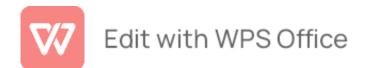
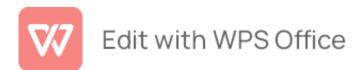
- 1. __ is someone or a business that sells products & services to consumers for their personal or family use?
 - a. Customer
 - b. Retailer
 - c. Manager
 - d. Salesman
- 2. which of the following is not part of retail supply chain management?
 - a. Merchandise planning
 - b. Sourcing
 - c. Partnership Management
 - d. Selling
- 3. which of the following are features of bank reconciliation statement?
 - a. Controls and checks the correctness of the records maintained by the bank & business
 - b. Provides the cash date to be adjusted in the balance sheet after reconciliation
 - c. Shows any undue delay in the clearance of cheques
 - d. All of the above
- 4. which of the following is not a retail format?
 - a. Ownership
 - b. Store-Based
 - c. Non-store
 - d. None of the above
- 5. A supply network is characterized by players who work together to reduce cycle times and costs, share information, build strategies together. What do they collectively form?
 - a. Recycle enterprise
 - b. Retailer enterprise



- c. Supply enterprise
- d. Consumer-oriented enterprise
- 6. In Retailing, COGS stands for?
 - a. Cost Of Goods Sold
 - b. Cost Of Goods and Services
 - c. Cost for Goods Sold
 - d. Cost for Goods and Services
- 7. __ consists of the factors in the company's immediate environment that affects the performance of the company. These include the suppliers, marketing intermediaries ,competitors, customers and public
 - a. Micro Environment
 - b. Macro Environment
 - c. Plant Environment
 - d. Factory
- 8. In a company, decision to hire a legal advisor to validate the legal terms included in a procurement are better to be taken by
 - a. Executives
 - b. Middle Management
 - c. Senior Management
 - d. None of the above
- 9. Which of the following are used in determination of total cost of ownership(TCO)?
 - a. Basic price
 - b. Operating cost
 - c. Interest on investment
 - d. All of the above



- 10. ___ are the different steps taken by Infosys as a part of infosys role in sustainability
 - a. Carbon calculation and interfacing
 - b. Carbon measuring prototype
 - c. Web application for carbon emissions from employee cars
 - d. All of the above
- 11. What is an organized group of employees who come together to strengthen their bargaining?
 - a. Job description
 - b. Welfare Committee
 - c. Outside Union
 - d. Trade Union
- 12. __ is an IBM proprietary architecture
 - a. Local Area Network
 - b. Wide Area Network
 - c. Distributed Network Architecture
 - d. System Network Architecture
- 13. Performance appraisal helps in identifying the __?
 - a. Training needs
 - b. Promotion policy
 - c. On the job training
 - d. Development requirements
- 14. The process of measuring the quality of policies, programs, products, rules and other measures of an organization against the standard measures or against the other companies is termed as?
 - a. Analysis



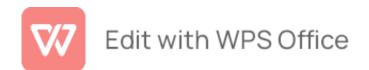
- b. Testing
- c. Quality check
- d. Benchmarking
- 15. The minimum number of shareholders needed to form a public limited company? (if its private then 2)
 - a. 3
 - b. 5
 - c. 7
 - d. 9
- 16. Declaration of any term in contract as void under the local law, shall not affect the other terms in the contract is implied by __ in procurement contracts
 - a. Contract Adjustment
 - b. Voidability
 - c. IP Rights
 - d. Confidentiality
- 17. ___ is not an element of inventory cost
 - a. Ordering Cost
 - b. Item Cost
 - c. Transit Cost
 - d. Holding Cost
- 18. ___ is necessary to identify optimum level of effort required to define operations?
 - a. Effort Estimation
 - b. Resource utilization
 - c. Productivity
 - d. On time delivery



- 19. The maximum no. of shareholders who can invest in a private limited company are?
 - a. 25
 - b. 50
 - c. 75
 - d. 100

Ans) → 50 (as per video) 200 at present

- 20.___ is a form of control to check the accuracy of the records maintained by the bank & business
 - a. Bank reconciliation statement
 - b. Profit and loss account
 - c. Balance sheet
 - d. Fund flow statement
- 21. Which of the following is a client and customer metrics?
 - a. Resource utilization
 - b. Seat utilization
 - c. Productivity
 - d. On time delivery
- 22. A request to purchase a material, internally within an organization is placed using?
 - a. Request for quotation
 - b. Purchase requisition
 - c. Purchase order
 - d. None of the above
- 23. ___ is the process of estimating tracking and controlling product and service costs
 - a. Cost accounting
 - b. Cost center accounting

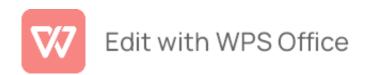


- c. Price control
- d. Pricing
- 24. A firm's financial position directly affects the market price of its shares. Hence _ are the lookout for this information because of which major companies declare their numbers with much fanfare
 - a. Customers
 - b. Quality management
 - c. Shareholders
 - d. Managers
- 25. Which of the following is/are core functions of an ERP?
 - a. Integration of various enterprise functions
 - b. Data extraction and transformation
 - c. Optimizing the business process execution through better coordination
 - d. Analysis of better business models for expedited growth
- 26. ___ is determining appropriate storage location for merchandise
 - a. Receiving
 - b. Putaway
 - c. Order processing
 - d. Picking
- 27. Which of the following relatively may not be a Sensitive personal Information?
 - a. Aadhar number
 - b. Religion
 - c. Employee ID
 - d. Biometrics



28. W	Vhich	of the	following	is ste	o in	consumer	decision	process?
		00	101101111119	.0 0 0	•	Concamo	accidion	proces.

- a. Unforeseen problems
- b. Information give out
- c. Stimulus
- d. None of the above
- 29. Creation of quotation or order, updating order statuses are generally the functions of?
 - a. Front office applications
 - b. Financials
 - c. Logistics and fulfilments
 - d. Suppliers
- 30. Users are permanently connected through?
 - a. Connectionless Networks (CLNS)
 - b. Internet Protocol Networks (IPN)
 - c. Intelligent Network (IN)
- 31. Prepaid expenses are categorized as ____
 - a. Current Liabilities
 - b. Current Assets
 - c. Fixed Assets
 - d. None of the above
- 32. DDSN in role of technology for SCM, stands for ?
 - a. Demand Driven Supply Network
 - b. Demand Dedicated Supply Network
 - c. Demand Dictated Supply Network
 - d. Differential Demand Suuply Network



- 33. Price Tagging of an end product can be done at?
 - a. Vendor location
 - b. Retail store
 - c. Distribution centre
 - d. All of the above
- 34. Which of the following are the main sectors in health care industry?
 - a. Pet care
 - b. General merchandise
 - c. Household care
 - d. Baby foods (personal care)
- 35. ___ is used to simplify interconnection of LAN
 - a. Ethernet Bridge
 - b. Ethernet Address
 - c. Ethernet Repeater
 - d. Ethernet Switch
- 36. ___ is the expenditure incurred in one accounting year and the benefits from which is also enjoyed in the same period only. This expenditure does not increase the earning capacity of the business but maintains the existing earning capacity of the business. It includes all the expenses which are incurred during day to day running of business
 - a. Revenue Expenditure
 - b. Value Expenditure
 - c. Debit value expenditure
 - d. None of the above
 - 37. Which of the following is a primary aim of sourcing step in procurement?
 - a. Best cost country buy



- b. Material requirement planning
- c. Production planning
- d. Strategic global decision
- 38. ___ is a set of rules to manage business process management programs and initiatives
 - a. Process reports
 - b. Process Governance
 - c. Business code
 - d. Operations code
- 39. In _ samples are tested at a time interval of t times
 - a. Cluster Sampling
 - b. Random sampling
 - c. Systematic random sampling
 - d. Random stratified sampling
- 40. Which of the following is not a fixed asset?
 - a. Company's bank balance
 - b. Office desktops
 - c. Company's infrastructure
 - d. Office space
- 41. ___ takes care of identifying customer for products and developing products as per customer needs. It also decides on the price, based on the understanding of what customers will be willing to pay for the products. It also tries to convince customers to buy the product through detailed advertising and promotion strategies
 - a. Marketing
 - b. Servicing
 - c. Sales
 - d. Feedback



- 42. __ is the money obtained frm the sale of goods, interest on deposits, dividends on investments?
 - a. Credit Note
 - b. Discount voucher
 - c. Debit note
 - d. Revenue Receipt
- 43. Which of the following is not part of SCM processes?
 - a. Procurement
 - b. Sales
 - c. Transformation and Distribution
 - d. Customer relationship
- 44. The workforce needed in a manufacturing plant is supplied by __ department
 - a. Sales
 - b. Human Resources
 - c. Purchasing
 - d. Production
- 45. __ and __ is a precursor for any company to increase supply chain efficiencies
 - a. Employee management and welfare
 - b. Data consistency and integrity
 - c. Employee bonus and hike
 - d. Cost cutting and productivity (doubt)
- 46. __ is a listing of all sub-assemblies, intermediates, parts and raw material that go into apparent assembly showing the quality of products to make one unit of parent assembly
 - a. Plant stock



- b. Factory product
- c. Bill of material
- d. Outlet product
- 47. which of the following are key product issues in manufacturing industry?
 - a. Proliferation of end products
 - b. Mass customization
 - c. Innovation lead in the market
 - d. All of the above
- 48. which of the following is not an element of procurement contracts?
 - a. Delivery terms
 - b. Warranties
 - c. Material/service specifications
 - d. Proforma invoices
- 49.__ is a position statement as it refers to a particular date. It is also referred to as statement of sources and application of funds. It informs about the various sources used by the organization which are technically known as liabilities to raise the funds known as assets
 - a. Balance sheet
 - b. Credit invoice
 - c. General ledger
 - d. Debit invoice
- 50. __ refers to retailer assessing what and how much to stock
 - a. Retailing
 - b. Stock keeping
 - c. Stock piling
 - d. Merchandising



- 51. __ is the address used to send a packet to any one of a group of nodes
 - a. Unicast
 - b. Bicast
 - c. Multicast
 - d. Anycast
- 52. __ includes the assets and capital investments that are needed to start up and conduct business, even at a minimal stage. These assets are considered fixed which are not consumed or destroyed during the actual production of a good or service but have a reusable value
 - a. Current liabilities
 - b. Fixed Capital
 - c. Financial Planning
 - d. Capital Expenditure
- 53. which of the following can be considered as a shadow issue in an organization as part of TC (Theory of constraints) consulting framework
 - a. Strategy and plans
 - b. Sales turnover
 - c. Regular quality complaints
 - d. Governance issues resulting in employee dissatisfaction
- 54. __ is an integrated approach to identifying, acquiring and retaining customers
 - a. Discount
 - b. Giving away offers
 - c. Communication
 - d. CRM
- 55. ___ helps in isolation and unmasking real cause of problems



- a. Stratification
- b. Bubble chart
- c. Box Plot
- d. Correlation analysis
- 56. BCD Ltd. Handles maintanance services for ABC motor corporation which manufactures 4-Wheelers and also services them. One of ABC's customers had approached BCD Ltd for a tyre replacement and the vehicle falls under warranty period. BCD Ltd registers customer's request and assigns a service executive considering the customer's warranty period. What is the next step in resolving customer's issue as part of Enterprise CRM cycle?
 - a. Back office responses
 - b. Front office responses
 - c. Operations
 - d. Finance
- 57. Which of the following statement is true regarding sales order (SO)?
 - a. SO is a seller generated document that authorizes the sale of specified items
 - b. SO is issued after the receipt of a customer's purchase order
 - c. SO will give all the details about the ship to address of the customer, tax details, shipping details etc
 - d. All of the above options
- 58. Law requires most of the companies to follow __ method of accounting\
 - a. Accrual
 - b. Cash
 - c. Revenue
 - d. Cost
- 59. Supply chain planning comprises of?
 - a. Demand forecasting



- b. Inventory planning
- c. Transportation scheduling
- d. All of the above
- 60. Shareholders of a firm are interested in the Financial statements of the company due to which of the following reasons?
 - a. Firm's financial position directly affects the market price of it's shares
 - b. Shareholders want to know what dividend they can expect
 - c. Shareholders want ti find out if they should continue to invest in the company
 - d. All of the above
- 61. Which of the following credit term is a secured payment term wherein the customer's bank undertakes the risk on the transaction and guarantees payment to the supplier?
 - a. Open credit
 - b. Letter of credit
 - c. Sight draft
 - d. Payment upon delivery
- 62. Which of the following is the accounting rule for Nominal Account?
 - a. Debit what comes in , Credit what goes out
 - b. Debit the receiver Credit the giver
 - c. Debit all expenses and losses, Credit all incomes and gains
 - d. None of the options
- 63. What are Accounts Payable?
 - a. Amount owed to suppliers
 - b. Amount owed to customers
 - c. Amount owed to manager
 - d. All of the above



64. Which of the following statement/statements is/are true for Accounts payable?

- a. AP is the money due to supplier who have supplied goods on credit
- b. AP is a liability to the company
- c. AP arises in the books of accounts because accrual method of accounting
- d. All of the above
- 65. A ___ account talks about properties and assets?
 - a. Nominal Account
 - b. Personal Account
 - c. Impersonal Account
 - d. Real Account
- 66. The __ describes the movement of cash in the business
 - a. Cash flow statement
 - b. Profit and loss statement
 - c. Balance sheet
 - d. Fund flow statement
- 67. Why is Financial Accounting required?
 - a. To find out if the business is making profit or loss
 - b. To find out financial position of the company
 - c. To find out what are the business debts and liabilities
 - d. All of the above
- 68. __ are sent to remind the customers of payment if they fail to pay on time
 - a. Invoices
 - b. Purchase Orders
 - c. Dunning letters



- d. Letter of credit
- 69. __ is/are the amount of money a company owes such as accounts payable, short-term loans and accrued expenses, which are due for payment within a year
 - a. Current Liabilities
 - b. Current Assets
 - c. Credit Invoice
 - d. Debit Invoice
- 70. The economic entry Assumption in Financial accounting states that ____
 - a. Only the transaction data that can be expressed in terms of money should be included in the accounting records
 - b. The Business is separate from the owner's business transactions & is a separate entity.
 - c. The Business will continue in operation long enough to carry out existing obectives
 - d. None of the options
- 71. For ensuring the delivery of a particular product quantity within a particular time and at a particular price, ___ is used
 - a. Sales quotation
 - b. Credit invoice
 - c. Inquiry form
 - d. Debit invoice
- 72. Service Representative visiting a customer can be termed as ___ support in CRM
 - a. Level 4
 - b. Level 3
 - c. Level 2
 - d. Level 1



- 73. The movement of goods between main Warehouse to outside storage is called ___
 - a. In-Transit inventory
 - b. External inventory
 - c. In-house inventory
 - d. None of the above
- 74. ___ is the case where the CRM is hosted and run by the systems within the company
 - a. On-premise CRM
 - b. Off-premise CRM
 - c. Outer premise CRM
 - d. Inner premise CRM
- 75. In terms of Transactional processes in Quality measurement, Accuracy (%)=?
 - a. Number of correctly uploaded fields / Total number of fields updated
 - b. Total number of fields updated / Number of correctly uploaded files
 - c. Number of correctly uploaded fields Total number of fields updated
 - d. Number of correctly uploaded fields + Total number of fields updated
- 76. Which of the following is a Fixed Asset?

Office Space

77. ___ can be classified as accounts receivables?

Customer payments

78. Which of the following is an investment decision?

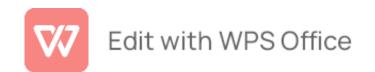
Acquiring a startup

79. In Telecom and Datacom, DSL is __?

Digital Subscriber Line



80. Billing system in Telecom relies on __? Signaling system 81. Baud is a unit of __ **Circuit Speed** 82. The TCP/IP Stack has __ layers ? 4 83. MES stands for? **Manufacturing Execution Systems** 84. PAC stands for ? **Production Activity Control** 85. CSAT stands for __? **Customer Satisfaction** 86. Which of the following is a Business Metric? **Resource Utilization** 87. $\underline{}$ is a ability of process to meet the customer's specifications? **Process Capability** 88. ___ calculates the short time plans for manufacturing resources, typically on a weekly basis. **Capacity Requirements Planning**



89. __ is produced to provide for known patterns of seasonal demand and planned

promotions.

Build Stock

90. Which of the following calculations will help in tracking the income statement of a Retailer?

All of the above

- 91. __ implies different from existing ideas/inventions, which is one of the criteria to be met in identifying patents of an organization
 - a. Novelty
 - b. Usefulness
 - c. Non obviousness
 - d. Copymark
- 92. What is Quarter moon lighting?
 - a. Difficulty in time keeping
 - b. Part time job during off hours
 - c. Flexi time in one quarter of year
 - d. Flexi timing
- 93. _ is a product of intellect which has a commercial value
 - a. Intellectual Asset
 - b. Intellectual Property
 - c. Intellectual Methodology
 - d. None of the above
- 94. In Telecom and Datacom, TDM is __?

Time Division Multiplexing

95. __ is a method to determine replenishment order quantities to minimize

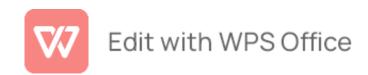


- a. Economic Order Quantity
- b. Equated Order Quantity
- c. Estimated Order Quantity
- d. Ergonomic Order Quantity
- 96. Which of the following is a type of analysis used in Strategic Sourcing?
 - a. PESTLE
 - b. SWAT
 - c. McKennsey
 - d. PORT
- 97. Which of the following is/are the ideals of CRM in terms of relationship with customer?
 - a. Long term
 - b. Co-operative
 - c. Transactional
 - d. Short-interval
- 98. What is the process of forecasting an organization future demand for and supply of the right type of the people?
 - a. Market analysis
 - b. Human Resource Planning
 - c. Recruitment
 - d. Forecasting
- 99. What is the major technology being piloted and tested which helps the manufactures to trace the position of goods on a real time basis in the supply chain?
 - a. RFID (Radio Frequency Identification Device)
 - b. BRID (Bluetooth Range Identification Device)
 - c. WID (Wireless Identification Device)



- d. IRFID (Infra-Red Frequency Identification Device)
- 100. In Warehouse Management, ASN implies?
 - a. Advanced Shipping Notice
 - b. Advanced Supply Notice
 - c. Asset Supply Notice
 - d. Asset Shipping Notice
- 101. NRF stands for?
 - a. National Retail Federation
 - b. National Retail Forum
 - c. National Retail Function
 - d. None of the above
- 102. What do the terms LIFO & FIFO represent?
 - a. Inventory Valuation Methods
 - b. Revenue Recognition Methods
 - c. Capital Budgeting Methods
 - d. None of the above
- 103. __ is also known as IP-in-IP in Telecom and Datacom

 Tunneling
- 104. In telecom and datacom ESP stands for?
 - a. Encapsulated Security Protocol
 - b. Encapsulated Service Protocol
 - c. Encapsulated Security Payload
 - d. Encapsulated Service Payload



105.		If a purchase is made from a supplier on credit, which account is debited?					
	a.	a. Purchases					
	b.	Accounts Payable					
	c.	Accounts receivable					
	d.	. All of the above					
106. pa	ys t	_ is the mutually agreed price of the products or services that the Buying firm the Supplier					
	a.	Contract price					
	b.	Market price					
	c.	Retail price					
	d.	Wholesale price					
107.		_ deals with presentation of merchandise, store and window displays for gain					
		Visual Merchandising					
108. Pro	ocur	is one of the main factors to be considered during payments for finished rement					
	a.	Credit Period (doubt)					
	b.	Freight Taxes					
	c.	Goods Quality					
	d.	Additional Taxes					
109. ins	stea	consumes the acquired goods or services for direct use or ownership, d of resale or use in production					
		Consumer					
110.		Which of the following is/are metrics for Transportation Costs Minimization?					
	a.	Minimizing empty miles					



b. Maximizing route diversions

- c. Fleet utilization
- d. Manpower utilization

111. Which of the following statements is not true related to Depreciation on Fixed asset?

- a. Depreciation is a cash expense
- b. Depreciation is the systematic allocation of depreciable cost of an asset over it's useful life
- c. Depreciation is claimed on the asset as the value of an asset reduces due to wear and tear
- d. None of the options
- 112. __ is the primary function of Internet Layer in TCP/IP

Packet Routing

113. A company has earned profits in a quarter increasing its share value in the market. The company decides to approach the banks around and raise significant funds by mortgaging few of its assets for a better growth in the upcoming quarters. This decision of the company can be termed as decision.

Investment

- 114. As per the matching principle of Accounting, Expenses should be matched with?
 - a. Losses
 - b. Profits
 - c. Revenues
 - d. Costs
- 115. __ implies "In practice but not necessarily bound by law"

De Facto

116. __ is a collective insight into Customer's needs, wants, preference and perception gained through direct and indirect questions



Voice of Customer

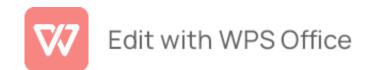
117. Which of the following phases involves generating confidence in the employee to open up and frankly shares their perceptions,

Rapport building

- 118. Which of the following is not an INCO term
 - a. EXW
 - b. DAT
 - c. CFR
 - d. None of the above
- 119. Which of the following can be considered a Data Privacy Breach
 - a. Storing P1 1 of other Data Subjects without Subject's knowledge
 - b. Reporting E-mail phishing incidents
 - c. Sharing Company's address in trusted applications
- 120. __ is a document that reduces Amount payable to a vendor

Credit Note

- 121. __ is used to analyze firm's turnover?
 - a. Fixed Assets
 - b. Income Statement
 - c. Balance Sheet
 - d. Current Assets
- 122. Which of the following is not a Profitability ratio
 - a. Gross profit ration
 - b. Net profit ratio



- c. Earning per share ratio (doubt)
- d. Operating profit margin ratio
- 123. Which of the following is not a Pricing Type
 - a. Markup Pricing
 - b. Hi-Lo pricing
 - c. Gross Margin
 - d. None of the above
- 124. Which of the following are types of suppliers in CPG Industry
 - a. Material and Parts
 - b. Business Services
 - c. Capital items
 - d. Industrial Suppliers
- 125. __ considers the Master Production Schedule, the parts required to make the product ,inventory available and calculates the quantity required for each part

Material requirement planning

126. Which department processes the supplier invoices in a timely and efficient manner

Payables Department

- 127. __ is the money invested by the company to carry out its day to day activities
 - a. Working Capital
 - b. Current Assets
 - c. Current Liabilities
 - d. None of the options



128. Which among the following are the characteristics of ERP system

All of the above / doubt

129. __ gives an idea of the current assets, liabilities and capital owned by an organization

Balance Sheet

130. The minimum number of shareholders needed to form a private limited company?

2

- 131. Ranking different products available in the market for a specific purpose can be termed as __ step in Customer Buying Behaviour
 - a. Need Arousal
 - b. Information Search
 - c. Evaluation of Alternatives
 - d. Pre-Purchase Decision
- 132. Which of the following is not a Revenue Recognition Method?

Cost Revenue Method

- 133. ABC Ltd. Is a consultancy service provider. Which of the following functions of ABC can be termed as part of Value Addition cycle?
 - a. Billing clients
 - b. Providing health facilities to employees
 - c. Recruiting new employees
 - d. None of the above
- 134. __ is a methodology to evaluate various elements of HRD?

HRD Audit



135. Which of the following is a Soft S element is considered in McKinsey 7S Framework?

Staff

- 136. Which of the following Store Attributes affect the consumer's choice?
 - a. Product Assortment
 - b. Atmospherics
 - c. Customer service
 - d. All of the above
- 137. What is DNA?

Distributed Network Architecture

138. The __ has been a primary cause for the growth of personal data communications. The arrival of the __ allowed users to connect to remote information services.

WWW(World Wide Web) / doubt

139. In Telephony,__ is a procedure which takes place between network nodes involving the exchange of information for the purpose of setting up,controlling and ending an event.

Signalling

140. Store management has three distinct aspects- Store Resource Management, Store infrastructure Management and Sales & Services Management

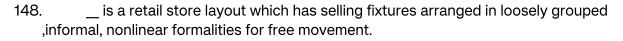
TRUE

141. Two commonly known accounting methods for recording revenue

cash basis of accounting and Accural basis of accounting



142 refers to the action plans or procedures followed to achieve an aim. It is a statement or a series of statements which outline what the organisation wants to achieve in the long-term. Strategy
143 is defined as "Product of the intellect that has commercial value. This may include proprietary software ,hardware ,designs ,copyrights etc Intellectual property
144represent the different types of economic resources owned by a business Assets
145. Privacy is about giving an individual the ability to choose which about him or her may be disclosed with whom and for what purpose personal information
146. The action or business of promoting and selling products or services, including market research and advertising is known as Marketing
 147. Which of the following is/are steps of a regular O2C cycle a. Enter Order b. Picking c. Payment Receipt



d. Book order



- a. Grid layoutb. Free-flow layout
- c. Loop layout
- d. Soft Aisle layout
- 149. __ is the primary and mandatory responsibility of a CPG company?

Marketing of the product

- 150. Direct Procurement of Raw Materials for consumption occur in _____

 Industrial Set-up
- 151. Referring the career development cycle, which of the following is the stage begins when a new employee joins an organisation exist between what the organisation is and what the ideal organization should actually be?

Establishment stage

152. __ is a common way to measure Forecast errors

Mean Absolute Deviation

153. User Datagram Protocol (UDP) is a?

Internet Protocol

154. An OCTET is ?

8 bits

155. "R" in SMART target implies __?

Relevant

156. __ is held to protect against uncertainties in demand, supply and lead-time in inventories

Safety Stock



- 157. __ is done to understand, reduce/optimize the procurement costs

 Spend Analysis
- 158. ABC Ltd a Fabrication company have recruited 500 fresh recruits who are to join tomorrow and complete an ent.....their joining date. Which of the following HR processes are to be performed further?
 - a. Recruitment
 - b. Onboarding
 - c. Employee engagement
 - d. Employee exit
- 159. __ is the process of tracking inventory through a lot number

Lot control

160. In telecom and datacom CON is

Connection Oriented Network

161. INCO term CFR stands for

Cost and Freight

162. __ are the costs associated with determining the degree to which product conforms to its specifications

Appraisal cost

- 163. In case of direct order which of the following options can sales department adopt
 - a. Reject order
 - b. Hold order



- c. Process enquiry
- d. Won order
- 164. __ is a graph that is used to study the process changes plotted along time order

Control chart

165. In manufacturing VMI stands for __?

Vendor managed inventory

- 166. PQR Ltd is a Finance corporation providing its services in tracking and reporting financial transactions of ABC Ltd. Which of the following are the steps to be followed post creating journal entries and before period close? (multi-choice question)
 - a. Record journal entries
 - b. Post journal entries to Ledgers
 - c. Conversions and Re-valuations
 - d. Run Trial Balance
- 167. Selling is the act of _ a customer to buy a product or service
 - a. Monitoring and observing
 - b. Persuading or influencing
 - c. Forcing
 - d. All the above
- 168. Which of the following is not a type of Forward Auction
 - a. English
 - b. Japanese
 - c. Yankee
 - d. European



- 169. Which of the following determines the Procurement process of a Business?
 - a. Procurement volume
 - b. Degree of specialization in the procurement
 - c. Quality factor
 - d. All of the above
- 170. ABC Ltd. A Petro chemical manufacturer produces LPG for domestic purposes. Ethylene is needed as a refrigerant for LPG. A customer had approached ABC for delivery of 100 cylinders of LPG. Assuming that a need of Ethylene procurement has also been identified internally to ABC, which of the following is the correct sequence of SCM steps to be followed for this process? (S.O Sales Order, P.O Purchase Order, P.R -Purchase Requisition, G.R Goods Receipt)
 - a. S.O, P.O, G.R, LPG Production, Picking, Packing, Shipping and Billing
 - b. S.O, P.R, P.O, G.R, LPG Production, Picking, Packing, Shipping and Billing
 - c. P.R, P.O, G.R, LPG production, S.O, Picking, Packing, Shipping and Billing
 - d. P.O, G.R, LPG Production, S.O, Picking, Packing, Shipping and Billing

