	Programme	TYBBI	CE	MESTER V1	
	Title of the Paper	TURNAROUND		WIESTER VI	
	Name of the Paper setter	Prof Sarita G Nair			
	Question	Answer1	Answer2	Answer3	Answer4
1	Business characteristics	one time activity	Recurring and risky activity	Adventurous and enjoyable activity	Foolish activity
2	Business is a	Pure economic institution	socio -economic institution	welfare oriented institution	charitable institution
2	Business environment refers to	surrounding of business	physical boundaries of business	weather conditions of business	building boundary
	Business environment refers to	surrounding of business	business	Involves both production and	building boundary
4	Following is true of business	it is a economic activity	the degree of scale varies	distribution	all of the above
5	Following is the objective of business	Producing good quality of goods	Expand the business	Improve the image	all of the above
	-	Balance between profits ,		-	
6	Modern concept of business includes	customer satisfaction and society	Only society interest	Preserve and enhance customer well being	all of the above
	Internal growth strategies includes	Diversification and mergers	Mergers & takeovers	Diversification and intensification	liquidation
	Hero cycles has a subsidiary to manufacture cycle wheels and tubes is an	B 1 11 11			
	example of Foreign collaboration is an example of	Backward integration Internal growth	Forward integrations Turnaround	Mergers External growth	Amalgamations Diversification
	Combination of two or more companies in one company is called	Merger	Takeover	Internal growth	None of the above
	The acquisition of Rajasthan bank by ICICI bank is an example of	Merger	Takeover	Diversification	None of the above
	Extractive industry is classified as this type of industry	Primary	Secondary	Tertiary	Trade
	This competition in the market is due to availability of cheaper substitutes  Many organizations primarily decline due to this reason	Direct	Indirect	Monopoly	Oligopoly
		Falling sales	parties Adoption of fair trade	structure	adjustment
	Economic objective of the organization would include this	Profit earning	practices	Creation of employment opportunities	Raising general standard of living
	Contribution to the revenue of the country is this business objective	Economic	Social	Human	National
	This strategy aims at increasing the sale of present products in the presented market through aggressive promotion	Market development	Product development	Sales development	Market penetration
18	The firm may opt for Turnaround strategy in the following situations	Liquidity problem	High market share	Increase of profits	none of the above
	This strategy involves dropping of some of the products ,market, function is	Divorcificati	Turnaraund	Divertment	None of the characterist
	called as It involves integration of the economy with the world economy	Diversification Globalization	Turnaround Liberalization	Divestment DE financing	None of the above Localization
	, ,	Tariff	Taxes	Technological	Turnaround
22	The process of bringing about a revival in the firm's fortunes is termed as this	Turnaround management	Strategic management	Human resource management	Innovation
	This takes place when a company offers cash or securities in exchange for the		_		
	majority shares of another company  Company pursues this growth when they attempt to expand business in the sar	Liquidation Vertical growth	Turnaround Horizontal growth	Amalgamation Parallel growth	Acquisition Independent growth
	This is used as a survival strategy by an organization when it sells a business	vertical growth	nonzontal growth	Tarancigiowcii	macpenaent growth
	unit to another firm that will continue to operate it	Spin- Off	Divestment	Liquidation	Joint venture
	Development of human resources is this business objective  This function carries out marketing research , organizes advertising and	Economic	Social	Human	National
	product promotion	Accounts	Human resources	Marketing	Purchasing
	This involves moving toward the input of the present product	Circular integration	Horizontal integration	Backward Integration	Forward integration
	Firm diversifies into same business which is related to its existing business both in terms of marketing and technology	Conglomerate diversification	Modernization	Mergers	Concentric diversification
	Human activity directed towards producing or acquiring wealth through	congromerate diversification	Wodernization	Weigers	concentric diversification
	buying and selling of goods.	Industry	Business	Employment	Charity
	The term strategy is derived from the Greek word  The determination of the basic long term goals and adoption of course of	straight	strategos	streetego	sgreegos
	action	policy	strategy	vision	mission
	Any part of a business organization which is considered unique for strategic	SBU	SOHO	SWOT	STU
	management purpose  Making a company profitable against was proposed by this person	Maslow	Adam Smith	P.H.Collin	P. H Hugo
		Market development	Market penetration	Product development	Diversification
	Firm diversifies into same business which is related to its existing business	Caralana di maifinatia		Marrara	Cdui- diifiti
	both in terms of marketing and technology  When two or more companies decide to establish a new enterprise by	Conglomerate diversification	Modernization	Mergers	Concentric diversification
37	participating in equity capital and in business operations	Acquisition	Takeover	Mergers	Joint venture
	This is a final resort for a declining company	Liquidation	Amalgamation	Joint venture	Merger
39	Industrial sickness can be caused by the following internal causes	Change in government policies Board for Industrial and	Change in economic situation Board for industry and finance	Poor project plan  Board for industrial and finance	deforestation  Board for Incorporation and finance
40	BIFR stands for	financial reconstruction	recovery	recovery	recovery
	Industrial sickness impacts this economy more	medium cost	average cost	low cost	High cost
	An organization that failed to repay its debts within 3 consecutive quarters on demand made in writing is considered as	Healthy industrial unit	Sick industrial unit	Profitable industrial unit	start up
	This type of sickness is prevalent since inception of the organization	Borrowed sickness	Achieved sickness	Born sickness	Dissolution
			changes in customer's		
	This is one of the major internal reason for industrial sickness			AL C. L. L. L. L.	
44		Recession Personnel constraints	demand	Absence of product planning	Irregular supply of inputs
45	This is one of the major internal reason for industrial sickness  This is one of the major internal reason for industrial sickness  This is one of the major internal reason for industrial sickness	Recession Personnel constraints Overestimation of demand		Absence of product planning changes in government policies changes in government policies	Irregular supply of inputs Mismanagement Marketing constraints
45 46	This is one of the major internal reason for industrial sickness	Personnel constraints	demand Finance constraints	changes in government policies	Mismanagement
45 46 47 48	This is one of the major internal reason for industrial sickness This is one of the major internal reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness	Personnel constraints Overestimation of demand Lack of finance Wrong demand forecasting	demand Finance constraints Production constraints Marketing and sickness Lack of quality controls	changes in government policies changes in government policies Personnel constraints Recession	Mismanagement Marketing constraints Improper corporate planning Wrong dividend policy
45 46 47 48	This is one of the major internal reason for industrial sickness This is one of the major internal reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness	Personnel constraints Overestimation of demand Lack of finance	demand Finance constraints Production constraints Marketing and sickness	changes in government policies changes in government policies Personnel constraints	Mismanagement Marketing constraints Improper corporate planning
45 46 47 48 49	This is one of the major internal reason for industrial sickness This is one of the major internal reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness	Personnel constraints Overestimation of demand Lack of finance Wrong demand forecasting	demand Finance constraints Production constraints Marketing and sickness Lack of quality controls	changes in government policies changes in government policies Personnel constraints Recession	Mismanagement Marketing constraints Improper corporate planning Wrong dividend policy Improper corporate planning
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45 46 47 48 49 50 51 52 53 54 55 56	This is one of the major internal reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness This is one of the major external reason for industrial sickness This is usually referred as the third stage of sickness come when an industrial unit incurs cash loss Industrial sickness concerns the following The Government policy for sick industrial units aims at Problem of industrial development is seen in Sick units refer to those units The following are the ways by which sickness can be prevented by financial institutions Manufacturing units having an investment of Rs 25 lakh to 5 crore in plant and machinery is this enterprise In April 1197, the name of industrial reconstruction bank of India has been changed to	Personnel constraints Overestimation of demand Lack of finance Wrong demand forecasting Competition Incipient Government revival regional imbalances which perform poorly Continuous monitoring of unit	demand Finance constraints Production constraints Marketing and sickness Lack of quality controls Lack of integrity in top mgmt. Healthy Employees reconstruction sectoral imbalances incur cash losses for consecutive years Careful project appraisal	changes in government policies changes in government policies Personnel constraints Recession Mismanagement final Bankers rehabilitation industrial sickness gradually erode the net worth Both a and b	Mismanagement Marketing constraints Improper corporate planning Wrong dividend policy Improper corporate planning tending toward s sickness all of these all of these all of these all of these None of the above
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	The entire responsibility of diagnosing, identifying , investigating,				
	rehabilitating , reviving and ultimately recommending the winding of the sick	RBI	SEBI	BIFR	ROC
	unit lies with this organization  The main objective of this organization is to determine sickness and expedite	KBI	ZERI	BIFK	RUC
	the revival of potentially viable unites or closure	SICA	BIFR	CERA	SEBI
	Here they establish an elaborate regime to deal with sick industrial units	SICA	BIFR	CERA	SEBI
	BIFR was functional with effect from 15th May  This is considered as a agency for curative measure to overcome sickness	1977	1987	1997 Commercial bank	2007
	This is considered as a agency for curative measure to overcome sickness	RBI SICA (1985)	IRBI RBI	Commercial bank	Financial institutions Financial institutions
03		SICA (1903)	NOI	Commercial bank	Industrial (Development and
66	This is considered as a agency for preventive measure to overcome sickness	SICA (1985)	IRBI	Commercial bank	Regulation ) Act 1951
67	This is considered as a agency for preventive measure to overcome sickness	Government	SICA (1985)	IRBI	Industrial (Development and
68	Government also plays an important role in overcoming industrial sickness	Transportation	Taking over sick units	Warehousing	Regulation ) Act 1951 feedback
	The organization gets stuck with this sickness in due course of time	Achieved sickness	Born sickness	Borrowed sickness	Dissolution
70	The process of enquiry by the BIFR has to be completed in the stipulated days	90	120	60	30
71	This cannot be termed as the internal cause for industrial sickness	mismanagement	diversion of funds	excessive overheads	Shortage of power
72	The work of revival and rehabilitation has been entrusted to this national agency in place of BIFR.	National agricultural council	National industrial council	National Company Law Tribunal	National women tribunal
,,		incompetence of operating	National industrial council	National Company Law Tribana	National Women Cribana
73	This could be one of the reason why there is a low success rate of BIFR	agencies	boredom	lack of interest	excess funds
74	This is one of the measures taken By BIFR	Rescheduling delivery time	Restructuring the capital base of the company	Increasing interest rate	Putting management in jail
,-	This sould be one of the reason why there is a low success rate of RIFR	reseriedding delivery time	Improper implementation of	mereasing interest rate	r acting management in jun
75		Boredom	the rehabilitation scheme	lack of interest	excess funds
	The process of making a loss making organization into profit making	Restructuring	Downsizing	Turnaround management	TQM
	As per the principles of TQM ,roof of the TQM structure includes	ethics	training	recognition	communication
	As per the principles of TQM, Mortar of the TQM structure includes The process involved in changing the organization of a business is	ethics Restricturing	recognition	training Turnaround management	communication
/9	The process of fundamental rethinking and radical redesign of business	Restructuring	Downsizing	Turnaround management	TQM
	processes to achieve a dramatic improvements	BPR	Downsizing	Restructuring	TQM
	One of this is not the other name for BPR	Ducinoss Dec ' '	Business process change	Downsizing	Pusiness Tenrafa
	The elements of BPR would include this	Business Process redesign	management Radical redesign	Downsizing  Pusingss process	Business Transformation
	The process of eliminating errors thereby improving the overall quality is	Fundamental rethinking TQM	Radical redesign BPR	Business process Restructuring	all of these None of the above
	Sponsors, authorizes and motivates the overall reengineering effort	BPR Leader	Process owners	BPR team	External consultant
	The task of carrying out the actual job of implementation of BPR	BPR Leader	Process owners	BPR team	External consultant
	Accountable and responsible for the working of a process	BPR Leader	Process owners	BPR team	External consultant
87	This means to change for good	BPR	Kaizen	Benchmarking	JIT
	This means eliminating anything that is unnecessary for the equipment				
	to work properly	Seiso	Shitsuke	Seiton	Seiri
	This means to keep things in working order	Seiso	Shitsuke	Seiton	Seiri
	JIT stands for This is a workflow diagram to bring forth a clearer understanding of a	Just in through	Just in tunnel	Just in type	Just in time
	process or series of parallel process	Process mapping	Benchmarking	TIL	Kaizen
	Proper Implementation of TQM can be achieved with the help of the				
	following " C"	Customer requirements	Chinese	Casual	Capacious
	This is a continuous process of reducing or eliminating errors in manufacturing, improving customer experience	TQM	BPR	Restructuring	None of the above
	The underlying principle BPR IS	Operational excellence	Customer focus	Process innovation	All of the above
	Business Process reengineering is an	evolutionary process	revolutionary process	slow process	time saving process
	A diagram of the sequence of movements or actions of people or things	,,,	,,,	,	<b>0</b> p
96	involved in a complex system or activity	Blueprint	FLOWCHART	mapping	benchmarking
97	Proper Implementation of TQM can be achieved with the help of the following "C"	Chinese	Casual	Continuous improvement	Capacious
J.	Proper Implementation of TQM can be achieved with the help of the	Cimese	Casadi	continuous improvement	Capacidas
	following " C"	Chinese	Controls	Casual	Capacious
	One of The 5 S ( Five S) program is a part of continuous improvement	System	Seiton	Sarcastic	Success
	This is one of the waste as per JIT	processing waste	waste from excess food	wastage of water	waste of time
	This is one of the limitation of TQM  This is one of the waste as per JIT	Low cost	resistance from employees	short time for implementation	good quality
102	Companies normally hire these professionals to carry out their business	transportation waste	waste from excess food	wastage of water	waste of time
103	process re-engineering.	External consultants	BPR LEADER	Reengineering team	process owners
	Is the process of comparing one 's business processes and performances with	n			
	other companies or industry leaders				
1115	This means honesty truth reliability values which is a principle of TOM	Blueprint	FLOWCHART	mapping	benchmarking
	This means honesty, truth, reliability, values which is a principle of TQM This is one of the benefits of TQM	dishonest	cheating	division	Integrity
106	This is one of the benefits of TQM	dishonest Decrease in market share	cheating Loss	division increase in market share	Integrity lack of processes
106 107		dishonest	cheating	division	Integrity lack of processes Employee participation
106 107 108	This is one of the benefits of TQM This is one of the limitation of TQM	dishonest  Decrease in market share increase in market share	cheating Loss high cost in implementation	division increase in market share Processes are eased out	Integrity lack of processes
106 107 108	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a	dishonest  Decrease in market share increase in market share Processes are eased out	cheating Loss high cost in implementation Loss	division increase in market share Processes are eased out decrease in market share	Integrity lack of processes Employee participation lack of processes
106 107 108 109	This is one of the benefits of TQM  This is one of the limitation of TQM  This is one of the benefits of TQM  This is one of the limitation of TQM  It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver	dishonest Decrease in market share increase in market share Processes are eased out increase in market share	cheating Loss high cost in implementation Loss high cost in implementation	division increase in market share Processes are eased out decrease in market share not suitable for small organization	Integrity lack of processes Employee participation lack of processes Employee participation
106 107 108 109	This is one of the benefits of TQM  This is one of the limitation of TQM  This is one of the benefits of TQM  This is one of the limitation of TQM  It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services	dishonest Decrease in market share increase in market share Processes are eased out increase in market share TQM	cheating Loss high cost in implementation Loss high cost in implementation TO M	division increase in market share Processes are eased out decrease in market share not suitable for small organization	Integrity lack of processes Employee participation lack of processes Employee participation
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106 107 108 109 110 111 112	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud	Integrity lack of processes Employee participation lack of processes Employee participation TEA Leadership
106 107 108 109 110 111 112 113	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant	dishonest  Decrease in market share increase in market share Processes are eased out increase in market share  TQM  Distrust  William Deming	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter
106 107 108 109 110 111 112 113 114	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management
106 107 108 109 110 111 112 113 114	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations
106 107 108 109 110 111 112 113 114	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit
106 107 108 109 110 111 112 113 114	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations
106 107 108 109 110 111 112 113 114 115 116	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process re-	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management relations
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106 107 108 109 110 111 112 113 114 115 116 117	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process reengineering	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment  JIT	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes TQM	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management relations BIFR Competition, communication,
106 107 108 109 110 111 112 113 114 115 116 117	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and between organizations BPR is needed because of the following 3 C's	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process reengineering Client , customer , culture	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government increase in profitability lincrease in employment  JIT Culture, character, change	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes TQM Change, Customer , Competition	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management relations BIFR Competition, communication, culture
106 107 108 109 110 111 112 113 114 115 116 117 118	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and between organizations	dishonest Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process reengineering	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment  JIT	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes TQM  Change, Customer , Competition Reduce cost	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management relations
106 107 108 109 110 111 112 113 114 115 116 117 118 119 120	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the lenefits of TQM This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and between organizations BPR is needed because of the following 3 C's BPR brings numerous benefits to the organization	dishonest  Decrease in market share increase in market share Processes are eased out increase in market share  TQM  Distrust  William Deming  Business restructuring  waste of overproduction  Increase in production  Decrease in sales  Increase in production  Business process reengineering  Client, customer, culture  Biased thinking	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment  JIT  Culture, character, change long and complex process	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes TQM Change, Customer , Competition	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management relations BIFR Competition, communication, culture
106 107 108 109 110 111 112 113 114 115 116 117 118 119 120 121 121	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the lemelits of TQM This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and between organizations BPR is needed because of the following 3 C's BPR brings numerous benefits to the organization One of the adverse effects of industrial sickness on the economy The term Kaizen was originally introduced by this author in his book A philosophy of manufacturing based on planned eliminations of all waste and	dishonest  Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process reengineering Client , customer ,culture Biased thinking Lockouts Mastaki Immi	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment  JIT  Culture, character, change long and complex process more demand Masaaki Imai	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes  TQM  Change, Customer ,Competition Reduce cost more employment Haruki Murakami	Integrity lack of processes Employee participation lack of processes Employee participation TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management creations sick unit more than the state of the service of the se
106 107 108 109 110 111 112 113 114 115 116 117 118 119 120 121 121	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the benefits of TQM This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and between organizations BPR is needed because of the following 3 C's BPR brings numerous benefits to the organization One of the adverse effects of industrial sickness on the economy The term Kaizen was originally introduced by this author in his book A philosophy of manufacturing based on planned eliminations of all waste and continuous improvement of productivity	dishonest  Decrease in market share increase in market share Processes are eased out increase in market share  TQM  Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process re- engineering  Client , customer , culture Biased thinking Lockouts	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment  JIT Culture, character, change long and complex process more demand	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes  TQM Change, Customer , Competition Reduce cost more employment	Integrity lack of processes Employee participation lack of processes Employee participation  TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management relations BIFR Competition, communication, culture resistance from employees decrease in public expenditure
106 107 108 109 110 111 112 113 114 115 116 117 118 119 120 121 122	This is one of the benefits of TQM This is one of the limitation of TQM This is one of the lemelits of TQM This is one of the benefits of TQM This is one of the limitation of TQM This is one of the limitation of TQM It consists of organization-wide efforts to install and make permanent a climate in which an organization continuously improves its ability to deliver high quality goods and services This is a key element and principle of TQM Total quality management was developed by this management consultant The process involved in changing the organization of a business This is one of the waste as per JIT One of the adverse effects on the economy because of industrial sickness This could be a indicator of a successful turnaround One of the adverse effects on the economy because of industrial sickness This is the analysis and design of workflows and processes within and between organizations BPR is needed because of the following 3 C's BPR brings numerous benefits to the organization One of the adverse effects of industrial sickness on the economy The term Kaizen was originally introduced by this author in his book A philosophy of manufacturing based on planned eliminations of all waste and	dishonest  Decrease in market share increase in market share Processes are eased out increase in market share  TQM Distrust William Deming Business restructuring waste of overproduction Increase in production Decrease in sales Increase in production Business process reengineering Client , customer ,culture Biased thinking Lockouts Mastaki Immi	cheating Loss high cost in implementation Loss high cost in implementation  TO M cheating Adam Smith TQM waste from excess food Loss of revenue to the government Increase in profitability Increase in employment  JIT  Culture, character, change long and complex process more demand Masaaki Imai	division increase in market share Processes are eased out decrease in market share not suitable for small organization  TSM Fraud Maslow JIT wastage of water Increase in employment decrease in profit Increase in strikes  TQM  Change, Customer ,Competition Reduce cost more employment Haruki Murakami	Integrity lack of processes Employee participation lack of processes Employee participation TEA Leadership Porter Expansion waste of time Better worker - management relations sick unit Better worker - management creations sick unit more than the state of the service of the se

126	ICAI is an example of	Professional association	Trade organization	Community organization	None of these
127	CII is an example of	Professional association	Trade organization	Community organization	None of these
	Lions club is an example of	Professional association			None of these
			Trade organization	Community organization	
	LinkedIn is an example of this networking	Social	Personal	Education	Business
130	Tire store is an example of this type of franchising	Business format	Product	Manufacturing	service
131	Pizza is an example of this type of franchising	Business format	Product	Manufacturing	service
132	Payment of wages is type of this capital	Fixed	growth	working	sunk
	It's a agreement where one company allows the other business to use				
	its name and other facilities	Franchising	Mergers	Fantasying	Friendsing
	This is a simplest form of business organization	Sole trading concern		private limited company	public limited company
	This means a small office environment which is often privately owned and	Sole trading concern	joint stock company	private illilited company	public littlited company
	operated by self-employed individuals	ооно	SOHH	SOHO	SOLO
	This a high added value process where the skills , domain knowledge and	ООНО	JOHN	30110	3010
	experience of the people are important	KPO	LPO	BOO	ВРО
	The word "entrepreneur" is derived from this French word	entrée	enter	Enterprendre	entprend
	SOHO is a small office and this is one of its characteristic	Huge capital	part of cottage industry	part of large scale industries	large number of employees
139	SOHO is a small office and this is one of its characteristic	large number of employees	Huge capital	small in size	part of large scale industries
140	This is one of disadvantages of SOHO	High production	High profits	distraction at home	high bargaining power
141	This is one of disadvantages of SOHO	High production	Higher chances of bankruptcy	High profits	high bargaining power
	This term means to contract out one or more business activity to an external	0 ,	<b>3</b>	0 p = 1	0 10 01
	agency	Freelancing	Outsourcing	Networking	Franchising
	One of the reason why companies outsource some of their activities				
143		low operational cost	bad quality realize benefits of re-	to lower profit	wastage of resources
144	One of the reason why companies outsource some of their activities	increase risk		to lower profit	wastage of resources
		increase risk	engineering	to lower profit	wastage of resources
145	The main motive behind outsourcing is this advantage for the organization	to increase loss	for manipulation	reduce efficiency	Time zone advantage
	This is one of the limitation due to the outsourcing decision by the			6 6 11 111	1 1 18 9
146	organization	increased profit	increased efficiency	Confidiality	bad publicity
	This is one of the limitation due to the outsourcing decision by the	In annual annuality		last of sustaining	
147	organization	Increased profit	increased efficiency	lack of customer focus	cost advantage
	A process in which the entrepreneur spends his own money for the	E 11	16.6	l	l
148	completion of ongoing projects	Equity	self-financing	bonds	debentures
	A supportive system of sharing information and services among individuals		L	L	
	and groups having a common interest	Outsourcing	Freelancing	Networking	Franchising
150	Networking for business has various advantages	Difficult to quantify benefits	commit resources	Strengthen relationships	fake information
151	Networking for business has the following limitations	Strengthen relationships	Lack of contracts	Information sharing	Increased confidence
	This means leasing the right to use a particular business model or brands to	g		u u u u u u	
152	someone else for a prescribed period of time	Freelancing	Franchising	Networking	Outsourcing
153	This firm could be regarded as a successful Indian start up	Flipkart	Microsoft	Google	Facebook
	This could be one of the pitfalls of freelancing				
154		Low -cost	isolation	work-life balance	work by choice
	This is one of the reasons why franchise business fails	Continuous support	access to better talent	Known brand name	terms of agreement
	This is one of the reasons why franchise business fails	Continuous support	access to better talent	costs	Known brand name
157	This could be one of the reason why business man adopts franchising	Difficult to get finance	no training for employees	bad brand name	Known brand name
	A practice used by different companies to reduce cost by transferring portions				
	of work	Freelancing	Outsourcing	Networking	Franchising
	Working on a contract basis for a variety of companies , as opposed to				
159	working as an employee for a single company	Outsourcing	Freelancing	Networking	Franchising
159		Outsourcing working on a well established	Freelancing	Networking	Franchising tried and tested products and
159 160	working as an employee for a single company  This could be one of the reason why business man adopts franchising	-	no training for employees	Networking  Difficult to get finance	-
160		working on a well established	_	_	tried and tested products and
160	This could be one of the reason why business man adopts franchising	working on a well established	_	_	tried and tested products and
160 161	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo –word "franc" which would	working on a well established business faithful	no training for employees	Difficult to get finance	tried and tested products and services
160 161 162	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo –word "franc" which would mean this  This could be one of the pitfalls of freelancing	working on a well established business faithful Low –cost	no training for employees fake work-life balance	Difficult to get finance fair variability in income	tried and tested products and services  free work by choice
160 161 162	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo –word "franc" which would mean this  This could be one of the pitfalls of freelancing  There are various advantages to depend only on self-financing	working on a well established business faithful	no training for employees	Difficult to get finance	tried and tested products and services
160 161 162 163	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo –word "franc" which would mean this  This could be one of the pitfalls of freelancing  There are various advantages to depend only on self-financing  The purpose is to interact with others to exchange information and develop	working on a well established business faithful Low—cost unsteady work load	no training for employees fake work-life balance work -life balance	Difficult to get finance fair variability in income lack of employer benefits	tried and tested products and services free work by choice isolation
160 161 162 163 164	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo—word "franc" which would mean this  This could be one of the pitfalls of freelancing  There are various advantages to depend only on self-financing  The purpose is to interact with others to exchange information and develop professional or social contacts	working on a well established business faithful Low -cost unsteady work load	no training for employees fake work-life balance work-life balance Freelancing	Difficult to get finance fair variability in income lack of employer benefits Outsourcing	tried and tested products and services  free work by choice isolation  Franchising
160 161 162 163 164	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo –word "franc" which would mean this  This could be one of the pitfalls of freelancing  There are various advantages to depend only on self-financing  The purpose is to interact with others to exchange information and develop professional or social contacts  This is a profession in which a the worker is self employed	working on a well established business faithful Low—cost unsteady work load	no training for employees fake work-life balance work -life balance	Difficult to get finance fair variability in income lack of employer benefits	tried and tested products and services free work by choice isolation
160 161 162 163 164 165	This could be one of the reason why business man adopts franchising The word franchise is derived from the Anglo –word "franc" which would mean this This could be one of the pitfalls of freelancing There are various advantages to depend only on self-financing The purpose is to interact with others to exchange information and develop professional or social contacts This is a profession in which a the worker is self employed They are independent contractors who provide professional service to one or	working on a well established business faithful Low – cost unsteady work load Networking Outsourcing	no training for employees fake work-life balance work-life balance Freelancing Networking	Difficult to get finance fair variability in income lack of employer benefits Outsourcing Freelancing	tried and tested products and services  free work by choice isolation  Franchising Franchising
160 161 162 163 164 165	This could be one of the reason why business man adopts franchising The word franchise is derived from the Anglo –word "franc" which would mean this This could be one of the pitfalls of freelancing There are various advantages to depend only on self-financing The purpose is to interact with others to exchange information and develop professional or social contacts This is a profession in which a the worker is self employed They are independent contractors who provide professional service to one or more employees	working on a well established business faithful Low -cost unsteady work load Networking Outsourcing	no training for employees fake work-life balance work-life balance Freelancing Networking Freelancer	Difficult to get finance fair variability in income lack of employer benefits  Outsourcing Freelancing  Networking	tried and tested products and services  free work by choice isolation  Franchising Franchising Franchising
160 161 162 163 164 165 166	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo—word "franc" which would mean this  This could be one of the pitfalls of freelancing  There are various advantages to depend only on self-financing  The purpose is to interact with others to exchange information and develop professional or social contacts  This is a profession in which a the worker is self employed  They are independent contractors who provide professional service to one or more employees  Takes the prime place in implementing turnaround strategy	working on a well established business faithful Low -cost unsteady work load  Networking Outsourcing  Outsourcing CEO	no training for employees fake work-life balance work-life balance Freelancing Networking Freelancer HR team	Difficult to get finance fair variability in income lack of employer benefits  Outsourcing Freelancing  Networking Product team	tried and tested products and services  free work by choice isolation  Franchising Franchising Franchising Sales team
160 161 162 163 164 165 166	This could be one of the reason why business man adopts franchising The word franchise is derived from the Anglo –word "franc" which would mean this This could be one of the pitfalls of freelancing There are various advantages to depend only on self-financing The purpose is to interact with others to exchange information and develop professional or social contacts This is a profession in which a the worker is self employed They are independent contractors who provide professional service to one or more employees	working on a well established business faithful Low -cost unsteady work load Networking Outsourcing	no training for employees fake work-life balance work-life balance Freelancing Networking Freelancer	Difficult to get finance fair variability in income lack of employer benefits  Outsourcing Freelancing  Networking	tried and tested products and services  free work by choice isolation  Franchising Franchising Franchising
160 161 162 163 164 165 166 167	This could be one of the reason why business man adopts franchising  The word franchise is derived from the Anglo—word "franc" which would mean this  This could be one of the pitfalls of freelancing  There are various advantages to depend only on self-financing  The purpose is to interact with others to exchange information and develop professional or social contacts  This is a profession in which a the worker is self employed  They are independent contractors who provide professional service to one or more employees  Takes the prime place in implementing turnaround strategy	working on a well established business faithful Low -cost unsteady work load  Networking Outsourcing  Outsourcing CEO	no training for employees fake work-life balance work-life balance Freelancing Networking Freelancer HR team	Difficult to get finance fair variability in income lack of employer benefits  Outsourcing Freelancing  Networking Product team	tried and tested products and services  free work by choice isolation  Franchising Franchising Franchising Sales team
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