

Roll No.-----

प्रश्नपुस्तिका क्रमांक
Question Booklet No.

556297

O.M.R. Serial No.

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BBA (Sixth Semester) Examination, 2024-25

(NEP)

F010603T – A : STRATEGIC MANAGEMENT

F010603T – B : TRAINING AND DEVELOPMENT

K-730

Paper Code						
F	0	1	0	6	0	3 T

(To be filled in the
OMR Sheet)

प्रश्नपुस्तिका सीरीज
Question Booklet Series

A

SE

Time : 1:30 Hours]

[Maximum Marks-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 : STRATEGIC MANAGEMENT

1. The term strategy is derived from a word 'strategos' :
 - (A) Latin
 - (B) Greek
 - (C) Chinese
 - (D) German
2. The term strategy is derived from the word 'strategos' which means :
 - (A) Tactics
 - (B) Leadership
 - (C) Generalship
 - (D) Management
3. Strategic management does not involve :
 - (A) Setting objectives
 - (B) Analyzing the competitive environment
 - (C) Analyzing the internal organization
 - (D) Analyzing the external organization
4. Ensures that management rolls out the strategies across the organization is the role of :
 - (A) HR Department
 - (B) Operations Management
 - (C) Strategic Management
 - (D) All of the above
5. Strategic management is the management of an organization's resources to achieve its :
 - (A) Profit
 - (B) Goals and objectives
 - (C) Market Share
 - (D) Competitive Advantage

6. Different levels of strategic decision making and strategy formulation in any organization Does not include :
- (A) Financial
 - (B) Corporate
 - (C) Functional
 - (D) Business
7. Is the strategy which includes Board of Directors and the Chief Executive Officer, is responsible for the organization's financial performance and other non-financial goals :
- (A) Business
 - (B) Functional
 - (C) Corporate
 - (D) Financial
8. Which of the following doesn't describe Corporate Strategy ?
- (A) What business or businesses should we be in
 - (B) How does the parent company add value to its subsidiaries
 - (C) How does being in one business help us compete in other businesses
 - (D) How should we compete in other business
9. Different levels of strategic decision making and strategy formulation in any organization Include :
- (A) Corporate Level and Business Level
 - (B) Corporate Level and Functional Level
 - (C) Business Level and Functional Level
 - (D) Corporate, Business and Functional Level

10. Which of the following does not include the characteristics of Strategic Management ?
- (A) Reactive
 - (B) Multidimensional
 - (C) Systematic
 - (D) Dynamic
11. Which of the following denotes the characteristics of Strategic Management ?
- (A) Decentralization
 - (B) Wide-span of management
 - (C) Searching for new sources of advantage
 - (D) Multi operational
12. The role of stakeholders includes :
- (A) Direct Management
 - (B) Decision Making
 - (C) Investments
 - (D) All of the above
13. The process of strategic management is a/an One that changes as the organizational goals and objectives evolve :
- (A) Continuous
 - (B) Interesting
 - (C) Systematic
 - (D) Stable
14. Which of the following defines what business or businesses the firm is in or should be in ?
- (A) Business strategy
 - (B) Corporate strategy
 - (C) Functional strategy
 - (D) National strategy

15. Which of the following defines how each individual business unit will attempt to achieve its mission ?
- (A) Business strategy
 - (B) Corporate strategy
 - (C) Functional strategy
 - (D) National strategy
16. Which of the following focuses on supporting the corporate and business strategies?
- (A) Competitive strategy
 - (B) Corporate strategy
 - (C) National strategy
 - (D) Mission strategy
17. Which one of the following is not a primary task of strategic managers ?
- (A) Establishing strategic objectives
 - (B) Developing the steps to follow in implementing operational level plans
 - (C) Defining the business and developing a mission
 - (D) Developing a strategy
18. The task of strategy choice involves :
- (A) Developing plans and activities which will improve the organization's performance and competitive position
 - (B) Determining how the organization can be more market and efficiency oriented
 - (C) Monitoring whether the organization is achieving good financial performance
 - (D) Keeping the organization free of debt
19. Which one of the following is at the core of strategic management ?
- (A) Choosing which organizational objectives to focus on
 - (B) Being alert for opportunities to change work responsibilities
 - (C) Adapting the organization to a changing external environment
 - (D) Choosing whether to make decisions autocratically or on the basis of participation
20. The corporate level is where top management directs :
- (A) All employees for orientation
 - (B) Its efforts to stabilize recruitment needs
 - (C) Overall strategy for the entire organization
 - (D) Overall sales projections

21. The three organizational levels are :
- (A) Corporate level, business level, functional level
 - (B) Corporate level, business unit level, functional level
 - (C) Corporate strategy level, business unit level, functional level
 - (D) Corporate strategy level, business level, specialist level
22. Which of the following is an example of competing on quick response ?
- (A) A firm produces its product with less raw material waste than its competitors
 - (B) A firm offers more reliable products than its competitors
 - (C) A firm's products are introduced into the market faster than its competitors'
 - (D) A firm's research and development department generates many ideas for new products
23. Which one of the following is NOT included in the Porter's Five Forces model :
- (A) Potential development of substitute products
 - (B) Bargaining power of suppliers
 - (C) Rivalry among stockholders
 - (D) Rivalry among competing firms
24. What is meant by the term 'Stakeholder' ?
- (A) A person who is not related with a business
 - (B) A person who is related with a business
 - (C) A person who owns a business
 - (D) A person who purchases the shares of a business
25. Of the following, which one would NOT be considered one of the components of a mission statement ?
- (A) The target market for XYZ is oil and gas producers as well as producers of chemicals
 - (B) XYZ shall hire only those individuals who have with sufficient educational levels so as to be of benefit to our customers
 - (C) The customers of XYZ shall include global and local consumers of gas and oil products and domestic users of nontoxic chemicals
 - (D) The technologies utilized by XYZ shall focus upon development of alternative sources of gas and oil so as to remain competitive within the industry

26. The strategic management process is :
- (A) A set of activities that will assure a temporary advantage and average returns for the firm
 - (B) A decision-making activity concerned with a firm's internal resources, capabilities and competencies, independent of the conditions in its external environment
 - (C) A process directed by top-management with input from other stakeholders that seeks to achieve above-average returns for investors through effective use of the organization's resources
 - (D) The full set of commitments, decisions and actions required for the firm to achieve above-average returns and strategic competitiveness
27. The goal of the organization's is to capture the hearts and minds of employees, challenge them and evoke their emotions and dreams.
- (A) Vision
 - (B) Mission
 - (C) Culture
 - (D) Strategy
28. A firm's mission :
- (A) Is a statement of a firm's business in which it intends to compete and the customers which it intends to serve
 - (B) Is an internally-focused affirmation of the organization's financial, social and ethical goals
 - (C) Is mainly intended to emotionally inspire employees and others take holders
 - (D) Is developed by a firm before the firm develops its vision

29. The environmental segments that comprise the general environment typically will NOT include :
- (A) Demographic factors
 - (B) Sociocultural factors
 - (C) Substitute products services
 - (D) Technological factors
30. An analysis of the economic segment of the external environment would include all of the following EXCEPT :
- (A) Interest rates
 - (B) International trade
 - (C) The strength of the U.S. dollar
 - (D) The move toward a contingent workforce
31. Product differentiation refers to the :
- (A) Ability of the buyers of a product to negotiate a lower price
 - (B) Response of incumbent firms to new entrants
 - (C) Belief by customers that a product is unique
 - (D) Fact that as more of a product is produced the cheaper it becomes per unit
32. Which of the following is NOT an entry barrier to an industry ?
- (A) Expected competitor retaliation
 - (B) Economies of scale
 - (C) Customer product loyalty
 - (D) Bargaining power of suppliers

33. Switching costs refer to the :
- (A) Cost to a producer to exchange equipment in a facility when new technologies emerge
 - (B) Cost of changing the firm's strategic group
 - (C) One-time costs suppliers incur when selling to a different customer
 - (D) One-time costs customers incur when buying from a different supplier
34. New entrants to an industry are more likely when (i.e., entry barriers are low when...) :
- (A) It is difficult to gain access to distribution channels
 - (B) Economies of scale in the industry are high
 - (C) Product differentiation in the industry is low
 - (D) Capital requirements in the industry are high
35. Suppliers are powerful when :
- (A) Satisfactory substitutes are available
 - (B) They sell a commodity product
 - (C) They offer a credible threat of forward integration
 - (D) They are in a highly fragmented industry
36. The highest amount a firm can charge for its products is most directly affected by :
- (A) Expected retaliation from competitors
 - (B) The cost of substitute products
 - (C) Variable costs of production
 - (D) Customers' high switching costs
37. All of the following are forces that create high rivalry within an industry EXCEPT :
- (A) Numerous or equally balanced competitors
 - (B) High fixed costs
 - (C) Fast industry growth
 - (D) High storage costs

38. According to the five factors model, an attractive industry would have all of the following characteristics EXCEPT :
- (A) Low barriers to entry
 - (B) Supplier with low bargaining power
 - (C) A moderate degree of rivalry among competitors
 - (D) Few good product substitutes
39. Internal analysis enables a firm to determine what the firm :
- (A) Can do
 - (B) Should do
 - (C) Will do
 - (D) Might do
40. An external analysis enables a firm to determine what the firm :
- (A) Can do
 - (B) Should do
 - (C) Will do
 - (D) Might do
41. Which is/are the source of the firm's ?
- (A) Resources, capabilities, core competencies
 - (B) Capabilities, resources core competencies
 - (C) Capabilities, resources, above average returns
 - (D) Core competencies, resources, competitive advantage
42. In the airline industry, frequent-flyer programs, ticket kiosks and eticketing are all examples of capabilities that are :
- (A) Rare
 - (B) Causally ambiguous
 - (C) Socially complex
 - (D) Valuable

43. Firms with few competitive resources are more likely :
- (A) To not respond to competitive actions
 - (B) Respond quickly to competitive actions
 - (C) Delay responding to competitive actions
 - (D) Respond to strategic actions but not to tactical actions
44. Competitors are more likely to respond to competitive actions that are taken by :
- (A) Differentiators
 - (B) Larger companies
 - (C) First movers
 - (D) Market leaders
45. What can be defined as the art and science of formulating, implementing and evaluating cross-functional decisions that enable an organization to achieve its objectives ?
- (A) Strategy formulation
 - (B) Strategy evaluation
 - (C) Strategy implementation
 - (D) Strategic management
46. Which of the following is not a cultural product ?
- (A) Rites
 - (B) Emotions
 - (C) Rituals
 - (D) Sagas

47. Which individuals are most responsible for the success and failure of an organization ?
- (A) Strategists
 - (B) Financial planners
 - (C) Personnel directors
 - (D) Stakeholders
48. Which of the following is an element of a firm's remote external environment ?
- (A) Competition
 - (B) Political agencies
 - (C) Suppliers
 - (D) Trade union
49. Long-term objectives should be all of the following except :
- (A) Measurable
 - (B) Continually changing
 - (C) Reasonable
 - (D) Challenging
50. What are guides to decision making ?
- (A) Laws
 - (B) Rules
 - (C) Policies
 - (D) Procedures

SECTION-B : TRAINING AND DEVELOPMENT

51. The primary purpose of training evaluation is to :
- (A) Ensure that training costs are minimized
 - (B) Determine the return on investment (ROI) from training
 - (C) Measure the effectiveness and impact of the training
 - (D) Select the best training method
52. What does the Kirkpatrick Model of training effectiveness evaluate ?
- (A) The financial performance of the organization
 - (B) Reaction, learning, behaviour and results of training
 - (C) The cost-effectiveness of the training program
 - (D) The sales figures post-training
53. Which of the following is a primary component of the CIRO model for evaluating training ?
- (A) Reaction to training
 - (B) Cost of training
 - (C) Organizational culture
 - (D) Return on investment (ROI)
54. In training evaluation, the term 'learning outcomes' refers to :
- (A) The reaction of employees to the training
 - (B) The skills and knowledge gained by the trainees
 - (C) The cost of implementing the training program
 - (D) The return on investment (ROI)
55. Which of the following is an example of a formative evaluation method ?
- (A) Post-training survey
 - (B) Interviews after the training program
 - (C) Quizzes during the training program
 - (D) Return on investment (ROI) analysis

56. Which of the following is a limitation of the Kirkpatrick Model ?
- (A) It is difficult to measure learning outcomes
 - (B) It only focuses on financial impact
 - (C) It doesn't assess behavioural changes
 - (D) It ignores feedback from trainers
57. Which training method involves role-playing activities ?
- (A) Simulation
 - (B) On-the-job training
 - (C) Lecture-based training
 - (D) Case studies
58. Which of the following is an advantage of e-learning over traditional classroom training ?
- (A) Higher engagement levels
 - (B) Flexibility in learning time and pace
 - (C) Limited accessibility for remote employees
 - (D) More direct interaction with instructors
59. Which of these is an example of action learning in executive development ?
- (A) Participating in live projects to solve real-world problems
 - (B) Watching recorded lectures
 - (C) Attending conferences
 - (D) Completing online quizzes
60. What is the primary role of a facilitator in training programs ?
- (A) To design the curriculum
 - (B) To manage training costs
 - (C) To guide discussions and learning experiences
 - (D) To create training reports

61. Which of the following is a disadvantage of using a survey for training evaluation ?
- (A) It provides immediate feedback
 - (B) It lacks detailed insights into the learning process
 - (C) It can be difficult to analyze
 - (D) It is cost-effective
62. What is the primary focus of the Kirkpatrick Model's second level-learning ?
- (A) The reaction of trainees to the training
 - (B) The knowledge and skills acquired through training
 - (C) The behaviour change post-training
 - (D) The organizational results of the training
63. Which of the following is an example of a summative evaluation method ?
- (A) Pre-test before training
 - (B) Ongoing feedback during training
 - (C) Post-test after training
 - (D) Self-reflection activities
64. What does ROI (Return On Investment) in training evaluation primarily measure ?
- (A) The number of trainees who attend
 - (B) The knowledge gained by trainees
 - (C) The financial impact of the training program
 - (D) The personal growth of the employees
65. Which of the following is an appropriate method for evaluating behaviour change after training ?
- (A) Interviews with trainees
 - (B) Testing theoretical knowledge
 - (C) Observing the work performance post-training
 - (D) Conducting surveys before training

66. Which of the following is a method for executive development that involves job assignments across various functions ?
- (A) Mentoring
 - (B) Job rotation
 - (C) On-the-job training
 - (D) Simulation exercises
67. Which of the following is a key benefit of cross-functional training for executives ?
- (A) Increases technical expertise in one area
 - (B) Builds a broad understanding of different organizational functions
 - (C) Reduces employee turnover
 - (D) Focuses solely on leadership skills
68. What is the focus of leadership development programs for executives ?
- (A) Enhancing technical skills
 - (B) Improving decision-making and strategic thinking
 - (C) Reducing organizational costs
 - (D) Maximizing team performance
69. What does a successful mentoring program for executives typically aim to achieve?
- (A) Faster integration into the workforce
 - (B) Expanding professional networks and learning from experienced leaders
 - (C) Reducing operational costs
 - (D) Enhancing employee satisfaction across the company
70. Which of these is key challenge when delivering executive development programs?
- (A) Balancing work schedules with learning time
 - (B) Motivating entry-level employees
 - (C) Simplifying the content for easy understanding
 - (D) Aligning the program with the organization's culture and goals

71. Which of the following is an advantage of blended learning for employee training ?
- (A) It requires fewer resources than traditional learning
 - (B) It combines the benefits of face-to-face learning and online resources
 - (C) It only relies on one training method
 - (D) It is not customizable to employee needs
72. Which of the following is a type of training delivery method that is most commonly used for large, diverse groups ?
- (A) E-learning
 - (B) On-the-job training
 - (C) Classroom training
 - (D) Mentoring
73. Which of the following is a critical success factor for virtual training ?
- (A) The trainer's ability to create printed materials
 - (B) The trainees' access to technology and internet connectivity
 - (C) The organization's ability to purchase training equipment
 - (D) The length of the training program
74. What is one potential drawback of relying solely on on-the-job training of new employees ?
- (A) Lack of feedback
 - (B) Training may be inconsistent
 - (C) Lack of theoretical understanding
 - (D) Overemphasis on technical skills
75. Which of these training methods is effective for teaching highly technical or complex skills ?
- (A) Lectures
 - (B) Simulation-based training
 - (C) Group discussions
 - (D) On-the-job training

76. Which of the following is a current trend in corporate training and development ?
- (A) Focusing exclusively on face-to-face training
 - (B) Using more personalized, data-driven learning paths
 - (C) Reducing the use of technology in training
 - (D) Encouraging employees to avoid external certifications
77. What is gamification in training and development ?
- (A) Training employees through games and competitive activities
 - (B) Using game elements to increase motivation and engagement in training
 - (C) Focusing entirely on traditional classroom-based learning
 - (D) Rewarding employees with games for meeting sales goals
78. What is a key benefit of using mobile learning (mLearning) for training programs ?
- (A) It is less interactive than traditional methods
 - (B) It is accessible anytime and anywhere on mobile devices
 - (C) It focuses mainly on employee performance reviews
 - (D) It is used only for e-learning certification programs
79. Which of the following is a major benefit of continuous learning in the workplace ?
- (A) Increased organizational hierarchy
 - (B) Increased employee turnover
 - (C) Enhanced employee adaptability and skill development
 - (D) Reduced use of technology in training
80. What is a key characteristic of modern leadership development programs ?
- (A) They focus mainly on operational tasks
 - (B) They include both formal training and informal development experiences
 - (C) They ignore the development of emotional intelligence
 - (D) They are conducted only in physical classrooms
81. Which of the following is an important legal consideration in training and development ?
- (A) Ensuring equal access to training opportunities for all employees
 - (B) Minimizing the costs of training programs
 - (C) Reducing the time spent on employee development
 - (D) Avoiding the use of third-party vendors

82. What does the concept of "affirmative action" in training refer to ?
- (A) Providing training only to senior managers
 - (B) Ensuring that training opportunities are provided fairly to underrepresented groups
 - (C) Limiting training to technical areas
 - (D) Promoting employees based on seniority
83. Which of the following should be considered when selecting training materials to ensure ethical training ?
- (A) Content should avoid stereotypes and be inclusive of diverse viewpoints
 - (B) Content should emphasize the financial benefits of training
 - (C) Content should only focus on technical aspects of the job
 - (D) Content should be complex and difficult to understand
84. Which of the following is a key legal issue regarding training data collection ?
- (A) The need to collect data on employee performance
 - (B) Privacy laws regarding employee data
 - (C) The necessity of extensive paperwork
 - (D) Avoiding feedback from employees
85. Which act governs the fair treatment of employees in the workplace, including training opportunities ?
- (A) The Equal Employment Opportunity Act
 - (B) The Fair Labor Standards Act
 - (C) The Family and Medical Leave Act
 - (D) The Americans with Disabilities Act
86. What is major benefit of continuous feedback in training programs ?
- (A) It helps increase the length of the training
 - (B) It allows for real-time improvements and adjustments
 - (C) It reduces the need for trainers
 - (D) It focuses only on post-training evaluations

87. What role does the supervisor play in employee training ?
- (A) Supervisors are not involved in training
 - (B) Supervisors can provide feedback and support post-training
 - (C) Supervisors manage the entire training curriculum
 - (D) Supervisors are responsible for designing the training programs
88. Which of these is a major challenge when implementing a global training program?
- (A) Standardizing training materials for different cultures
 - (B) Developing complex theoretical concepts
 - (C) Over-reliance on virtual learning
 - (D) High cost of local training programs
89. What is a common feature of successful corporate training programs ?
- (A) A rigid, one-size-fits-all approach
 - (B) Limited feedback and evaluation
 - (C) A focus on both personal and organizational growth
 - (D) A focus only on technical skills
90. What is the impact of not aligning training programs with organizational goals ?
- (A) Increased employee engagement
 - (B) Decreased employee productivity and morale
 - (C) Reduced training costs
 - (D) Increased employee retention
91. Which of the following is an example of "on-the-job training" ?
- (A) E-learning modules
 - (B) Virtual simulations
 - (C) Hands-on work experience in the employee's actual role
 - (D) Workshops and seminars
92. Which of these training methods is most effective for leadership development ?
- (A) Lecture-based training
 - (B) On-the-job coaching and mentoring
 - (C) Basic computer skills training
 - (D) Classroom-based theoretical training
93. What is the key outcome of a needs assessment ?
- (A) Identifying areas for improvement
 - (B) Determining training costs
 - (C) Analyzing employee performance metrics
 - (D) Deciding on the content of the training

94. Which is the primary purpose of training objectives ?
(A) To outline the goals of the training program
(B) To define the training budget
(C) To measure the ROI of training
(D) To identify participants in the program
95. What is the key advantage of simulation-based training ?
(A) It is cheaper than other training methods
(B) It offers a realistic, hands-on learning experience
(C) It requires minimal resources
(D) It can only be used for technical training
96. Which type of training is best for learning soft skills such as communication ?
(A) E-learning
(B) Simulation-based training
(C) On-the-job training
(D) Classroom-based interactive workshops
97. What is one way to evaluate the effectiveness of a leadership development program?
(A) By tracking changes in leadership behaviours and decision-making abilities
(B) By measuring the attendance rate of trainees
(C) By collecting participant feedback on the trainer
(D) By reducing training costs
98. Why is employee engagement important in training programs ?
(A) It helps in reducing training time
(B) Engaged employees are more likely to retain knowledge and skills
(C) It makes the training process less formal
(D) It ensures uniformity in training content
99. Which of the following training methods is most cost-effective for small organizations ?
(A) Instructor-led training
(B) E-learning and online resources
(C) External workshops and seminars
(D) Simulation exercises
100. Which of the following is a major consideration when developing a training program ?
(A) The length of the program
(B) The method of training evaluation
(C) Aligning the program with organizational goals and employee needs
(D) Focusing solely on technical content

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 छाँटना 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।