

CONTINUE

00:59:48



Name: DEMO\_BUI\_NAME

CRN: DEMO\_BUI

Business Insights



# Pre-Requisite Competencies

## Business Insights

### INSTRUCTIONS

Carefully read the following instructions before attempting the test:

- |    |  |
|----|--|
| 1. | The total duration of the test is <b>1 hour</b> . No specific time is allocated to individual questions, and questions may be attempted in any sequence. |
| 2. | All questions are compulsory. Each question carries <b>02 marks</b> .  |
| 3. | There is no negative marking.  |
| 4. | The requirement of each question should be read carefully before selecting your answer.  |
| 5. | Your answers are saved automatically when you navigate between questions. You may also click <b>SAVE</b> , <b>NEXT</b> , or <b>BACK</b> to ensure your   |

CONTINUE

00:59:31




# Business Insights

## INSTRUCTIONS

Carefully read the following instructions before attempting the test:

- |    |  |
|----|--|
| 1. | The total duration of the test is <b>1 hour</b> . No specific time is allocated to individual questions, and questions may be attempted in any sequence.                     |
| 2. | All questions are compulsory. Each question carries <b>02 marks</b> .  |
| 3. | There is no negative marking.  |
| 4. | The requirement of each question should be read carefully before selecting your answer.  |
| 5. | Your answers are saved automatically when you navigate between questions. You may also click <b>SAVE</b> , <b>NEXT</b> , or <b>BACK</b> to ensure your answer is saved.      |
| 6. | You are not allowed to open or use any other application or website during the exam.   |
| 7. | Discussion with any other student during the exam is strictly prohibited. If you have any confusion or queries, please contact the nearest invigilator or centre supervisor. |

CONTINUE

**Question: 1/25** **Marks: 02** **NEXT** **SAVE** **END** **Overview** **00:55:15**   
**Name: DEMO\_BUI\_NAME** **CRN: DEMO\_BUI** **Business Insights**

\_\_\_\_\_ refers to the number of subordinates a superior can effectively manage.

**Selection** **Option(s)**

- Tall structure
- Short structure
- Control ratio
- Span of control

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Question: 2/25  
Marks: 02

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Overview

1 2 3 4 5 6 7 8 9 10

00:54:44

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

The key feature of real-time processing is that:

Selection Option(s)

- it acts as a main instrument for character recognition
- transactions are stored before being processed
- it uses magnetic devices to produce complex results
- the master file is updated immediately after each transaction

**Question: 3/25** **Marks: 02** **BACK** **NEXT** **SAVE** **END** **Overview** **00:54:20**  
**Name: DEMO\_BUI\_NAME** **CRN: DEMO\_BUI** **Business Insights**

\_\_\_\_\_ is an unbroken line of authority that extends from the top of the organization (e.g., a CEO) all the way down to the bottom.

- | Selection             | Option(s)        |
|-----------------------|------------------|
| <input type="radio"/> | Chain reaction   |
| <input type="radio"/> | Span of control  |
| <input type="radio"/> | Hierarchy        |
| <input type="radio"/> | Chain of command |

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Question: 4/25  
Marks: 02

BACK NEXT SAVE END

Overview

1 2 3 4 5 6 7 8 9 10

00:54:12

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

The products that are widely available to consumers and are frequently purchased, and easily accessible are called:

Selection Option(s)

- convenience products
- industrial products
- shopping products
- specialty products

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Question: 5/25  
Marks: 02

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Overview

1 2 3 4 5 6 7 8 9 10

00:54:03

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

The main objective of conventional banking is to:

Selection Option(s)

- generate profit by charging higher interest rates on loans than those paid to depositors
- provide loans only on a profit-sharing basis with customers
- promote charitable and welfare activities without expecting any return
- eliminate all forms of interest from financial transactions

Which of the following is **NOT** a type of on-the-job training?

Selection Option(s)

- Apprenticeships
- Orientation
- Simulation
- Job instruction manuals

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Question: 7/25  
Marks: 02

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Overview

3 4 5 6 7 8 9 10 11 12

00:53:51

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

A company has two divisions. In division I, products are manufactured and then transferred to division II for packaging. This is an example of:

Selection Option(s)

- product based structure
- customer based structure
- geographical based structure
- process based structure

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Question: 8/25  
Marks: 02

BACK NEXT SAVE END

Overview

4 5 6 7 8 9 10 11 12 13

00:53:45

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Which of the following is **NOT** the use of an information system?

Selection Option(s)

- It assists in performance measurement by comparing actual activity with the budgeted activity
- It assists in controlling that processes are implemented as planned
- It assists in making accurate decisions
- It assists in planning the allocation of resources

**Question: 9/25** **Marks: 02** **BACK** **NEXT** **SAVE** **END** **Overview** 5 6 7 8 9 10 11 12 13 14 00:53:33 Business Insights

\_\_\_\_\_ is a systematic approach of identifying and satisfying consumers' needs.

- | Selection             | Option(s)  |
|-----------------------|------------|
| <input type="radio"/> | Accounting |
| <input type="radio"/> | Selling    |
| <input type="radio"/> | Branding   |
| <input type="radio"/> | Marketing  |

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Question: 10/25  
Marks: 02

BACK NEXT SAVE END

Overview

6 7 8 9 10 11 12 13 14 15

00:53:26

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

The primary purpose of a VPN (Virtual Private Network) is to:

Selection Option(s)

- provide free internet access to users
- increase internet speed
- connect private networks over a public network securely
- replace all networking equipment

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The ideal duration of a human resource plan is:

- | Selection             | Option(s)            |
|-----------------------|----------------------|
| <input type="radio"/> | three to five years  |
| <input type="radio"/> | below three years    |
| <input type="radio"/> | three to seven years |
| <input type="radio"/> | over three years     |

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Question: 12/25  
Marks: 02

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Overview

8 9 10 11 12 13 14 15 16 17

00:53:11

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Which **TWO** of the following are characteristics of the functional organization structure?

Selection Option(s)

- There is highly effective interdepartmental coordination and communication
- There is less duplication of tasks
- People in each function have comparable skills and perform similar tasks
- People are specialized in their particular function

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Question: 13/25  
Marks: 02

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Overview

9 10 11 12 13 14 15 16 17 18

00:52:26

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

The shareholders elect a \_\_\_\_\_ to govern and handle the overall management of the company.

Selection Option(s)

- Board of Stakeholders
- Council
- Committee
- Board of Directors

Which of the following is an advantage of sole proprietorship?

Selection Option(s)

- A sole proprietor is exempt from government regulations on doing business
- A sole proprietor can enjoy greater flexibility and direct control
- A sole proprietor's liability is limited to the assets of the business only
- A sole proprietor is in a better position to borrow funds at concessional interest rates

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Question: 15/25  
Marks: 02

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Overview

11 12 13 14 15 16 17 18 19 20

00:50:21

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Which of the following **TWO** techniques would result in effective goal setting?

Selection Option(s)

- Senior management sets the goals and then communicates them to each level of employment
- Set boundaries within which goals need to be achieved
- Develop a system that can provide feedback on the achievement of goals
- State goals in a positive statement

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Question: 16/25  
Marks: 02

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Overview

12 13 14 15 16 17 18 19 20 21

00:49:28

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

The objectives of an organization are generally found in:

Selection Option(s)

- vision and mission statements of the company
- financial statements of the company
- employees' appraisal forms
- minutes of the meetings of the board of directors

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Which of the following is **NOT** a feature of a limited company?

Selection Option(s)

- Its owners have unlimited liability
- It has a separate legal identity from that of its owners
- It can raise funds by issuing shares
- It is subject to increased government restrictions

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Question: 18/25  
Marks: 02

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Overview

14 15 16 17 18 19 20 21 22 23

00:49:03

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Which of the following is a disadvantage of a partnership?

Selection Option(s)

- The process of forming of partnership is usually complex
- Each partner has to contribute an equal amount of capital
- The process of dissolution of a partnership is usually complex
- The partnership business is subject to strict government regulations

19°C Mostly clear

Search

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Question: 19/25  
Marks: 02

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Overview

15 16 17 18 19 20 21 22 23 24

00:48:56

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI

Business Insights

Which **TWO** of the following are examples of Social-work organizations and charities?

Selection Option(s)

- Non-profit organization
- Commercial organization
- Private organization
- Club and societies

19°C Mostly clear

Search

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Which of the following is **NOT** a core value in a business organization?

- | Selection             | Option(s)                         |
|-----------------------|-----------------------------------|
| <input type="radio"/> | Accountability and Responsibility |
| <input type="radio"/> | Excellence and Innovation         |
| <input type="radio"/> | Welfare activities                |
| <input type="radio"/> | Integrity and Honesty             |

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Question: 21/25  
Marks: 02

BACK NEXT SAVE END

Overview

16 17 18 19 20 21 22 23 24 25

00:47:45

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Which of the following best defines globalization?

Selection Option(s)

- Creation of local trade systems
- Limiting businesses within national boundaries
- Expansion of trade and communication among nations
- Increasing integration of economies, cultures, and markets across the world

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Question: 22/25  
Marks: 02

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Overview

16 17 18 19 20 21 22 23 24 25


00:47:18

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Which of the following is **NOT** a feature of preference shareholders?

Selection Option(s)

- They are entitled to receive dividends before the distribution of any dividends to ordinary shareholders
- They are issued with a fixed rate of annual dividend
- They have a claim before ordinary shareholders to the assets of the company in the event of liquidation
- They enjoy more voting rights than ordinary shareholders

**Question: 23/25** **Marks: 02** **BACK** **NEXT** **SAVE** **END** **Overview** **00:46:18**  **Business Insights**

← 16 17 18 19 20 21 22 23 24 25 → **CRN: DEMO\_BUI**

Re-cycling of waste material is an example of \_\_\_\_\_ principle of social responsibility.

Selection Option(s)

- respect for basic human rights
- sustaining the environment for future generations
- sustaining the environment for future profits
- integrity

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Question: 24/25  
Marks: 02

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Overview

16 17 18 19 20 21 22 23 24 25

00:46:01

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

Debt financing is preferred over equity financing:

Selection Option(s)

- to avoid the sharing of voting rights
- to reduce the financial risk
- to avoid tax payments
- to reduce the losses

19°C Mostly clear

Search

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Question: 25/25  
Marks: 02

BACK NEXT SAVE END

Overview

16 17 18 19 20 21 22 23 24 25

00:45:54

Name: DEMO\_BUI\_NAME CRN: DEMO\_BUI Business Insights

\_\_\_\_\_ is a source of short-term finance that can be raised by means of selling outstanding sales invoices for cash to a third party at a discount.

Selection Option(s)

- Receivable factoring
- Bank overdraft
- Commercial paper
- Trade credit

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