

## MODEL QUESTION PAPER

### Master of Business Administration (MBA) – Skill Assessment

(Branch-Specific | For Reference)

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**This Model Question Paper is provided to help candidates understand the assessment structure, format, and branches covered under the HRVIEW Master of Business Administration (MBA) Skill Assessment.**

**It is intended only for reference and does not represent the actual examination paper.**

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#### Assessment Snapshot

- **Assessment Type:** Model Question Paper
- **Assessment Mode:** Online
- **Question Format:** Objective Type (MCQs)
- **Total Number of Questions:** 20
- **Pass Criteria:** 75%

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<b>Degree</b>	<b>Specialization</b>
Master of Business Administration (MBA)	Information Technology
Master of Business Administration (MBA)	International Business
Master of Business Administration (MBA)	Human Resources
Master of Business Administration (MBA)	Operations
Master of Business Administration (MBA)	Marketing
Master of Business Administration (MBA)	Finance

#### Note for Candidates

This is a **model reference document** intended for **general understanding only**

## MODEL QUESTION PAPER

### MBA – Information Technology

#### 20 MCQs with Answers

**1. The primary objective of Management Information Systems (MIS) is to:**

- A. Store large volumes of data
- B. Support managerial decision-making
- C. Automate coding tasks
- D. Replace managers

 **Answer: B**

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**2. Which system supports top-level management decisions?**

- A. TPS
- B. MIS
- C. DSS
- D. ESS

 **Answer: D**

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**3. ERP systems primarily integrate:**

- A. Only finance functions
- B. Only HR functions
- C. All business processes
- D. Only IT infrastructure

 **Answer: C**

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**4. Which technology enables real-time data processing?**

- A. Batch processing
- B. OLTP
- C. OLAP
- D. Data mining

 **Answer: B**

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**5. The main purpose of cloud computing in business is to:**

- A. Increase hardware ownership
- B. Reduce scalability
- C. Enable flexible and scalable IT resources
- D. Increase manual workload

 **Answer: C**

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**6. Which model delivers software via the internet?**

- A. IaaS
- B. PaaS
- C. SaaS
- D. On-premise

 **Answer: C**

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**7. Which of the following is an example of unstructured data?**

- A. Employee payroll
- B. Sales database
- C. Email text
- D. Inventory records

 **Answer: C**

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**8. The main risk in IT outsourcing is:**

- A. Improved efficiency
- B. Reduced cost
- C. Loss of control
- D. Faster deployment

 **Answer: C**

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**9. Which tool is used for managing IT services?**

- A. ITIL
- B. COBIT

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- C. Six Sigma
- D. Agile

 **Answer: A**

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**10. Business Intelligence primarily focuses on:**

- A. Software development
- B. Data analysis and reporting
- C. Network security
- D. Hardware maintenance

 **Answer: B**

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**11. Which concept ensures IT investments align with business goals?**

- A. IT governance
- B. IT auditing
- C. System testing
- D. Data warehousing

 **Answer: A**

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**12. The main purpose of a data warehouse is to:**

- A. Store transactional data
- B. Backup databases
- C. Support decision making
- D. Run real-time applications

 **Answer: C**

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**13. Which cyber threat involves tricking users into revealing information?**

- A. Malware
- B. Phishing
- C. Ransomware
- D. Trojan

 **Answer: B**

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**14. Which system converts raw data into meaningful information?**

- A. TPS
- B. MIS
- C. DSS
- D. ESS

 **Answer: B**

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**15. Which metric evaluates IT project success?**

- A. Lines of code
- B. Server uptime only
- C. Cost, time, and scope
- D. Programming language used

 **Answer: C**

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**16. Which database model stores data in tables?**

- A. Hierarchical
- B. Network
- C. Relational
- D. Object-oriented

 **Answer: C**

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**17. Which framework is used for IT control and compliance?**

- A. Agile
- B. DevOps
- C. COBIT
- D. Scrum

 **Answer: C**

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**18. The main benefit of virtualization is:****Note for Candidates**

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- A. Increased hardware cost
- B. Better resource utilization
- C. Reduced security
- D. Slower performance

 **Answer: B**

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**19. Which role bridges business needs and IT solutions?**

- A. System administrator
- B. Software developer
- C. Business analyst
- D. Network engineer

 **Answer: C**

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**20. Digital transformation mainly focuses on:**

- A. Replacing employees
- B. Using technology to improve business processes
- C. Buying new hardware
- D. Eliminating management

 **Answer: B**

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## MODEL QUESTION PAPER

### MBA – International Business

#### 20 MCQs with Answers

**1. International business primarily deals with:**

- A. Domestic trade only
- B. Cross-border trade and investment
- C. Local supply chains
- D. Government-only trade

 **Answer: B**

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**2. Which theory explains absolute cost advantage in trade?**

- A. Comparative advantage
- B. Absolute advantage
- C. Heckscher–Ohlin theory
- D. Product life cycle theory

 **Answer: B**

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**3. Which organization regulates international trade rules?**

- A. IMF
- B. World Bank
- C. WTO
- D. UNDP

 **Answer: C**

---

**4. FDI refers to:**

- A. Foreign Debt Investment
- B. Foreign Direct Investment
- C. Financial Development Index
- D. Foreign Domestic Investment

 **Answer: B**

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**5. Which exchange rate system is determined by market forces?**

- A. Fixed exchange rate
- B. Floating exchange rate
- C. Pegged exchange rate
- D. Managed rate

 **Answer: B**

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**6. Which document is required for exporting goods?**

- A. Bill of exchange
- B. Letter of credit
- C. Shipping bill
- D. Promissory note

 **Answer: C**

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**7. The main objective of IMF is to:**

- A. Promote international peace
- B. Stabilize international monetary system
- C. Provide development loans
- D. Control global trade

 **Answer: B**

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**8. Which trade barrier involves taxes on imports?**

- A. Quota
- B. Subsidy
- C. Tariff
- D. Embargo

 **Answer: C**

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**9. Incoterms define:**

- A. Product quality standards
- B. Payment methods

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- C. Delivery terms in international trade
- D. Currency conversion rates

 **Answer: C**

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**10. Which strategy involves producing goods in multiple countries?**

- A. Domestic strategy
- B. International strategy
- C. Global strategy
- D. Multi-domestic strategy

 **Answer: D**

---

**11. Which factor most influences international market entry decisions?**

- A. Climate
- B. Cultural differences
- C. Office location
- D. Company logo

 **Answer: B**

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**12. Balance of Trade refers to:**

- A. Difference between exports and imports
- B. Total foreign investment
- C. Government spending abroad
- D. Exchange rate value

 **Answer: A**

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**13. Which payment method provides maximum security to exporters?**

- A. Open account
- B. Advance payment
- C. Letter of credit
- D. Consignment

 **Answer: C**

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**14. Which organization provides long-term development finance?**

- A. WTO
- B. IMF
- C. World Bank
- D. ADB only

 **Answer: C**

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**15. Which risk arises due to changes in exchange rates?**

- A. Political risk
- B. Credit risk
- C. Currency risk
- D. Operational risk

 **Answer: C**

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**16. Dumping refers to:**

- A. Selling goods at high prices abroad
- B. Selling goods below cost in foreign markets
- C. Import restrictions
- D. Export subsidies

 **Answer: B**

---

**17. Which agreement reduces trade barriers between countries?**

- A. Trade embargo
- B. Free trade agreement
- C. Import quota
- D. Export license

 **Answer: B**

---

**18. Which mode of entry involves sharing ownership?****Note for Candidates**

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- A. Licensing
- B. Franchising
- C. Joint venture
- D. Exporting

 **Answer: C**

---

**19. Which currency is most used in international trade?**

- A. Euro
- B. Yen
- C. Pound
- D. US Dollar

 **Answer: D**

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**20. Which factor affects country risk the most?**

- A. Population size
- B. Political stability
- C. Climate
- D. Literacy rate

 **Answer: B**

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## MODEL QUESTION PAPER

### MBA – Human Resources

#### 20 MCQs with Answers

**1. Human Resource Management primarily focuses on:**

- A. Managing machines
- B. Managing financial assets
- C. Managing people at work
- D. Managing technology

 **Answer: C**

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**2. The process of identifying and attracting potential employees is called:**

- A. Selection
- B. Recruitment
- C. Training
- D. Induction

 **Answer: B**

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**3. Which interview type uses a structured set of questions?**

- A. Stress interview
- B. Unstructured interview
- C. Structured interview
- D. Group interview

 **Answer: C**

---

**4. Job analysis results in:**

- A. Job enlargement
- B. Job rotation
- C. Job description and job specification
- D. Job enrichment

 **Answer: C**

---

**Note for Candidates**

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**5. Which method is used to evaluate employee performance?**

- A. Job evaluation
- B. Performance appraisal
- C. Job rotation
- D. Wage survey

 **Answer: B**

---

**6. Maslow's theory is related to:**

- A. Leadership
- B. Motivation
- C. Communication
- D. Training

 **Answer: B**

---

**7. Which training method is conducted at the workplace?**

- A. Vestibule training
- B. Classroom training
- C. On-the-job training
- D. Case study

 **Answer: C**

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**8. The main objective of compensation management is to:**

- A. Reduce employee count
- B. Motivate and retain employees
- C. Increase workload
- D. Control unions

 **Answer: B**

---

**9. Which act regulates industrial disputes in India?**

- A. Factories Act
- B. Industrial Disputes Act

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- C. Payment of Wages Act
- D. Minimum Wages Act

 **Answer: B**

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**10. The 360-degree appraisal includes feedback from:**

- A. Supervisor only
- B. Peers only
- C. Subordinates only
- D. Multiple sources

 **Answer: D**

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**11. Employee engagement refers to:**

- A. Attendance at work
- B. Emotional commitment to the organization
- C. Salary satisfaction
- D. Job security

 **Answer: B**

---

**12. Which leadership style encourages employee participation?**

- A. Autocratic
- B. Laissez-faire
- C. Democratic
- D. Bureaucratic

 **Answer: C**

---

**13. Collective bargaining is a process between:**

- A. Employer and government
- B. Employees and customers
- C. Employer and employees
- D. Employer and suppliers

 **Answer: C**

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**14. Which method helps in resolving employee grievances?**

- A. Job rotation
- B. Grievance handling procedure
- C. Job evaluation
- D. Training needs analysis

 **Answer: B**

---

**15. Which factor most influences employee morale?**

- A. Office location
- B. Salary and work environment
- C. Company logo
- D. Office size

 **Answer: B**

---

**16. Which HR metric measures employee turnover?**

- A. Absenteeism rate
- B. Attrition rate
- C. Productivity rate
- D. Engagement score

 **Answer: B**

---

**17. Which law ensures equal pay for equal work in India?**

- A. Payment of Bonus Act
- B. Minimum Wages Act
- C. Equal Remuneration Act
- D. Factories Act

 **Answer: C**

---

**18. Succession planning helps in:**

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- A. Downsizing
- B. Employee training only
- C. Leadership continuity
- D. Wage control

 **Answer: C**

---

**19. Which process aligns employee goals with organizational goals?**

- A. Recruitment
- B. Performance management
- C. Training
- D. Induction

 **Answer: B**

---

**20. HR analytics mainly focuses on:**

- A. Payroll processing
- B. Data-driven HR decision making
- C. Employee discipline
- D. Compliance only

 **Answer: B**

---

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## MODEL QUESTION PAPER

### MBA – Operations Management

#### 20 MCQs with Answers

**1. Operations management primarily focuses on:**

- A. Financial planning
- B. Converting inputs into outputs
- C. Marketing products
- D. Managing employees

 **Answer: B**

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**2. Which of the following is an input in an operations system?**

- A. Finished goods
- B. Services
- C. Raw materials
- D. Profits

 **Answer: C**

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**3. The objective of lean manufacturing is to:**

- A. Increase inventory
- B. Eliminate waste
- C. Increase lead time
- D. Increase cost

 **Answer: B**

---

**4. Which layout is best suited for mass production?**

- A. Process layout
- B. Product layout
- C. Fixed position layout
- D. Cellular layout

 **Answer: B**

---

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**5. Capacity planning is concerned with:**

- A. Marketing demand
- B. Workforce training
- C. Determining production capacity
- D. Financial forecasting

 **Answer: C**

---

**6. Which inventory control technique follows the “always order fixed quantity” principle?**

- A. ABC analysis
- B. EOQ model
- C. JIT
- D. VED analysis

 **Answer: B**

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**7. Just-In-Time (JIT) production aims to:**

- A. Increase buffer stock
- B. Reduce inventory holding cost
- C. Increase storage space
- D. Improve forecasting only

 **Answer: B**

---

**8. Which tool is used for scheduling jobs?**

- A. PERT
- B. CPM
- C. Gantt chart
- D. Fishbone diagram

 **Answer: C**

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**9. The bottleneck in a process is:**

- A. Fastest operation
- B. Most expensive operation

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- C. Slowest operation
- D. Final operation

 **Answer: C**

---

**10. Which quality philosophy emphasizes zero defects?**

- A. Six Sigma
- B. TQM
- C. Kaizen
- D. ISO 9001

 **Answer: A**

---

**11. The purpose of quality control is to:**

- A. Increase production
- B. Maintain quality standards
- C. Reduce wages
- D. Increase advertising

 **Answer: B**

---

**12. Which maintenance strategy is performed after equipment failure?**

- A. Preventive maintenance
- B. Predictive maintenance
- C. Breakdown maintenance
- D. Routine maintenance

 **Answer: C**

---

**13. Which concept focuses on continuous improvement?**

- A. Kaizen
- B. Benchmarking
- C. Reengineering
- D. Outsourcing

 **Answer: A**

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**14. Which forecasting method uses past data trends?**

- A. Qualitative forecasting
- B. Delphi technique
- C. Time series analysis
- D. Market research

 **Answer: C**

---

**15. Supply chain management integrates:**

- A. Only suppliers
- B. Only manufacturers
- C. Only distributors
- D. Suppliers, manufacturers, and customers

 **Answer: D**

---

**16. Which performance measure indicates machine effectiveness?**

- A. ROI
- B. Throughput
- C. Overall Equipment Effectiveness (OEE)
- D. Lead time

 **Answer: C**

---

**17. The main objective of facility location is to:**

- A. Reduce employee turnover
- B. Minimize cost and maximize service
- C. Increase marketing reach
- D. Improve brand image

 **Answer: B**

---

**18. Which technique classifies inventory based on value?**

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- A. JIT
- B. EOQ
- C. ABC analysis
- D. FIFO

 **Answer: C**

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**19. Which chart is used to identify causes of quality problems?**

- A. Control chart
- B. Pareto chart
- C. Fishbone diagram
- D. Flow chart

 **Answer: C**

---

**20. Which production system is most flexible?**

- A. Mass production
- B. Job production
- C. Continuous production
- D. Batch production

 **Answer: B**

---

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## MODEL QUESTION PAPER

### MBA – Marketing

#### 20 MCQs with Answers

**1. Marketing is primarily concerned with:**

- A. Selling products only
- B. Creating customer value and satisfaction
- C. Advertising only
- D. Manufacturing goods

 **Answer: B**

---

**2. The marketing mix consists of:**

- A. 3 Ps
- B. 4 Ps
- C. 5 Ps
- D. 7 Ps

 **Answer: B**

---

**3. Which element of the marketing mix generates revenue?**

- A. Product
- B. Price
- C. Place
- D. Promotion

 **Answer: B**

---

**4. Market segmentation means:**

- A. Dividing the market into distinct groups
- B. Increasing market size
- C. Reducing competition
- D. Fixing product prices

 **Answer: A**

---

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**5. Which segmentation is based on consumer lifestyle?**

- A. Demographic
- B. Geographic
- C. Psychographic
- D. Behavioral

 **Answer: C**

---

**6. Target marketing refers to:**

- A. Serving the entire market
- B. Selecting specific market segments
- C. Reducing marketing cost
- D. Ignoring customer needs

 **Answer: B**

---

**7. Positioning focuses on:**

- A. Product packaging
- B. Customer perception
- C. Price reduction
- D. Distribution

 **Answer: B**

---

**8. The product life cycle includes:**

- A. Planning, development, maturity, decline
- B. Introduction, growth, maturity, decline
- C. Launch, promotion, profit, loss
- D. Design, production, sales, disposal

 **Answer: B**

---

**9. Which pricing strategy sets a high initial price?**

- A. Penetration pricing
- B. Skimming pricing

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- C. Competitive pricing
- D. Cost-plus pricing

 **Answer: B**

---

**10. Which promotion tool involves direct communication with consumers?**

- A. Advertising
- B. Sales promotion
- C. Personal selling
- D. Public relations

 **Answer: C**

---

**11. Branding helps in:**

- A. Reducing production cost
- B. Differentiating products
- C. Eliminating competition
- D. Controlling prices

 **Answer: B**

---

**12. Which factor influences consumer buying behavior the most?**

- A. Psychological factors
- B. Cultural factors
- C. Social factors
- D. All of the above

 **Answer: D**

---

**13. Which distribution channel is the shortest?**

- A. Manufacturer → Wholesaler → Retailer → Consumer
- B. Manufacturer → Retailer → Consumer
- C. Manufacturer → Consumer
- D. Manufacturer → Agent → Retailer → Consumer

 **Answer: C**

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**14. Market share is calculated as:**

- A. Company sales / Total market sales
- B. Total market sales / Company sales
- C. Profit / Sales
- D. Sales / Cost

 **Answer: A**

---

**15. Which research method uses questionnaires?**

- A. Observation
- B. Experiment
- C. Survey
- D. Focus group

 **Answer: C**

---

**16. The main objective of advertising is to:**

- A. Increase production
- B. Create awareness and demand
- C. Reduce cost
- D. Improve distribution

 **Answer: B**

---

**17. Which digital marketing metric measures engagement?**

- A. Impressions
- B. Click-through rate
- C. Reach
- D. Bounce rate

 **Answer: B**

---

**18. Which strategy focuses on existing products and markets?**

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- A. Market development
- B. Product development
- C. Diversification
- D. Market penetration

 **Answer: D**

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**19. Customer Relationship Management (CRM) focuses on:**

- A. Short-term sales
- B. Long-term customer relationships
- C. Product design only
- D. Advertising campaigns

 **Answer: B**

---

**20. Which stage of buying process involves evaluating alternatives?**

- A. Need recognition
- B. Information search
- C. Evaluation of alternatives
- D. Purchase decision

 **Answer: C**

---

## MODEL QUESTION PAPER

### MBA – Finance

#### 20 MCQs with Answers

**1. Finance is mainly concerned with:**

- A. Marketing products
- B. Managing funds
- C. Managing employees
- D. Managing production

 **Answer: B**

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**2. The primary objective of financial management is to:**

- A. Maximize sales
- B. Minimize cost
- C. Maximize shareholders' wealth
- D. Increase market share

 **Answer: C**

---

**3. Which financial statement shows a firm's financial position?**

- A. Income statement
- B. Cash flow statement
- C. Balance sheet
- D. Profit and loss account

 **Answer: C**

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**4. Working capital is defined as:**

- A. Fixed assets – current liabilities
- B. Current assets – current liabilities
- C. Total assets – total liabilities
- D. Cash + inventory

 **Answer: B**

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**Note for Candidates**

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**5. Which ratio measures liquidity?**

- A. Debt-equity ratio
- B. Gross profit ratio
- C. Current ratio
- D. Return on investment

 **Answer: C**

---

**6. Capital budgeting deals with:**

- A. Short-term financing
- B. Long-term investment decisions
- C. Working capital management
- D. Dividend decisions

 **Answer: B**

---

**7. Which method considers time value of money?**

- A. Payback period
- B. Accounting rate of return
- C. Net present value (NPV)
- D. Break-even analysis

 **Answer: C**

---

**8. A project is accepted under NPV method if:**

- A.  $NPV = 0$
- B.  $NPV > 0$
- C.  $NPV < 0$
- D. NPV is maximum only

 **Answer: B**

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**9. Which cost does not change with output level?**

- A. Variable cost
- B. Marginal cost

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- C. Fixed cost
- D. Opportunity cost

 **Answer: C**

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**10. The debt-equity ratio indicates:**

- A. Profitability
- B. Liquidity
- C. Capital structure
- D. Efficiency

 **Answer: C**

---

**11. Which dividend policy is considered most relevant?**

- A. Stable dividend policy
- B. Residual dividend policy
- C. Irrelevance theory (Modigliani–Miller)
- D. Constant payout ratio

 **Answer: A**

---

**12. Cost of capital represents:**

- A. Cost of issuing shares
- B. Required rate of return
- C. Interest paid on loans only
- D. Profit earned

 **Answer: B**

---

**13. Financial leverage refers to:**

- A. Use of equity capital
- B. Use of retained earnings
- C. Use of fixed cost financing
- D. Use of current assets

 **Answer: C**

**Note for Candidates**

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**14. Which market deals with long-term securities?**

- A. Money market
- B. Capital market
- C. Forex market
- D. Commodity market

 **Answer: B**

---

**15. Which instrument is a money market instrument?**

- A. Equity shares
- B. Debentures
- C. Treasury bills
- D. Preference shares

 **Answer: C**

---

**16. Return on Investment (ROI) is used to measure:**

- A. Liquidity
- B. Solvency
- C. Profitability
- D. Efficiency

 **Answer: C**

---

**17. Which ratio measures operational efficiency?**

- A. Current ratio
- B. Inventory turnover ratio
- C. Debt ratio
- D. Earnings per share

 **Answer: B**

---

**18. Which risk is caused by changes in interest rates?****Note for Candidates**

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- A. Business risk
- B. Financial risk
- C. Market risk
- D. Operational risk

 **Answer: C**

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**19. Break-even point is the level where:**

- A. Profit is maximum
- B. Loss is minimum
- C. Total cost equals total revenue
- D. Variable cost equals fixed cost

 **Answer: C**

---

**20. Which budget estimates cash inflows and outflows?**

- A. Sales budget
- B. Production budget
- C. Capital budget
- D. Cash budget

 **Answer: D**

---