

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. Which of the following is step in consumer decision process?

- 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 from 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 quantity 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 maintenance 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 its shares
- b. Shareholders want to know what dividend they can expect
- c. Shareholders want to 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 objectives
 - 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. __ 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. Purchases
 - b. **Accounts Payable**
 - c. Accounts receivable
 - d. All of the above
106. ___ is the mutually agreed price of the products or services that the Buying firm pays to 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. ___ is one of the main factors to be considered during payments for finished Procurement
- a. **Credit Period** (doubt)
 - b. Freight Taxes
 - c. Goods Quality
 - d. Additional Taxes
109. ___ consumes the acquired goods or services for direct use or ownership, instead 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 its 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



Edit with WPS Office

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

144. ___ represent 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**

148. ___ is a retail store layout which has selling fixtures arranged in loosely grouped ,informal, nonlinear formalities for free movement.



- a. Grid layout
 - b. 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

