









Sr. No.	Code	NOS Name	PC	Marks	Type	Hard/Medium/Easy	Questions	Option 1	Option 2	Option 3	Option 4	Answer
1	RAS/N0201	Get licenses, follow legal policies and procedures to start/run business	PC1: Identify local corporations/authorities that have a bearing on the particular business process.	1	SCB	Easy	You are starting a new food delivery service. Which local authority would you consult to ensure compliance with health regulations?	Trade associations	Neighbors	Online forums	Local government	4
2	RAS/N0201	Get licenses, follow legal policies and procedures to start/run business	PC4: Complete business registration and other legal formalities.	2	DC	Medium	What is the next step to ensure your new business is legally compliant after gathering all necessary documents?	Drafting contracts	Hiring employees	Creating advertisements	Filing forms	4
3	RAS/N0201	Get licenses, follow legal policies and procedures to start/run business	PC8: Describe the relevant rules and legislative policies.	1	SCB	Easy	As a new business owner, why is it important to familiarize yourself with local business regulations?	To enhance branding	To avoid legal issues	To attract investors	To increase sales	2
4	RAS/N0201	Get licenses, follow legal policies and procedures to start/run business	PC10: Describe the concept of minimizing losses and maximizing gains.	3	FIB	Hard	To ensure a successful business, one must focus on minimizing losses and maximizing _____.	Market analysis	Business growth	Employee satisfaction	Customer loyalty	2
5	RAS/N0201	Get licenses, follow legal policies and procedures to start/run business	PC15: Understand hazards and risks involved in the processes related to handling goods.	1	CS	Easy	In a warehouse, what should be the primary concern when handling hazardous materials?	Chemical spills	Marketing challenges	Customer complaints	Employee training	1
6	RAS/N0202	Perform basic accounting practices	PC1: Assess and Identify Source of Funding and What is Needed to Secure That Funding	1	DC	Easy	What critical factor should you consider when evaluating potential funding sources?	Understanding expenses	Developing a business model	Identifying potential investors	Determining eligibility	4
7	RAS/N0202	Perform basic accounting practices	PC8: Conduct Basic Accounting Tasks	3	SCB	Hard	When managing finances, what is a necessary task for basic accounting?	Hiring staff	Setting prices	Tracking transactions	Creating promotional materials	3
8	RAS/N0202	Perform basic accounting practices	PC10: Describe Sources of Profits and Causes of Losses as Reflected in the Reports	1	FIB	Easy	Identifying sources of profit is essential for understanding a business's _____.	Operations	Sales	Growth	Expenses	2
9	RAS/N0202	Perform basic accounting practices	PC11: Understand Possible Fraudulent Activities Related to Monetary Transactions	2	CS	Medium	What might indicate potential fraudulent activities in your company's financial records?	Employee performance reviews	Consistent profits	Customer feedback	Unusual account activity	4
10	RAS/N0203	Continuously update self on new products/services offered by business	PC1: Describe the products/services involved in the business.	1	SCB	Easy	As a new employee in a tech firm, what is essential to know about the products offered?	Quality assurance	Market demand	Customer feedback	Cost efficiency	2
11	RAS/N0203	Continuously update self on new products/services offered by business	PC2: Understand the market trend with respect to sales patterns.	3	DC	Hard	When reviewing sales data, what is crucial for identifying market trends?	Competitor research	Customer interviews	Sales data analysis	Employee surveys	3
12	RAS/N0203	Continuously update self on new products/services offered by business	PC3: Identify related products/services and possible opportunities with respect to upselling, cross-selling, expansion of business, etc.	1	SCB	Easy	As a sales manager, how would you spot opportunities for upselling among existing customers?	Free shipping	Increasing advertising	Bundling products	Discounting prices	3
13	RAS/N0203	Continuously update self on new products/services offered by business	PC4: Describe the concept of sourcing and processing product and service data	2	FIB	Medium	Efficient sourcing and processing of product data aids in _____ decision-making.	Financial	Strategic	Operational	Marketing	2
14	RAS/N0204	Conduct daily business operations	PC1: Identify target audience profile/market.	1	SCB	Easy	As a new business owner, why is knowing your target audience crucial for your success?	Tailoring marketing strategies	Hiring employees	Expanding product range	Improving customer service	1
15	RAS/N0204	Conduct daily business operations	PC2: Identify buying patterns of customers to define assortments and modify them as per trends	2	DC	Medium	What is the significance of identifying customer buying patterns for your business?	To enhance marketing campaigns	To improve sales strategies	To decrease costs	To predict future trends	4
16	RAS/N0204	Conduct daily business operations	PC3: Identify customers easy to access in order to target selling to them	1	SCB	Easy	What strategy would you use to identify accessible customers for targeted sales?	By market analysis	Social media engagement	Local networking	Through surveys	4
17	RAS/N0204	Conduct daily business operations	PC4: Identify products being offered by competitors/other players in the locality.	3	COM	Hard	As a market analyst, what method would you use to identify competitors' products effectively?	Analyzing market reports	Asking customers	Reviewing sales data	Conducting market research	4
18	RAS/N0204	Conduct daily business operations	PC5: Select the right medium of promotions.	1	CS	Easy	What should you consider when choosing a medium for your marketing promotions?	Budget allocation	Target audience	Competition analysis	Product type	2
19	RAS/N0205	Build relationships with vendors/dealers to ensure smooth business operations	PC1: Communicate clearly in the required local language.	1	SCB	Easy	Why is it vital to communicate clearly with vendors in their local language?	To ensure compliance	To finalize contracts	To build trust	To reduce costs	3
20	RAS/N0205	Build relationships with vendors/dealers to ensure smooth business operations	PC2: Articulate clearly and coherently.	2	DC	Medium	What is crucial for effective articulation during vendor negotiations?	Maintaining eye contact	Listening attentively	Being concise	Using technical jargon	3
21	RAS/N0205	Build relationships with vendors/dealers to ensure smooth business operations	PC3: Respond appropriately.	3	SCB	Hard	During a vendor meeting, how should you respond to concerns raised to maintain a positive relationship?	Ignoring concerns	Providing clear feedback	Delaying responses	Acknowledging requests	2

22	RAS/N0205	Build relationships with vendors/dealers to ensure smooth business operations and increase sales	PC4: Identify where to get help and information from.	1	COM	Easy	If you need information on vendor contracts, where would be the most reliable place to start?	Word of mouth	Social media	Online directories	Business magazines	3
23	RAS/N0205	Build relationships with vendors/dealers to ensure smooth business operations and increase sales	PC5: Understand what is required from specific vendors.	2	CS	Medium	What is the key benefit of understanding vendor requirements in a business relationship?	Reduced costs	Better product quality	Faster delivery	Stronger relationships	4
24	RAS/N0206	Meet health and safety requirements at place of work	PC1: Wash hands with clean water and soap in order to keep them clean at all times.	1	DC	Easy	Why is it important to wash hands regularly in a workplace?	To prevent illness	To maintain hygiene	To avoid bad smell	To improve productivity	1
25	RAS/N0206	Meet health and safety requirements at place of work	PC2: Wear clean and washed clothes every day.	1	IB	Easy	Why is it important to wear clean clothes at the workplace?	 It increases productivity	 It creates a good impression	 It ensures comfort	 It boosts morale	2
26	RAS/N0207	Manage customer needs effectively through need identification and strong	PC1: Identify target customers.	1	DC	Easy	Why is it important to identify your target customers?	To increase sales	To reduce marketing costs	To enhance customer service	To streamline operations	1
27	RAS/N0207	Manage customer needs effectively through need identification and strong	PC2: Understand and assess target customer needs and desires.	2	SCB	Medium	How would you determine what your target customers really want?	Analyzing sales data	Asking friends	Conducting surveys	Following trends	3
28	RAS/N0207	Manage customer needs effectively through need identification and strong	PC3: Identify possible options to satisfy customer needs.	1	DC	Easy	When identifying options for customer satisfaction, what should be your first step?	Assessing available resources	Exploring market trends	Reviewing feedback	Analyzing competitor offerings	3
29	RAS/N0207	Manage customer needs effectively through need identification and strong	PC4: Present options in an attractive manner that are mutually beneficial in nature.	2	FIB	Medium	It's essential to present options to customers in an _____ way.	Unorganized	Vague	Unclear	Engaging	4
30	RAS/N0207	Manage customer needs effectively through need identification and strong	PC5: Establish rapport with customers and express genuine interest to clarify customer	1	COM	Easy	What is the benefit of establishing rapport with customers in a business setting?	Lowered trust	Improved sales	Increased complaints	Enhanced loyalty	4
31	RAS/N0208	Demonstrate/show creativity, newness/innovation and enthusiasm to grow business	PC1: Identify opportunities and create solutions to face uncertainties.	1	SCB	Easy	In a rapidly changing market, what is crucial for businesses to survive?	Cost-cutting	Innovation	Hiring more staff	Reducing prices	2
32	RAS/N0208	Demonstrate/show creativity, newness/innovation and enthusiasm to grow business	PC2: Expand business in other fields/lines of business as desired.	2	DC	Medium	Why might a business consider expanding into new lines?	To reduce competition	To increase customer base	To lower expenses	To enhance product quality	2
33	RAS/N0208	Demonstrate/show creativity, newness/innovation and enthusiasm to grow business	PC3: Innovate and improvise to pick up performance.	1	FIB	Easy	Companies must continually _____ to remain competitive in their industries.	Innovate	Analyze	Speculate	Replicate	1
34	RAS/N0230	Use Social Media to Market Products and Services	PC1: Classify the need for social media requirements to promote products and services.	1	SCB	Easy	As a social media manager, what is the first step in promoting a product online?	Designing ads	Creating content	Researching target audience	Analyzing competitors	3
35	RAS/N0230	Use Social Media to Market Products and Services	PC2: Identify suitable social media platforms that have reach and access to the target	2	DC	Medium	What is a key factor in choosing a social media platform for your product?	User demographics	Graphic design	Content type	Brand image	1
36	RAS/N0230	Use Social Media to Market Products and Services	PC3: Evaluate the latest trends in using social media platforms to promote products and	1	FIB	Easy	Keeping up with _____ on social media can enhance your marketing strategies.	Competitors	Trends	Followers	Technologies	2
37	RAS/N0230	Use Social Media to Market Products and Services	PC4: Shortlist the social media platforms required to promote the organization's products and services that have access and reach to the target customers.	3	IB	Hard	What process would you follow to determine the most effective social media platforms for your products?	 Analyzing engagement metrics	 Conducting focus groups	 Surveying competitors	 Developing a content strategy	1
38	RAS/N0230	Use Social Media to Market Products and Services	PC5: Prepare a social media publishing calendar.	1	CS	Easy	Why is a social media publishing calendar important for a marketing team?	To increase creativity	To ensure consistency	To engage customers	To analyze competitors	2

39	DGT/VSQ/N0102	Employability Skills (60 Hours)	PC3: Recognize the significance of constitutional values, including civic rights and duties, citizenship, responsibility towards society, and personal values and ethics.	1	DC	Easy	What is a key reason to understand constitutional values in the workplace?	To ensure compliance	To avoid legal issues	To foster a positive culture	To improve productivity	3
40	DGT/VSQ/N0102	Employability Skills (60 Hours)	PC8: Read and understand routine information, notes, instructions, mails, letters, etc., written in English.	1	FIB	Easy	Being able to read and understand _____ is crucial for effective communication at work.	Legal documents	Promotional materials	Technical specifications	Personal opinions	1