
Dolce & Gabbana Light Blue	8000
Tom Ford Black Orchid	6500
Jo Malone Lime Basil & Mandarin	5000
TOTAL	138000

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C.

Product Name	Volume Sales
Nike Air Max	10000
Adidas Ultraboost	9500
Converse Chuck Taylor	8500
Vans Old Skool	7800
Reebok Classic	6900
Puma Suede	6200
New Balance 990	5800
Asics Gel-Lyte III	5300
Fila Disruptor	4700
Saucony Jazz Original	4100
TOTAL	68800

✓

20/30

D.

Product Name	Volume Sales
Apple iPhone 13	70950
Google Pixel 6	5160

FSB/

LG V70	2580
Motorola Edge 20	1290
OnePlus 10	6450
Oppo Find X4	2580
Realme GT Neo2	3870
Samsung Galaxy S21	32250
Vivo X70	1290
Xiaomi Mi 12	2580
TOTAL	129000

- a. A
- b. B
- c. C
- d. D

14. Answer the following question concerning the Hobbing process of gear manufacturing.

	Shift 1	Shift 2	Shift 1	Shift 2	Shift 1	Shift 2	Shift 1	Shift 2	Shift 1	Shift 2
Week -1 Broaching Scraps	11	7	4	20	6	14	23	7	6	7

Total Output of Gear casts after Hobbing: 2600. (week 7/8)

Cost of Hobbing: INR 33 per Gear cast, Raw Material Cost: INR 37 per Gear Cast

- (i) Scrap Percentage after broaching process _____

Ans (4.04%) – Range 4.02% - 4.06%

- (ii) Loss due to scrap after broaching _____

Ans (7350) – Range 7150 - 7500

15.

Candidates	F1: Year of experience	F2: Count Skill	F3: Count_key_projects	F4: When will be available to join (months)
Partha	5.0	2	2	2
Siva	5.0	1	1	2

Akanksha	5.5	1	2	2
Lavanya	6.0	1	1	3

Here the factors F1 ..F3 are “more the better”, but, F4 is “lower the better”. Rank the above candidates and choose the correct ranking from the below options. (week 9)

a. **Partha > Akanksha > Siva > Lavanya**

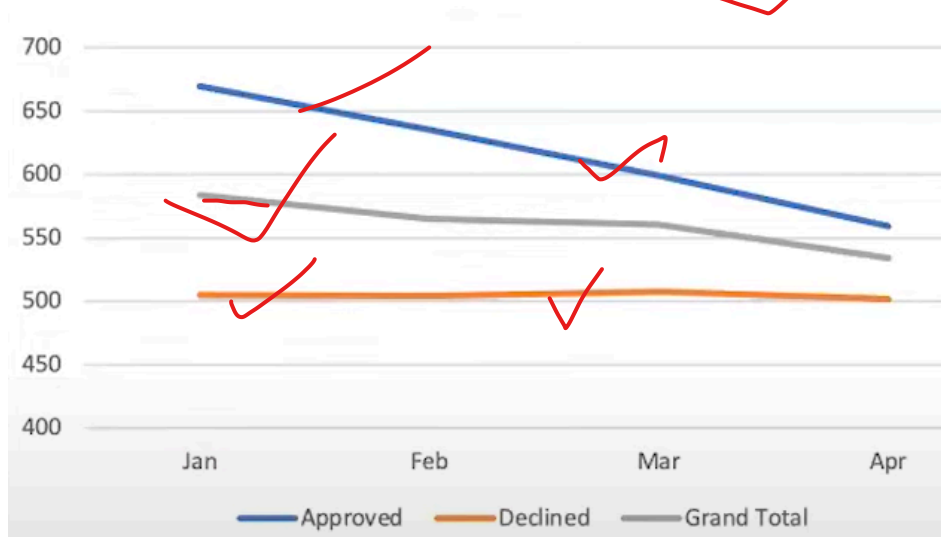
b. Akanksha > Lavanya > Siva > Partha

c. Partha < Akanksha < Lavanya < Siva

d. Akanksha < Lavanya < Siva < Partha

16. Consider the following graphical representation of the Average of Credit Scores of Approved and Declined Credit Applications.

Which of the following statements stands TRUE? (week 10/11)



Statement A: The average of Credit Scores of customers getting declined remains more or less constant throughout the months

Statement B: Average Credit Scores of customers getting approved have increased over time

Statement C: Average Credit Scores of customers getting approved have decreased over time

Statement D: Grand Total Average has no correlation with whether the decline rate reduces or increases

a. Statements A, B, and D are TRUE

b. Statements A, C, and D are TRUE

c. Only Statement C is TRUE, and A being TRUE is ambiguous.

d. **Both Statements A and C are true**

(L → P → Amazon) 2L → H → K

17. A customer makes a transaction through an online payments platform 'PayPhone' using 'Katak Bank Credit Card' in Amazon to buy a shoe. Which of the following is true chronologically? (week 10/11)

- a. Customer pays Katak, Katak pays Amazon
- b. Customer pays Katak, Katak pays PayPhone, PayPhone pays Amazon
- c. **Katak pays PayPhone, PayPhone pays Amazon, Customer pays Katak**
- d. Customer pays PayPhone, PayPhone pays Katak, Katak pays Amazon
- e. Customer pays Amazon

18. Internal pool Sourcing is _____ (week 9)

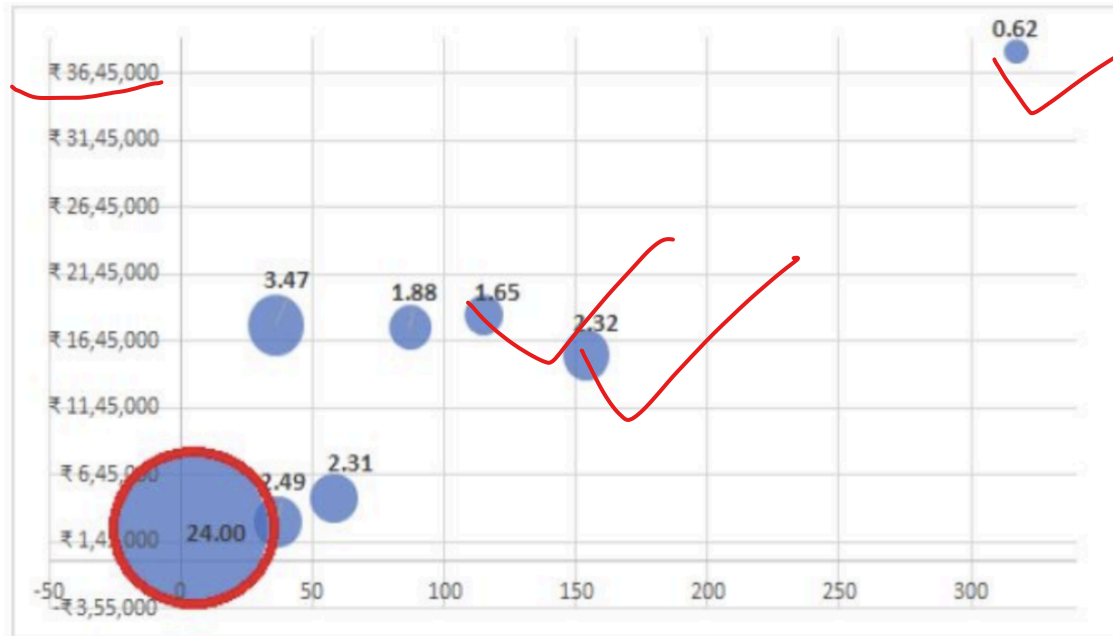
- a. pooling employees together to form a team
- b. **filling a vacant position from within the organisation**
- c. transferring an employee to the bench once the project is completed
- d. firing an employee from the project

19. From the table, calculate the revenue growth on 11. April 2021 with respect to 10. April 2021. (week 5/6)

Date	Revenue
01 April 2021	₹ 28,52,404
02 April 2021	₹ 27,08,802
03 April 2021	₹ 27,43,849
04 April 2021	₹ 31,12,277
05 April 2021	₹ 31,57,606
06 April 2021	₹ 30,43,087
07 April 2021	₹ 29,56,175
08 April 2021	₹ 27,30,834
09 April 2021	₹ 28,05,271
10 April 2021	₹ 26,08,451
11 April 2021	₹ 29,63,639
12 April 2021	₹ 29,44,822
13 April 2021	₹ 28,12,689
14 April 2021	₹ 27,44,763
15 April 2021	₹ 27,89,945

Numerical type : Range : 13.4 to 14.8

20. The figure represents a bubble chart for mobiles, where X-axis represents the Volumes, Y-axis represents the Revenues, and the size of the bubble represents the average days of inventory. Select the option/s that is/are **Correct**: (week 5/6)



- a. Reduce the inventory for the SKU with 24 as average days of inventory
- b. Increase the inventory for the SKU with 24 as average days of inventory
- c. SKU with 24 is an Outlier and hence removes it from analysis.
- d. Both Reduce the inventory for the SKU with 24 as average days of inventory & SKU with 24 is an Outlier and hence remove it from analysis.
