Roll No.----

प्रश्नपुस्तिका क्रमांक Question Booklet No.

546284

O.M.R. Serial No.

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BBA (Second Semester) Examination, 2024-25

(NEP)

F010203T - A: BUSINESS MATHEMATICS

F010203T - B: ADVERTISING MANAGEMENT

K-722

Paper Code
F 0 1 0 2 0 3 T

(To be filled in the OMR Sheet)

Time: 1:30 Hours]

Question Booklet Series
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प्रश्नपुस्तिका सीरीज

Maximum Marks-75

Instructions to the Examinee:

- Do not open the booklet unless you are asked to do so.
- The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. Booklet is in two Section: Section-A (1-50) & Section-B (51-100). Candidate should select 37 and 38 questions respectively from both Sections. All questions carry equal marks.
- Examine the Booklet and the OMR
 Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.

(Remaining instructions on the last page)

परीक्षार्थियों के लिए निर्देश:

- प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
- 2. प्रश्न-पुिस्तका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुिस्तका पर नहीं। प्रश्न-पुिस्तका दो खण्डों : खण्ड-अ (1-50) तथा खण्ड-ब (51-100) में है। परीक्षार्थी को प्रत्येक खण्ड से क्रमशः 37 और 38 प्रश्न करनें हैं। सभी प्रश्नों के अंक समान हैं।
- उ. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हो या उसमें किसी अन्य प्रकार की कमी हो, तो उसे तुरन्त बदल लें।

(शेष निर्देश अन्तिम पृष्ठ पर)

SECTION-A: BUSINESS MATHEMATICS

- 1. If the determinant of a matrix is non-zero, the matrix is said to be:
 - (A) Singular
 - (B) Non-singular
 - (C) Diagonal
 - (D) Identity matrix
- 2. In mathematical induction, the base case is:
 - (A) The first term of the sequence
 - (B) The value for which the statement holds true
 - (C) The sum of all terms
 - (D) The conclusion of the statement
- 3. A matrix is said to be singular if:
 - (A) It has an inverse
 - (B) Its determinant is zero
 - (C) It is diagonal
 - (D) Its rank is one
- 4. In the matrix multiplication process, which of the following is true?
 - (A) The rows of the first matrix are multiplied by the columns of the second matrix
 - (B) The rows of the second matrix are multiplied by the columns of the first matrix
 - (C) Matrices can be multiplied only if the number of rows in the first matrix equals the number of columns in the second matrix
 - (D) Both (A) and (C)
- 5. The solution to a system of equations using Gaussian elimination involves:
 - (A) Reducing the system to a single equation
 - (B) Converting the system into an upper triangular matrix
 - (C) Using matrix multiplication
 - (D) None of the above

- 6. Which of the following matrices can be used to represent a system of linear equations?
 - (A) Column matrix
 - (B) Row matrix
 - (C) Augmented matrix
 - (D) Diagonal matrix
- 7. Which of the following is true about the multiplication of a matrix and a scalar?
 - (A) The scalar multiplies each element of the matrix
 - (B) The scalar is added to each element of the matrix
 - (C) The scalar is subtracted from each element of the matrix
 - (D) The scalar is only multiplied with the diagonal elements
- Which of the following methods is used to solve a system of linear equations using the adjoint matrix method?
 - (A) Inverse of the coefficient matrix
 - (B) Row reduction technique
 - (C) Substitution method
 - (D) Matrix determinant method
- 9. What is the adjoint of a matrix?
 - (A) The transpose of the matrix
 - (B) The inverse of the matrix
 - (C) The matrix of cofactors transposed
 - (D) The original matrix itself
- 10. In Gaussian elimination, the main goal is to:
 - (A) Find the inverse of a matrix
 - (B) Make the matrix upper triangular
 - (C) Calculate the determinant
 - (D) Solve for the rank of the matrix
- 11. Which method can be used to solve a system of linear equations using matrices?
 - (A) Gaussian elimination
 - (B) Adjoint matrix method
 - (C) Both (A) and (B)
 - (D) None of the above

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	(D)	The matrix must have more columns than rows	
	(C)	The matrix must have more rows than columns	
	(B)	The matrix must have a determinant equal to 0	
	(A)	The matrix must be a square matrix	
16.	Wh	ich of the following is the correct condition for the inverse of a mat	rix to exist?
	(D)	There is no inverse	
	(C)	A square matrix	
	(B)	The identity matrix itself	
	(A)	A zero matrix	
15.	Wha	at is the inverse of the identity matrix?	
	(D)	All of the above	
	(C)	Optimize production schedules	
	(B)	Perform risk analysis	Ö,
	(A)	Solve equations involving multiple variables	aw er
14.	In b	usiness, matrices are used to:	
	(D)	The determinant of the matrix	
	(C)	The number of linearly independent rows or columns	
	(B)	The number of columns	
	(A)	The number of rows	
3.	Wha	t is the rank of a matrix?	
	(D)	The sum of rows and columns	
	(C)	The smallest of the number of rows and columns	
	(B)	The number of columns	
	(A)	The number of rows	345
		rank of a matrix is always less than or equal to:	

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	(D) A scalar value	W.
	a semile a man avec to their even semily status and	
	(C) A matrix of a different size	
	corresponding element of A and B	
	(B) A new matrix with the same size, where each element is the p	roduct of the
	corresponding elements of A and B	
	(A) A new matrix with the same size, where each element is the	e sum of the
	What is the result of adding two matrices A and B of the same size?	
	(D) Matrix multiplication is not associative	
	rows of the second matrix	
	(C) The number of columns of the first matrix must be equal to the	e number of
	(B) Matrix multiplication is commutative	
	(A) Matrices can be multiplied only if they are square	
	Which of the following is true for matrix multiplication?	A.
* ((D) A matrix with all elements equal to 0	
((C) A matrix with 0s on the diagonal and 1s elsewhere	
	(B) A matrix with 1s on the diagonal and 0s elsewhere	
(/	(A) A matrix with all elements equal to 1	
18. T	The identity matrix for a 3×3 matrix is:	
(I	D) 3×3	
((C) 3×2	
(E	B) 2×3	
(A	A) 2×2	
di	imension of the product matrix AB?	
	matrix A has dimensions 2×3 and matrix B has dimensions 3×2,	1

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	(D) A matrix with only	
	(D) A matrix with only one row	00, (4)
	(C) A matrix with more columns than rows	
	(B) A matrix with more rows than columns	
	(A) A matrix with the same number of rows and columns	
25.		
	(D) Square matrix	
	(C) Diagonal matrix	
	(B) Row matrix	
	(A) Column matrix	
24.		
	A matrix with only one row is called:	
	(C) A matrix with non-zero elements in the first column(D) A matrix with non-zero elements in the first row	
	(B) A matrix with non-zero elements only on the main diagonal	
	(A) A matrix with all elements equal	
23.	Which of the following is an example of a diagonal matrix?	
	(D) All elements are one except for the diagonal elements	
	(C) All elements are zero	
	(B) All elements are equal	
	(A) All elements are zero except for the diagonal elements	ene e
2.	An identity matrix is a square matrix in which:	
	(D) The matrices have the same number of columns but different rows	
	(C) The matrices have the same number of rows but different columns	
	(B) The matrices have different dimensions	

The sum of two matrices is defined only when:

21.

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	(D) 30	
	(C) 34	words definition and they are an area.
	(B) 32	
	(A) 31	the same values of the same values of rows and oc
	What is the 8th term?	A Mile in creating is a square in a sign of the
29.	In an arithmetic progress	ion, the first term is 7 and the common difference is 4.
	(D) 4	
	(C) 5	Think over the control of the Carinin which was
	(B) 3	
	(A) 2	the department balls of a superflow arrow of the
	What is the common ratio	
28.		erms of a geometric series is 50 and the first term is 10.
	(D) 650	is to stoom to the discussion of the store at the store of the store o
	(C) 600	to topogaio e to oforque to at a may a transfer and to the life of the company of
	(B) 500	and principles and artifactors about a substitute has stated
	(A) 450	
	term is 5 and the commo	
27.	What is the sum of the f	first 15 terms of an arithmetic progression, where the first
	(D) Rs. 240	to (D) it to districts have the same number of columns
		(c) The unifices have the same intriber of lows but
	(B) Rs. 200	for a seri.
	(A) Rs. 180	and the same of the same days of the
26.	The simple interest on R	s. 1500 for 2 years at 6% per annum is:

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	(D) Rs. 5500		(i) (i) (ii)
	10 FE 10 10 10 10 10 10 10 10 10 10 10 10 10		
	(C) Rs. 5000		7000 A.A. (A)
	(B) Rs. 7000		compounded sumusily
	(A) Rs. 6000		36 What is the compoun
		iotai amount under simple	interest:
	is 4 years, what will be the	total amount under simple	interest 2 TT 2F (2)
32.	If the principal is Rs. 5000,	the rate of interest is 5% p	per annum and the time period
	(D) CI=P+R+T/100		
	(C) CI=P×T		35 What will be inclosed com
	(III / 16 / 10)		(a) Rs. 13000
	(B) CI=P×R×T/100		(C) 8s, 12500
1	(A) $CI=P(1+R/100)^{T}-P$		(g(B), Rs 12000-
31.	What is the formula for con	npound interest?	BAY RE 12763
	(D) 1	A repair on a season	id of moonal tend of the
	(D) 1		
	(C) 8		
	(B) 4		
	(A) 2		(13) 85 2000
	the 5 th term ?		(A Sign 180 is the sample interest?

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	(D) Rs. 750	
	(C) Rs. 700	4
	(B) Rs. 660	
	(A) Rs. 630	
	compounded annually ?	
36.	What is the compound interest on Rs. 2000 for 3 years at	10% per annum,
	(D) Rs. 3200	
	(C) Rs. 3750	1 3 KW. 4 · n
	(B) Rs. 3500	
	(A) Rs. 3360	
	compound interest compounded annually?	
35.	What will be the total amount at the end of 2 years if Rs. 3000	is invested at 12%
	(D) Rs. 13000	69-L) (G
	(C) Rs. 12500	
	(B) Rs. 12000	
	(A) Rs. 12763	
	is the total amount to be repaid after 5 years?	300
34.	A person borrows Rs. 10000 for 5 years at 5% per annum compo	ound interest. What
	(D) Rs. 2500	ai, 18 1 4739
	(C) Rs. 2200	
	(B) Rs. 2000	2.5
	(A) Rs. 1920	
	is the simple interest?	28.
33.	If the principal is Rs. 8000, the rate is 8% per annum and the time	me is 3 years, what
is walt	to appropriated as 60 per successor of the second What is included	to m

7.	A sum of Rs. 5000 is invested at 6% per annum for	4 years. What is the amount at
	the end of the 4 years, under simple interest?	The Principal of the Section of the
	(A) Rs. 5400	servini alginis servici
	(B) Rs. 5500	1920
		2000
	(C) Rs. 5600	2000
-	(D) Rs. 5800	on annum for 2 years ?
38.	What is the compound interest on Rs. 1500 at 8% pe	er annum for 2 years:
	(A) Rs. 249.60	To an experience of the control of t
	(B) Rs. 250	
*	(C) Rs. 200	
4	(D) Rs. 240	100/ nor annum for 3 years ?
39.	What is the simple interest on a sum of Rs. 2000 at	10% per annum for 5 years :
	(A) Rs. 600	
	(B) Rs. 400	
	(C) Rs. 300	
	(D) Rs. 200	4th forms 2
40.	The nth term of a harmonic progression is given by	1/(n+1). What is the 4 term:
	(A) 1/4	
	(B) 1/5	
	(C) 1/6*	
	(D) 1/7	market a 1984 St. Company
41.	In a geometric progression, the first term is 4 and	d the common ratio is ½. What is
	the 5 th term ?	
	(A) 1/16	
	(B) 1/8	(0) 20 m (02-(0)
	(C) 1/4	/ (d) (d)
	(D) 1/2	
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32,940	TANKS TREASURED	
(D) 30		
(C) 20		8/1-/(8)
(B) 10	1	
(A) 15		or Telephias
becomes 18. What is the nu	umber removed ?	dot sont. Ta
The average of 5 number	rs is 20. If one number is removed, the	new average
(D) 9		
(C) 11		
(B) 10	ed and get more to though a nothing a no term	
(A) 8	The state of the s	
The nth term of an arithmet	ic progression is given by $2n + 3$. What is	the 4th term?
(D) 25	008	
(C) 20		
(B) 15		
(A) 10		
average of these terms?		93 - 77 S
The sum of the first 10 to	erms of an arithmetic progression is 100). What is the
(D) 27		the schiller
	3609	1013)ni
(B) 9		
(A) 18		
term ?	it the 4 years, some sample interest ?	i trao oni
The first term of a geometr	ric series is 2 and the common ratio is 3.	What is the 3 rd
	term? (A) 18 (B) 9 (C) 24 (D) 27 The sum of the first 10 to average of these terms? (A) 10 (B) 15 (C) 20 (D) 25 The nth term of an arithmet (A) 8 (B) 10 (C) 11 (D) 9 The average of 5 number becomes 18. What is the number of the company of the comp	(A) 18 (B) 9 (C) 24 (D) 27 The sum of the first 10 terms of an arithmetic progression is 100 average of these terms? (A) 10 (B) 15 (C) 20 (D) 25 The n th term of an arithmetic progression is given by 2n + 3. What is (A) 8 (B) 10 (C) 11 (D) 9 The average of 5 numbers is 20. If one number is removed, the becomes 18. What is the number removed? (A) 15 (B) 10 (C) 20 (D) 30

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	(D) 200	
	(C) 100	
	(B) 50	entral and appear appearance to (8)
	(A) 45	
50.	What is 10% of 500?	A the graduate
		to opinion on collect specialists the seminance of second
	(C) 2.25% increase	Size Tribough Dury. Aftib and by und brown of (cd)
	(B) 2.25% decrease	
	(A) 0%	Describing have an expense of removed (A)
	overall percentage change?	
49.	If the price of a product inc	creases by 15% and then decreases by 15%, what is the
	(D) 40	School of Sale and All College Old Mr. (D)
	(C) 35	- Separate set of votices and to see
	(B) 30	explanation beautiful control to monad the To
	(A) 20	Beseria nothe beneficanco ad bluma, rothel energy (1975)
48.	In a ratio of 4:5, what will b	be the value of x if the ratio is equivalent to x:25?
	(D) 15	(C) varily of rotor trop ad retentions
	(C) 12	alonnado kinem (Impriorita vitar) el (E)
	(B) 9	
	(A) 6	52. In the media casx superiors, bow suderful starting
47.	What is the value of x in the	te proportion $3:7 = x:14$?
	(D) 50	
	(C) 48	(a) Storoge at advertising nonvivore (a)
	(B) 72	Less with the and industrial state spinores in the party of the state
	(A) 60	inches the instantished softs dark holds to at kind on at
46.	The average of 6 numbers	is 12. What is the sum of the numbers?

SECTION-B: ADVERTISING MANAGEMENT

- 51. What is the final step after allocating an advertising budget?
 - (A) Measuring and evaluating the effectiveness of spending
 - (B) Stopping all advertising activities
 - (C) Reducing the budget immediately
 - (D) Ignoring customer feedback
- 52. In the media mix allocation, how should companies distribute their budget?
 - (A) Based on media effectiveness and target audience reach
 - (B) Equally among all media channels
 - (C) Only on television advertisements
 - (D) Only on print media
- 53. Which factor should be considered when allocating an advertising budget?
 - (A) Customer demographics and preferences
 - (B) The company's tax structure
 - (C) The CEO's salary
 - (D) The availability of office space
- 54. Why do companies allocate different budgets for different products?
 - (A) Because each product has different marketing needs
 - (B) To maintain uniform spending across all products
 - (C) To reduce production costs
 - (D) To avoid targeting different consumer segments
- 55. A company allocating a higher percentage of its budget to digital marketing is focusing on:
 - (A) Mass advertising
 - (B) Direct customer engagement
 - (C) Print media dominance
 - (D) Reduced online presence

	In the Objective-and-Task method, budgets are determined by: (A) Setting goals and calculating costs accordingly
	(B) Guessing the amount needed for advertising
	(C) Spending the same as competitors
	(D) Allocating a percentage of revenue
	Which budget approach is most suitable for new businesses?
	(A) Arbitrary Allocation Method
	(B) Percentage-of-Sales Method
	(C) Objective-and-Task Method
	(D) Competitive Parity Method
	The Competitive Parity Method involves:
	(A) Spending based on competitor spending
	(B) Using all profits for advertising
	(C) Ignoring competition
	(D) Setting a fixed percentage of sales for advertising
).	What is the main drawback of the Percentage-of-Sales method?
	(A) It eliminates competition
	(B) It ensures unlimited advertising funds
	(C) It focuses only on the customer's perspective
	(D) It does not consider market opportunities
0.	Which of the following is NOT a common approach to setting an advertising
	budget?
	(A) Percentage-of-Sales Method
	(B) Competitive Parity Method
	(C) Arbitrary Allocation Method
	(D) Market Segmentation Method

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	(D) To allocate financial resources effectively	26.10)
	(C) To reduce the company's visibility in the market	A (2)
	(B) To increase unnecessary marketing expenses	o (6)
	(A) To limit the use of media channels	
65.	Why is an advertising budget important?	Joseph Co.
	(D) Better media coverage	
	(C) Higher customer loyalty	a love
	(B) Increased brand visibility	
	(A) Inefficient spending and reduced ROI	
64.	What happens when an advertising budget is not planned properly?	1 (4
	(D) Product lifecycle	
	(C) Employee salaries	
	(B) Market size	
	(A) Competition	
63.	Which of the following is NOT a factor influencing an advertising budg	get ?
	(D) Avoiding any promotional activities	
	(C) Only traditional advertising	
	(B) Cost-effective digital marketing strategies	
	(A) High-cost celebrity endorsements	
62.	A company with a limited budget should focus on:	
	(D) Provides clear financial planning	
	(C) Reduces brand awareness	
	(B) Ensures efficient fund allocation	181
	(A) Helps control expenses	
61.	Which of the following is NOT an advantage of setting an advertising bu	

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(D)	Defining Advertising Goals for Measured Advertising Results	
(C)	Developing Advertising Growth through Marketing and Research	
(B)	Determining Advanced Goals for Market Advertising Research	19)
(A)	Designing Advertisements for Global Market and Reach	
	at does DAGMAR stand for in advertising?	
	Peter Drucker	
(C)	David Ogilvy	
(B)	Russel H. Colley	
	Philip Kotler	(A)
	o introduced the DAGMAR model?	
(D)		
(C)		
(B)	The provide an European Surpands Dicke Of	
(A	Awareness Sollies and Market of the Awareness of the Awar	
W	nich of the following is NOT a stage in the DAGMAR model?	
	Replacing digital marketing with traditional marketing	
(C		

According to DAGMAR, an effective advertising objective should be:

(D) Based only on assumptions

What is the primary focus of the DAGMAR model?

(A) Setting measurable advertising objectives

(B) Reducing the need for promotional campaigns

66.

67.

(A) Flexible and vague

(B) Subjective and broad

(C) Measurable and well-defined

71.	Which of the following is an example of a promotional objective	ve 2: 2: 1
	(A) "Increase brand awareness by 20% in six months"	
	(B) "Reduce production costs by 30%"	
	(C) "Increase the number of employees in the company"	
	(D) "Expand the product range to more categories"	
72.	Which of the following is NOT a characteristics of an ef	fective promotional
	objective ?	
	(A) Specific	OF THE STATE OF TH
	(B) Measurable	
	(C) Vague	
	(D) Realistic	
73.	Why is it important to determine promotional objectives?	
•	(A) To increase competition	and the
	(B) To avoid spending on advertising	
	(C) To focus only on word-of-mouth promotions	
	(D) To guide marketing strategies effectively	
74.	Which of the following is NOT an objective of promotional activ	vities ?
	(A) Creating brand awareness	
	(B) Encouraging customer loyalty	Nicolar (Control
	(C) Reducing product quality	
	(D) Increasing sales revenue	
75.	What is the primary purpose of setting promotional objectives?	
	(A) To increase operational costs	
	(B) To provide direction for marketing affects	

(C) To limit the use of different media channels

(D) To eliminate the need for advertising

	(D)	A brand using a single-language campaign for all countries	
	(C)	A company avoiding digital marketing for global reach	
	(B)	A local bakery advertising only in one city	
	(A)	McDonald's adapting its menu and advertising in different countries	
	stra	tegy?	
0.	Wh	ich of the following is a successful example of an international advertis	sing
	(D)	Consumer behaviour	
	(C)	Foreign exchange rates	
	(B)	Language preferences	
	(A)	Cultural values	
).	Whi	ich factor is NOT a consideration in international advertising?	
	(D)	Avoiding competition from global brands	
	(C)	Eliminating the need for creative ads	
	(B)	More targeted and relevant messaging for the local audience	
	(A)	Increased global recognition	
	1	at is a benefit of local advertising compared to international advertising?	
	(D)	To adapt ads for different languages and cultures	
	(C)	To increase advertising costs unnecessarily	
	(B)	To ensure all ads remain in one language	
		To reduce market reach	
, b	` ′	at is the role of translation in international advertising?	
		A non-advertising organization	
		Coca-Cola	
	(B)	A small local business	
	(A)	A government agency of the second sec	

- 81. In international advertising, companies need to:
 - (A) Focus only on traditional media
 - (B) Use the same ad campaign worldwide without modification
 - (C) Ignore language and cultural differences
 - (D) Adapt their messaging to different markets
- 82. Which of the following is a key difference between international and local advertising
 - (A) International advertising must consider multiple cultures and languages
 - (B) Local advertising focuses only on global markets
 - (C) Local advertising ignores consumer preferences
 - (D) International advertising does not require market research
- 83. Which of the following is a challenge in international advertising?
 - (A) Reduced advertising budgets
 - (B) Increased local brand awareness
 - (C) Cultural differences
 - (D) Limited product availability
- 84. Why is international advertising important?
 - (A) To eliminate local advertising strategies
 - (B) To limit advertising costs
 - (C) To reduce competition
 - (D) To expand brand reach and market share globally
- 85. What is international advertising?
 - (A) Advertising limited to one language
 - (B) Advertising focused only on domestic consumers
 - (C) Advertising that is designed for global markets
 - (D) Advertising that does not involve media planning
- 86. Post-testing of an advertisement is conducted:
 - (A) Before launching the ad
 - (B) After the advertisement has been released
 - (C) During the creative development stage
 - (D) While selecting media channels

- What is market testing for ads? 87. (A) Evaluating the effectiveness of an ad in a sample market before full launch (B) Testing the production quality of an advertisement (C) Launching an ad without any evaluation (D) Creating advertisements for international markets only
- Which of the following is NOT a method of advertising effectiveness testing? 88. (A) Pre-testing

 - (B) Post-testing
 - (C) Market testing
 - (D) Direct production
- Why is advertising research important? 89.
 - (A) To avoid creating new advertising campaigns
 - (B) To increase advertising costs
 - (C) To measure the impact and effectiveness of advertisements

(B) To increase gave rising come

- (D) To limit the use of creative content
- What is advertising research? 90.
 - (A) The legal registration of advertisements
 - (B) The study of consumer responses to advertisements
 - (C) The process of creating advertisements
 - (D) The elimination of media planning
- Which of the following is an example of a media mix? 91.
 - (A) Using TV, radio and social media for a campaign
 - (B) Only relying on word-of-mouth marketing
 - (C) Using one media platform for all advertisements
 - (D) Avoiding digital marketing
- What does the term "media mix" refer to in advertising? 92.
 - (A) The combination of different media channels used in a campaign
 - (B) The mixture of different colours in an advertisement
 - (C) The blend of promotional offers in advertising
 - (D) The combination of sales strategies used
- Which of the following is NOT a media planning strategy? 93.
 - (A) Choosing the right audience
 - (B) Selecting appropriate media channels
 - (C) Ignoring consumer preferences
 - (D) Allocating the budget effectively

- 94. Why is media planning important in advertising?

 (A) To focus only on traditional media

 (B) To reduce the number of advertisements created
 - (C) To limit the use of digital marketing
 - (D) To maximize the effectiveness of advertising campaigns
- 95. What is media planning?
 - (A) The process of selecting the best media channels for an advertisement
 - (B) The process of designing the advertisement layout
 - (C) The process of hiring brand ambassadors
 - (D) The process of setting up a manufacturing unit
- 96. Why is creativity important in advertising copy?
 - (A) To make advertisements more engaging and memorable
 - (B) To increase advertising costs
 - (C) To follow traditional marketing strategies
 - (D) To reduce the need for media planning
- 97. Which type of advertising copy relies on factual information and product features?
 - (A) Emotional copy
 - (B) Institutional copy
 - (C) Scientific copy
 - (D) Humorous copy
- 98. What is the primary function of a headline in an advertising copy?
 - (A) To provide detailed product specifications
 - (B) To grab the reader's attention
 - (C) To display the company's contact details
 - (D) To show the price of the product
- 99. Which of the following is NOT a component of an advertising copy?
 - (A) Headline
 - (B) Logo
 - (C) Body text
 - (D) Call to action
- 100. What is an advertising copy?
 - (A) A written script used only in TV commercials
 - (B) The textual content of an advertisement
 - (C) A legal document for advertising contracts
 - (D) The budget allocation for advertising campaigns

Four alternative answers are mentioned for each question as - A, B, C & D in the question booklet. The candidate has to choose the correct answer and mark the same in the OMR Answer-Sheet as per the direction:

Example:

Ouestion:

Q. 1 (A) Q. 2 (A) (B)

(D) (0) (D) Q. 3 (A)

Illegible answers with cutting and overwriting or half filled circle will be cancelled.

Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.

All answers are to be given on OMR Answer Sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.

Before writing anything on the OMR Answer Sheet, all the Instructions given in it should be read carefully.

After the completion of the examination candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.

There will be no negative marking.

10. Rough work, if any, should be done on the blank pages provided for the purpose in the

11. To bring and use of log-book, calculator, pager and cellular phone in examination hall is prohibited.

12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

Impt. On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question booklet, then after showing it to the invigilator, get another question booklet of the same series.

प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर- A, B, C एवं D हैं। परीक्षार्थी को उन चारों विकल्पों में से एक सही उत्तर छाँटना है। उत्तर को OMR आन्सर-शीट में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

उदाहरण:

प्रश्न : प्रश्न 1 (A) (D) प्रश्न 2 (A) प्रश्न 3 (A)

अपठनीय उत्तर या ऐसे उत्तर जिन्हें काटा या बदला गया है, या गोले में आधा भरकर दिया गया, उत्तर निरस्त कर दिया जाएगा।

प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।

सभी उत्तर केवल ओ. एम. आर. उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्घारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।

ओ. एम. आर. उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।

परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।

9. निगेटिव मार्किंग नहीं है।

10. कोई भी रफ कार्य, प्रश्न-पुस्तिका के अन्त में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।

11. परीक्षा-कक्ष में लॉग-बुक, कैलकुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।

12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

महत्वपूर्ण: प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्न-पुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्षानिरीक्षक को दिखाकर उसी सिरीज की दूसरी प्रश्न-पुस्तिका प्राप्त कर लें।