

Which of the following businesses come under the purview of Shops & Establishments Act?

- A. Banking, Office Work, Hotel, Theatre
- B. Swimming, Skiing, Rowing, Motorsport
- C. Fleet Management, Logistics, Distribution & Channel Management
- D. Circus, Music Academy, Drama & Music

2. The standards of weights and measures act was established in the year _____

- A. 1974
- B. 1975
- C. 1976
- D. 1977

3. Which of the following is one of the primary role of FSSAI 2006 (Food Safety and Standards Authority of India)?

- A. Promote foods and drinks produced by government companies
- B. Promote general awareness about food safety and food standards
- C. Recognize and award retailers who follow food safety and food standards
- D. To appoint the CEO and chairperson for food safety and standards authority

4. Which one of the following type of companies require minimum of 2 directors to be registered under company act?

- A. Sole-Proprietorship
- B. Corporate company
- C. Limited company
- D. Private Limited

5. Which among the following statements help an entrepreneur to monitor and control the budgets?

- A. Income vs Expenditure
- B. Income vs revenues
- C. Expenditure vs Profit
- D. Income vs Loss

6. Which are basic elements of financial accounting?

- A. Shares, Debentures
- B. Cheques, DD's, Negotiable Instruments
- C. Assets, Liabilities, Equity, Comprehensive income.
- D. Moveable and Immovable Assets

7. Which among the following depict a company's balance sheet?

- A. Shares & Stakes
- B. Assets & Liabilities
- C. Income & Expenditure

- D. Profit and Loss
8. Monitoring a budget involves performing a regular comparison of projected _____
- A. Purchase & Inventory in hand against the inventory sold.
 - B. Costs & gains against actual performance numbers
 - C. Sales against Planned Sales Figures
 - D. Cash in hand against cash spent
9. Which of the following constitute the total monthly cash inflow?
- A. Debentures, shares , stocks
 - B. Stock in hand, cash in hand, forecasted revenues
 - C. Bank balances, outstanding receivables, overdrafts
 - D. Sales revenues, capital instillations, interest revenue
10. Which of the following if the most prominent fraudulent activity through which the money is syphoned on the internet?
- A. Hacking
 - B. Mocking
 - C. Packaging
 - D. Attacking
11. Which of the following can be classified as an upselling activity?
- A. Selling products to the people who accompany the customers
 - B. Persuading a customer to buy something that compliments the basic purchase
 - C. Persuading a customer to buy something additional that is more expensive
 - D. Selling products to the customers who have already bought
12. Why is analyzing "Customer Engagement" data so significant?
- A. To calculate profit and loss
 - B. To plan visual Merchandising
 - C. To increase in sales and projections
 - D. To Influence the shopping process
13. Which of the following is so important to "handle objections" from a customer when it comes to comparison of products and service?
- A. Competitor information
 - B. Management information
 - C. Inventory information
 - D. Customer purchase history
14. What among the key things that require regular updation in a food-chain / retail store?
- A. Local Counselor Contact Details