

Roll No.-----

प्रश्नपुस्तिका क्रमांक
Question Booklet No.

534708

O.M.R. Serial No.

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BBA (Fourth Semester) Examination, 2024-25
(NEP)

F010402T – A : SPECIALIZED ACCOUNTING

F010402T – B : CONSUMER BEHAVIOUR

K-725

Paper Code							
F	0	1	0	4	0	2	T

(To be filled in the
OMR Sheet)

प्रश्नपुस्तिका सीरीज
Question Booklet Series
D

Time : 1:30 Hours]

[Maximum Marks-75

75

Instructions to the Examinee :

1. Do not open the booklet unless you are asked to do so.
2. 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.
3. 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 :

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। प्रश्न-पुस्तिका दो खण्डों : **खण्ड-अ** (1-50) तथा **खण्ड-ब** (51-100) में है। परीक्षार्थी को प्रत्येक खण्ड से क्रमशः 37 और 38 प्रश्न करने हैं। सभी प्रश्नों के अंक समान हैं।
3. 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 : SPECIALIZED ACCOUNTING

1. Which of the following is typically included in a consignment agreement ?
 - (A) The price at which goods should be sold
 - (B) The commission for the consignee
 - (C) The responsibility for unsold goods
 - (D) All of the above
2. What type of accounting entry is made when the consignee sells consigned goods ?
 - (A) Debit cash and credit consignor's inventory
 - (B) Debit consignee's inventory and credit sales
 - (C) Debit consignment expense and credit sales
 - (D) Debit consignment revenue and credit inventory
3. What is typically the main role of a consignee in a consignment arrangement ?
 - (A) To provide the goods for sale
 - (B) To sell goods and remit a portion of the proceeds to the consignor
 - (C) To bear the risk of unsold goods
 - (D) To handle the manufacturing process
4. How are unsold consigned goods accounted for in the consignor's financial statements ?
 - (A) As a sale
 - (B) As inventory
 - (C) As revenue
 - (D) As a liability
5. Which of the following is true about consignment accounting ?
 - (A) The consignor maintains ownership of goods until they are sold by the consignee
 - (B) The consignee owns the goods once they are transferred
 - (C) The consignor is paid immediately after goods are transferred
 - (D) Goods are transferred to the consignee permanently

6. Under the proportionate consolidation method, which of the following is true ?
- (A) Only the joint venture's equity is included in the parent company's balance sheet
 - (B) The parent company includes its share of assets, liabilities and income from the joint venture
 - (C) The parent company only reports its share of profits
 - (D) The joint venture is excluded from the parent company's financials
7. In a joint venture, which of the following is a common issue to address in the agreement ?
- (A) Intellectual property rights
 - (B) Exit strategies for the partners
 - (C) Distribution of profits
 - (D) All of the above
8. The consolidation of a joint venture's financial statements is required when :
- (A) The joint venture is 100% owned by the parent
 - (B) The parent has control over the joint venture
 - (C) The parent has significant influence but not control
 - (D) The joint venture is public
9. Which of the following is a common reason for forming a joint venture ?
- (A) To reduce competition
 - (B) To pool resources and share risks
 - (C) To avoid taxes
 - (D) To create a monopoly
10. What is typically included in the joint venture agreement ?
- (A) Terms of revenue sharing
 - (B) Details of the project or business activity
 - (C) Profit-sharing arrangements
 - (D) All of the above

11. Under the equity method, how is the investment in a joint venture recorded on the balance sheet ?
- (A) As an asset at cost
 - (B) As an asset at fair value
 - (C) As the share of net assets of the joint venture
 - (D) As an equity item
12. In a joint venture, the venture's profits and losses are typically shared according to:
- (A) The legal ownership percentage
 - (B) The venture's market value
 - (C) The partner with more investment
 - (D) The agreed upon terms in the joint venture agreement
13. Which of the following is true about the financial reporting of a joint venture ?
- (A) Only the profits are reported
 - (B) The assets, liabilities, income and expenses of the joint venture are proportionately consolidated with those of the parent company
 - (C) Only cash flows are reported
 - (D) It is excluded from the parent company's financial statements
14. Which accounting method is typically used for joint ventures ?
- (A) Full consolidation
 - (B) Proportional consolidation
 - (C) Equity method
 - (D) Cost method
15. What is a joint venture ?
- (A) A merger between two companies
 - (B) A business arrangement between two or more parties to undertake a specific project
 - (C) A subsidiary of one company
 - (D) A partnership with unlimited liability

16. Which of the following would not be included in the operating revenue of a nonprofit organization ?
- (A) Grant income
 - (B) Membership fees
 - (C) Donations for specific projects
 - (D) Investment income
17. Which is the main purpose of a nonprofit organization's Form 990 ?
- (A) To report financial statements to the IRS
 - (B) To calculate net income
 - (C) To file for tax exemption
 - (D) To report income taxes owed
18. What is the term for funds that are given to nonprofits for a particular purpose and must be used in that way ?
- (A) Unrestricted donations
 - (B) Restricted donations
 - (C) Endowments
 - (D) Contributions
19. Which of the following is NOT a category of net assets in nonprofit organizations ?
- (A) Unrestricted net assets
 - (B) Temporarily restricted net assets
 - (C) Permanently restricted net assets
 - (D) Profitbased net assets
20. Which of the following is a required financial statement for nonprofit organizations?
- (A) Profit and Loss Account
 - (B) Statement of Financial Position
 - (C) Income Tax Return
 - (D) Statement of Cash Flows

21. Nonprofit organizations typically use which method of accounting ?
- (A) Cash basis
 - (B) Accrual basis
 - (C) Modified cash basis
 - (D) Hybrid method
22. Which account is used to record donations that are restricted by the donor for specific purposes ?
- (A) Unrestricted fund
 - (B) Temporarily restricted fund
 - (C) Permanently restricted fund
 - (D) Operating fund
23. The statement of activities for a nonprofit organization is equivalent to which of the following ?
- (A) Income statement
 - (B) Balance sheet
 - (C) Cash flow statement
 - (D) Statement of retained earnings
24. In a nonprofit organization, which of the following is typically not considered an expense ?
- (A) Donations
 - (B) Salaries
 - (C) Rent
 - (D) Depreciation
25. Which of the following is a characteristic of a nonprofit organization ?
- (A) Profit distribution to members
 - (B) Profit is reinvested for the organization's mission
 - (C) Pay taxes on profit
 - (D) Shareholders receive dividends

26. What is the typical treatment of a claim payment in a general insurance company's accounting ?
- (A) It is immediately recorded as income
 - (B) It is added to the claims reserves
 - (C) It is deducted from the claims reserves
 - (D) It is treated as a liability
27. In the accounting for banking companies, what is a "provision for bad debts" ?
- (A) An expense set aside for potential loan losses
 - (B) A reserve set aside for customer withdrawals
 - (C) A reduction in the bank's equity capital
 - (D) A gain in the bank's profit and loss account
28. How are underwriting profits typically calculated in a general insurance company ?
- (A) By subtracting claims expenses from premiums earned
 - (B) By calculating the investment income earned from premium reserves
 - (C) By adding claims reserves to premiums earned
 - (D) By including only earned premiums and deducting operating expenses
29. What is the purpose of the "matching principle" in the accounting of general insurance companies ?
- (A) To recognize expenses in the period in which the related revenue is earned
 - (B) To record claims expenses as they are incurred
 - (C) To recognize premium income as revenue immediately upon receipt
 - (D) To report all premiums as income at the end of the fiscal year
30. Which of the following is a requirement for general insurance companies under regulatory accounting practices ?
- (A) Insurance companies must maintain solvency margin above a specified level
 - (B) All claims should be settled within a year
 - (C) All premiums must be received in cash
 - (D) Investments must be limited to government bonds

31. Which of the following is NOT an example of an operating expense for a banking company ?
- (A) Salaries and wages of employees
 - (B) Depreciation of fixed assets
 - (C) Provisions for bad debts
 - (D) Loan advances
32. Which of the following would be considered a short term liability for a banking company ?
- (A) Customer deposits
 - (B) Tier 1 capital
 - (C) Loans to customers
 - (D) Shareholder's equity
33. What is the accounting treatment of claims expenses in a general insurance company ?
- (A) Claims are expensed when paid or incurred
 - (B) Claims are capitalized as assets
 - (C) Claims are treated as revenue
 - (D) Claims are treated as unearned income
34. What is the purpose of creating a claims reserve in a general insurance company's financial statements ?
- (A) To cover future claim payments
 - (B) To account for premiums received in advance
 - (C) To estimate future income from premiums
 - (D) To distribute dividends to shareholders
35. How is "investment income" typically reported in the financial statements of a general insurance company ?
- (A) As part of underwriting profit
 - (B) As a separate item in the income statement
 - (C) As a liability in the balance sheet
 - (D) As part of claims expense

36. Which of the following is treated as an asset in the books of a general insurance company ?
- (A) Unearned premiums
 - (B) Claims liability
 - (C) Investments in securities
 - (D) Claims reserves
37. What does the term "loss ratio" mean in general insurance accounting ?
- (A) The total claims paid divided by the total premiums received
 - (B) The total premiums received divided by the total claims incurred
 - (C) The total expenses incurred in claims divided by the total claims paid
 - (D) The percentage of claims incurred that are still unpaid
38. What is a key concern in the underwriting process of general insurance ?
- (A) Determining the amount of premium income to be earned
 - (B) Assessing risk and pricing the insurance policy accordingly
 - (C) Estimating future investment income
 - (D) Calculating the solvency margin
39. How are premiums treated by a general insurance company when they are received but not yet earned ?
- (A) As revenue
 - (B) As unearned income (liability)
 - (C) As capital
 - (D) As an asset
40. Which of the following is considered an off balance sheet item for a bank ?
- (A) Loan advances
 - (B) Customer deposits
 - (C) Guarantees issued
 - (D) Shareholder's equity

41. Which of the following is NOT typically a financial statement for a banking company ?
- (A) Balance sheet
 - (B) Cash flow statement
 - (C) Statement of financial position
 - (D) Profit and loss account
42. In a general insurance company, what is the "solvency margin" ?
- (A) The excess of assets over liabilities
 - (B) The premium income collected in advance
 - (C) The cash flow generated from operations
 - (D) The share of profits distributed to policyholders
43. What does a bank use its capital adequacy ratio (CAR) for ?
- (A) To measure its risk against its capital
 - (B) To calculate loan interest rates
 - (C) To evaluate its liquidity position
 - (D) To determine its tax liability
44. In general insurance accounting, what is a "claim ratio" used to measure ?
- (A) The company's profitability
 - (B) The ratio of claims incurred to premiums earned
 - (C) The amount of reserves held by the insurer
 - (D) The company's dividend payout ratio
45. Which of the following is a common method used by general insurance companies to account for claims expenses ?
- (A) Matching principle
 - (B) Cash basis
 - (C) Revenue recognition principle
 - (D) Deferral method

46. What does the term "Tier 1 capital" refer to in the context of banking company regulation ?
- (A) Shareholder's equity
 - (B) Longterm debt
 - (C) Shortterm borrowings
 - (D) Investment securities
47. How do banking companies typically account for loan provisions ?
- (A) By creating an expense account in the income statement
 - (B) By recording the provision as a liability in the balance sheet
 - (C) By reducing the value of the loan in the asset side of the balance sheet
 - (D) By reporting them as a revenue item
48. Which of the following items is typically included in the profit and loss account of a banking company ?
- (A) Borrowings from customers
 - (B) Interest income from loans
 - (C) Shareholder's equity
 - (D) Nonperforming assets
49. Which of the following is a liability for a general insurance company ?
- (A) Premium received in advance
 - (B) Investment in securities
 - (C) Claims paid during the period
 - (D) Unearned premium
50. In a banking company, which of the following is classified as an asset ?
- (A) Customer deposits
 - (B) Borrowings from other banks
 - (C) Loan advances
 - (D) Interest expenses

SECTION-B : CONSUMER BEHAVIOUR

51. Industrial buying refers to purchases made by :
- (A) Individuals for personal use
 - (B) Households for daily consumption
 - (C) Organizations for producing other goods or services
 - (D) Retail stores selling groceries
52. For high-involvement purchases, consumers generally :
- (A) Buy the first product they see
 - (B) Conduct detailed comparisons before making a decision
 - (C) Pick the lowest-priced option by default
 - (D) Rely solely on store promotions
53. Word-of-mouth from friends and family is often :
- (A) Ignored by most consumers
 - (B) Highly trusted and influential
 - (C) Only relevant for luxury items
 - (D) A form of illegal advertising
54. A consumer's lifestyle can affect :
- (A) Only their choice of clothing
 - (B) Every aspect of their buying behavior
 - (C) Their government taxes
 - (D) Their basic personality traits
55. Purchase involvement tends to be higher when :
- (A) The product is inexpensive and easily replaced
 - (B) The consumer has very little personal interest
 - (C) The product is expensive or risky
 - (D) The consumer is in a hurry and cannot research

56. The "decider" in family buying is the person who :
- (A) Suggests the product first
 - (B) Consumes the product last
 - (C) Makes the final choice about which product or brand to purchase
 - (D) Pays the bills every month
57. Family influence is typically strongest when buying :
- (A) A candy car
 - (B) A new household appliance or cereal for everyone
 - (C) A personal grooming product for oneself
 - (D) A single soda for personal use
58. Cognitive dissonance after buying a product means :
- (A) Feeling entirely confident about the purchase
 - (B) Receiving compliments from friends
 - (C) Having doubts or discomfort about the purchase decision
 - (D) Enjoying the product without any worries
59. Post-purchase satisfaction mainly depends on :
- (A) The product's price only
 - (B) Whether the product meets or exceeds expectations
 - (C) How many ads the consumer saw
 - (D) The time of day the purchase was made
60. When a consumer compares various brands on price, quality and features, they are in the :
- (A) Problem recognition stage
 - (B) Information search stage
 - (C) Alternative evaluation stage
 - (D) Purchase decision stage

61. A "low-involvement" product purchase often leads to :
- (A) Detailed comparisons of multiple brands
 - (B) Many weeks of research
 - (C) Quick decisions based on simple cues
 - (D) Lifetime brand loyalty
62. A "ritual" in consumer behavior is :
- (A) A random, one-time event
 - (B) A symbolic activity involving steps or traditions
 - (C) The act of repeating an ad on TV
 - (D) The official process of product testing
63. Cross-cultural marketing involves :
- (A) Using the same ad for every market worldwide
 - (B) Ignoring differences in customs and language
 - (C) Adapting marketing strategies to fit different cultural groups
 - (D) Avoiding global expansion
64. A "subculture" can be described as :
- (A) A completely different national culture
 - (B) A group of consumers who share distinct traits within a larger culture
 - (C) A group that ignores all traditions
 - (D) People who prefer only luxury brands
65. Culture in consumer behavior refers to :
- (A) Local weather patterns
 - (B) Shared values, beliefs and customs of a society
 - (C) Strict government policies
 - (D) A single individual's habits

66. Buying luxury products to display wealth or status is known as :
- (A) Brand switching
 - (B) Conspicuous consumption
 - (C) Unplanned purchasing
 - (D) Group influence
67. Which statement is TRUE about social class ?
- (A) It has no effect on consumer behavior
 - (B) It is based solely on income
 - (C) It can influence lifestyles, spending and brand preferences
 - (D) It never changes over time
68. Opinion leaders in a social group are people who :
- (A) Avoid sharing their views
 - (B) Influence others with their expertise or status
 - (C) Only promote the most expensive products
 - (D) Make decisions for everyone
69. A "primary" reference group usually includes :
- (A) Political leaders
 - (B) Distant relatives
 - (C) Family and close friends
 - (D) Local government officials
70. A reference group is best described as :
- (A) A random group of strangers
 - (B) A group whose values and opinions influence a consumer's behavior
 - (C) Only a group of coworkers
 - (D) A group that sets official regulations

71. The "gatekeeper" in a family buying process is the person who :
- (A) Pays for the product
 - (B) Uses the product first
 - (C) Controls information about products or brands
 - (D) Consumes the product
72. In family decision-making, the person who first suggests buying a particular product is known as the :
- (A) User
 - (B) Initiator
 - (C) Influencer
 - (D) Gatekeeper
73. The concept of "family life cycle" helps marketers understand :
- (A) The best way to target single individuals only
 - (B) How family needs and spending change over time
 - (C) How to reduce production costs
 - (D) Why children rarely influence purchases
74. An example of an 'extended decision-making' purchase is :
- (A) Buying chewing gum
 - (B) Buying a car
 - (C) Buying a candy bar
 - (D) Buying a simple pencil
75. A highly involved consumer is more likely to :
- (A) Make a quick, impulsive purchase
 - (B) Rely on guesswork
 - (C) Compare different brands carefully
 - (D) Ignore product details

76. Organizational buying decisions are typically more "rational" because :
- (A) They are driven by personal emotions
 - (B) They focus on measurable factors like quality, price and performance
 - (C) They depend on random consumer trends
 - (D) They ignore budgets and time constraints
77. Long-term industrial buyer-seller relationships often require :
- (A) Frequent changes in suppliers
 - (B) Strong communication, consistent quality and trust
 - (C) No direct interaction
 - (D) Keeping product details hidden
78. Reverse auctions in industrial purchasing occur when :
- (A) A buyer sets a high price and suppliers try to match it
 - (B) Suppliers compete by bidding the lowest possible price for the buyer's needs
 - (C) Only one supplier is allowed to quote
 - (D) Buyers are forced to buy from a single source
79. When an industrial buyer focuses on "supplier reliability," they are most concerned with :
- (A) The supplier's brand image in consumer markets
 - (B) On-time delivery, consistent quality and dependable service
 - (C) The supplier's personal hobbies
 - (D) Irrelevant marketing campaigns
80. Environmental factors affecting industrial buying can include :
- (A) Economic trends and technological changes
 - (B) Personal opinions of a single employee
 - (C) The color of the office walls
 - (D) None of the above

81. Systems selling means :
- (A) Selling only one product at a time
 - (B) Providing a complete package of products and services as a single solution
 - (C) Forcing the buyer to purchase more than they need
 - (D) Government's official method of purchasing
82. After-sales service in industrial markets is :
- (A) Unimportant for repeat business
 - (B) Critical for long-term supplier-buyer relationships
 - (C) Only relevant for large machinery
 - (D) Rarely considered in industrial contracts
83. Decentralized purchasing often results in :
- (A) A single person deciding all purchases
 - (B) Faster decisions at the department level
 - (C) Lower costs through bulk buying
 - (D) A uniform standard of products across all branches
84. Centralized purchasing means :
- (A) Each department in the organization buys independently
 - (B) Purchasing decisions are made by a single department or authority
 - (C) Suppliers decide on their own prices without buyer input
 - (D) Different offices handle their own purchases separately
85. Joint demand means :
- (A) Demand for one industrial product is independent of another
 - (B) Two products are used together and both are needed
 - (C) Two suppliers share the same customers
 - (D) Buyers and sellers split costs equally

86. Institutional markets often include :
- (A) Small local businesses
 - (B) Hospitals, schools and non-profit organizations
 - (C) Shopping malls and retail stores
 - (D) Social clubs for personal use
87. Government markets typically have buying procedures based on :
- (A) Personal preferences of officials
 - (B) Strict regulations, budgets and formal bidding processes
 - (C) Quick, unrecorded purchases
 - (D) Lowest prices only, with no documentation
88. Vendor analysis involves :
- (A) Picking the first supplier found online
 - (B) Evaluating potential suppliers on price, quality, reliability and service
 - (C) Only buying from a supplier that offers the lowest price
 - (D) Ignoring supplier performance history
89. Quality standards in industrial buying :
- (A) Are less important than in consumer buying
 - (B) Rarely affect the decision
 - (C) Are often very specific and detailed
 - (D) Are the same for all industries
90. In industrial buying, negotiations can be more complex because :
- (A) Only price matters
 - (B) Organizations must consider multiple factors like quality, delivery and service
 - (C) There is no need to compare suppliers
 - (D) Purchasing is done randomly

91. Reciprocity in industrial buying refers to :
- (A) Two companies purchasing from each other for mutual benefit
 - (B) Buying only from overseas suppliers
 - (C) Rejecting all local suppliers
 - (D) Government forcing a company to purchase specific products
92. An example of derived demand is :
- (A) A family buying vegetables
 - (B) A restaurant buying fresh produce to meet increased customer orders
 - (C) An individual buying a personal car
 - (D) A teacher buying stationery for home use
93. Derived demand in industrial buying means :
- (A) Demand for industrial products is unrelated to consumer markets
 - (B) Demand depends on the demand for the final consumer product
 - (C) Demand never changes over time
 - (D) Demand is controlled by the buying center alone
94. New-task buying is characterized by :
- (A) Very routine decisions
 - (B) Limited information search
 - (C) A first-time or complex purchase requiring extensive research
 - (D) Buying from existing suppliers with no changes
95. A modified rebuy situation occurs when :
- (A) The organization has never purchased this type of product before
 - (B) The organization reorders without any changes
 - (C) The organization wants to change product specifications or suppliers
 - (D) The organization has a shortage of funds

96. Straight rebuy in industrial buying means :
- (A) Ordering a product with significant changes
 - (B) Reordering the same product from the same supplier
 - (C) Searching for entirely new suppliers
 - (D) Buying once and never reordering
97. The influencer in an industrial buying decision is someone who :
- (A) Pays the final bill
 - (B) Authorizes the purchase
 - (C) Provides technical information or expertise
 - (D) Consumes the final product
98. Which of the following is NOT a common role in a buying center ?
- (A) Initiator
 - (B) Influencer
 - (C) User
 - (D) Celebrity endorser
99. A "buying center" in an organization is :
- (A) A single person who decides all purchases
 - (B) A physical store where employees shop
 - (C) A group of people with different roles who influence the buying decision
 - (D) A department for storing inventory
100. One major difference between industrial and consumer buying is :
- (A) Industrial buyers usually purchase in much larger quantities
 - (B) Consumer buyers never research products
 - (C) Industrial buyers do not compare prices
 - (D) Consumer buyers always purchase for profit

4. 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 :

Question :

- Q. 1 (A) ☒ (B) ☐ (C) ☐ (D) ☐
 Q. 2 (A) ☐ (B) ☒ (C) ☐ (D) ☐
 Q. 3 (A) ☒ (B) ☐ (C) ☐ (D) ☐

Illegible answers with cutting and over-writing or half filled circle will be cancelled.

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. 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.
7. Before writing anything on the OMR Answer Sheet, all the Instructions given in it should be read carefully.
8. 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.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
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.

4. 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 छोटना है। उत्तर को OMR आन्सर-शीट में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

उदाहरण :

प्रश्न :

- प्रश्न 1 (A) ☒ (B) ☐ (C) ☐ (D) ☐
 प्रश्न 2 (A) ☐ (B) ☒ (C) ☐ (D) ☐
 प्रश्न 3 (A) ☒ (B) ☐ (C) ☐ (D) ☐

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

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ. एम. आर. उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ. एम. आर. उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. 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 कक्षनिरीक्षक को दिखाकर उसी सिरीज की दूसरी प्रश्न-पुस्तिका प्राप्त कर लें।