

Roll No.

Question Booklet Number

O. M. R. Serial No.

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Question Booklet Number

B. B. A. (Sixth Semester) EXAMINATION, 2022-23

STRATEGIC MANAGEMENT AND BUSINESS POLICY

Paper Code						
B	B	A	6	0	2	N

Questions Booklet Series
A

Time : 1:30 Hours]

[Maximum Marks : 75

Instructions to the Examinee :

परीक्षार्थियों के लिए निर्देश :

- Do not open the booklet unless you are asked to do so.
 - The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. All questions carry equal marks.
 - 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.
- प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
 - 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। सभी प्रश्नों के अंक समान हैं।
 - 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 हों या उसमें किसी अन्य प्रकार की कमी हो, तो उसे तुरन्त बदल लें।

(Remaining instructions on the last page)

(शेष निर्देश अन्तिम पृष्ठ पर)

(Only for Rough Work)

1. Which of the following is not a characteristic of strategic management ?
 - (A) Long-term orientation
 - (B) Reactive decision-making
 - (C) External focus
 - (D) Holistic approach

2. Which step in the strategic management process involves assessing the external and internal environment of an organization ?
 - (A) Strategy implementation
 - (B) Strategy formulation
 - (C) Strategy evaluation
 - (D) Strategy analysis

3. Which of the following is an example of a strategic objective ?
 - (A) Increase sales by 10% in the next quarter
 - (B) Reduce employee turnover rate by 5%
 - (C) Improve customer satisfaction scores by 15%
 - (D) Launch a new product line by the end of the year

4. A SWOT analysis assesses an organization's :
 - (A) Strengths, weaknesses, opportunities, and threats
 - (B) Strategies, weaknesses, opportunities, and tactics
 - (C) Strengths, weaknesses, obstacles, and threats
 - (D) Strategies, weaknesses, opportunities, and trends

5. Which of the following is not an example of a corporate-level strategy ?
 - (A) Differentiation strategy
 - (B) Vertical integration
 - (C) Diversification
 - (D) Cost leadership

6. Which type of strategy focuses on gaining a competitive advantage within a particular industry or market segment ?
 - (A) Corporate-level strategy
 - (B) Business-level strategy
 - (C) Functional-level strategy
 - (D) Operational-level strategy

7. Which of the following is an example of a cost leadership strategy ?
- (A) Offering a unique product with premium features
 - (B) Focusing on a narrow market segment
 - (C) Providing the lowest prices in the market
 - (D) Differentiating products through superior customer service
8. Which strategy involves expanding a company's operations into new markets or industries ?
- (A) Market penetration
 - (B) Market development
 - (C) Product development
 - (D) Diversification
9. When a company taken over another one and clearly becomes the new owner, the action is called ?
- (A) Acquisition
 - (B) Merger
 - (C) Strategic Alliance
 - (D) None of the above
10. The BCG matrix categorizes a company's products into four quadrants based on their :
- (A) Market share and growth rate
 - (B) Profit margin and market growth rate
 - (C) Sales revenue and market potential
 - (D) Brand equity and competitive intensity
11. Liberalization means :
- (A) free determination of interest rates
 - (B) liberating the industry, trade and economy from unwanted restrictions
 - (C) opening up of economy to the world by attaining international competitiveness
 - (D) reducing number of reserved industries from 17 to 8
12. Which of the following is an external factor that can influence the strategic management process ?
- (A) Organizational culture
 - (B) Managerial skills
 - (C) Technological advancements
 - (D) Employee motivation

13. Which of the following is a component of the PESTEL analysis ?
- (A) Strengths
 - (B) Weaknesses
 - (C) Opportunities
 - (D) Legal factors
14. The VRIO framework is used to assess the :
- (A) External market conditions
 - (B) Competitive forces within an industry
 - (C) Internal resources and capabilities of an organization
 - (D) Customer preferences and buying behavior
15. Which of the following is a characteristic of an effective strategic leader ?
- (A) Micro-managing subordinates
 - (B) Avoiding taking risks
 - (C) Fostering a culture of innovation
 - (D) Relying solely on intuition for decision-making
16. Which strategy involves reducing an organization's business operations ?
- (A) Divestment
 - (B) Acquisition
 - (C) Merger
 - (D) Joint venture
17. Which of the following is a step in the strategy implementation phase ?
- (A) Conducting a competitor analysis
 - (B) Formulating strategic objectives
 - (C) Allocating resources
 - (D) Evaluating strategic alternatives
18. A competitive advantage can be sustained if it is :
- (A) Easily replicable by competitors
 - (B) Based on temporary market conditions
 - (C) Difficult to imitate or substitute
 - (D) Focused on cost leadership only
19. Which of the following is an example of a key performance indicator (KPI) ?
- (A) Total number of employees
 - (B) Profit margin
 - (C) Employee satisfaction rating
 - (D) Number of e-mails sent per day
20. Which strategy aims to increase market share by selling more products to existing customers ?
- (A) Market penetration
 - (B) Market development
 - (C) Product development
 - (D) Diversification

21. Which of the following is a benefit of strategic management ?
- (A) Short-term focus on operational tasks
 - (B) Increased resistance to change
 - (C) Improved decision-making
 - (D) Limited need for adaptation
22. Which of the following is an example of a core competency ?
- (A) Efficient supply chain management
 - (B) High employee turnover rate
 - (C) Strong brand image
 - (D) Technological obsolescence
23. Which of the following is NOT a common component of a business plan ?
- (A) Executive summary
 - (B) Market analysis
 - (C) Balance sheet
 - (D) Marketing strategy
24. Strategic Planning is :
- (A) Descriptive
 - (B) Theoretical
 - (C) Creative
 - (D) Analytical
25. Which of the following is a financial ratio used to assess a company's liquidity ?
- (A) Price-earnings ratio
 - (B) Debt-to-equity ratio
 - (C) Current ratio
 - (D) Return on investment
26. What does ROI stand for in business planning ?
- (A) Return on Investment
 - (B) Revenue on Investment
 - (C) Risk of Investment
 - (D) Rate of Interest
27. Which of the following is an external factor that could impact a business's operations ?
- (A) Company culture
 - (B) Supply chain management
 - (C) Employee training programs
 - (D) Government regulations
28. A competitive analysis helps a business identify :
- (A) The target market
 - (B) Potential investors
 - (C) Key competitors
 - (D) Marketing channels

29. Which financial statement provides an overview of a company's revenues and expenses over a specific period ?
- (A) Income statement
 - (B) Balance sheet
 - (C) Cash flow statement
 - (D) Statement of retained earnings
30. Which of the following is a characteristic of an effective business goal ?
- (A) Vague and unmeasurable
 - (B) Unrealistic and unattainable
 - (C) Time-bound and measurable
 - (D) Subjective and ambiguous
31. What is the purpose of a market analysis in a business plan ?
- (A) To outline the company's financial projections
 - (B) To identify potential investors and partners
 - (C) To assess the target market and competition
 - (D) To establish the company's organizational structure
32. Which of the following is NOT a typical section of a business plan ?
- (A) Human resources
 - (B) Product pricing
 - (C) Customer testimonials
 - (D) Marketing strategy
33. Which pricing strategy involves setting prices based on the perceived value of the product or service ?
- (A) Cost-plus pricing
 - (B) Penetration pricing
 - (C) Skimming pricing
 - (D) Value-based pricing
34. What is the purpose of a mission statement in a business plan ?
- (A) To describe the target market
 - (B) To outline the company's financial goals
 - (C) To define the company's purpose and values
 - (D) To identify potential risks and threats

35. Which of the following is an example of a marketing objective ?
- (A) Increasing customer satisfaction ratings by 10%
 - (B) Reducing production costs by 5%
 - (C) Hiring five new employees in the next quarter
 - (D) Expanding the company's product line.
36. What is the purpose of a break-even analysis in business planning ?
- (A) To determine the optimal pricing strategy
 - (B) To evaluate the company's financial performance
 - (C) To identify potential risks and threats
 - (D) To calculate the point at which revenue equals expenses
37. Which of the following is an internal factor that could affect a business's operations ?
- (A) Market trends
 - (B) Economic conditions
 - (C) Competitor strategies
 - (D) Organizational culture
38. Which type of business structure offers limited liability protection to its owners ?
- (A) Sole proprietorship
 - (B) Partnership
 - (C) Corporation
 - (D) Limited liability company (LLC)
39. Which of the following is a characteristic of a target market ?
- (A) A broad and diverse group of consumers
 - (B) Individuals who are not interested in the product or service
 - (C) A specific group of consumers with similar needs
 - (D) The entire population of potential customers
40. What does the acronym SMART stand for in the context of goal setting ?
- (A) Specific, Measurable, Achievable, Realistic, Time-bound
 - (B) Strategic, Methodical, Aligned, Relevant, Targeted
 - (C) Successful, Meaningful, Ambitious, Resourceful, Timely
 - (D) Structured, Motivated, Adaptable, Resilient, Tenacious

41. Which of the following is a key element of a marketing plan ?
- (A) Financial projections
 - (B) Product design specifications
 - (C) Competitive analysis
 - (D) Employee training programs
42. Which of the following is NOT a typical source of funding for a startup ?
- (A) Venture capital
 - (B) Personal savings
 - (C) Crowdfunding
 - (D) Government grants
43. What is the purpose of a cash flow statement in a business plan ?
- (A) To assess a company's liquidity and cash position
 - (B) To provide an overview of the company's revenues and expenses
 - (C) To outline the company's marketing strategies
 - (D) To evaluate the company's profitability and financial performance
44. Which of the following is a key element of a competitive analysis ?
- (A) Employee training programs
 - (B) Market segmentation
 - (C) Social media advertising
 - (D) Benchmarking against competitors
45. Which type of market research involves gathering information directly from consumers ?
- (A) Secondary research
 - (B) Qualitative research
 - (C) Quantitative research
 - (D) Focus groups
46. By which act does the government check restrictive trade ?
- (A) MRTP Act
 - (B) FEMA act
 - (C) Industrial Policy Act 1991
 - (D) None of these

47. What is the purpose of a contingency plan in business planning ?
- (A) To outline the company's sales and revenue projections
 - (B) To identify potential risks and develop strategies to mitigate them
 - (C) To assess the company's financial performance
 - (D) To determine the company's target market
48. What is a financial objective in business ?
- (A) Increasing market share
 - (B) Enhancing brand reputation
 - (C) Maximizing revenue and profitability
 - (D) Improving employee satisfaction
49. What is an example of an operational objective ?
- (A) Expanding into new international markets
 - (B) Building strong relationships with customers
 - (C) Increasing employee productivity and efficiency
 - (D) Developing innovative product features
50. What does a marketing objective focus on ?
- (A) Managing financial resources effectively
 - (B) Building strong supplier relationships
 - (C) Creating brand awareness and generating customer demand
 - (D) Strengthening internal communication and collaboration
51. What is the purpose of a social responsibility objective ?
- (A) Maximizing shareholder wealth
 - (B) Improving employee morale and job satisfaction
 - (C) Meeting legal and ethical obligations to society and the environment
 - (D) Developing new business partnerships and alliances
52. What is a strategic objective in business ?
- (A) Enhancing product quality and customer service
 - (B) Implementing effective cost-cutting measures
 - (C) Increasing employee training and development opportunities
 - (D) Achieving long-term goals and positioning the company for growth

53. What is corporate synergy ?
- (A) The process of downsizing and reducing costs
 - (B) The alignment and integration of different parts of a company to achieve greater overall value
 - (C) The focus on individual business units to maximize their profitability
 - (D) The pursuit of new market opportunities through market research and analysis
54. Which of the following is an example of operational synergy ?
- (A) Sharing best practices and knowledge between departments
 - (B) Acquiring a competitor to eliminate competition
 - (C) Diversifying into new markets and product lines
 - (D) Implementing cost-cutting measures to improve profitability
55. What is the primary goal of achieving synergy in a merger or acquisition ?
- (A) To eliminate competition and monopolize the market
 - (B) To reduce costs and improve operational efficiency
 - (C) To increase market share and revenue
 - (D) To create value that is greater than the sum of the individual parts
56. Which type of synergy occurs when two companies have complementary products or services ?
- (A) Operational synergy
 - (B) Financial synergy
 - (C) Strategic synergy
 - (D) Marketing synergy
57. What is the role of effective communication in achieving corporate synergy ?
- (A) To facilitate collaboration and knowledge sharing between departments
 - (B) To negotiate favourable terms in mergers and acquisitions
 - (C) To develop marketing strategies for new product launches
 - (D) To ensure compliance with regulatory requirements

58. Which of the following is a potential benefit of achieving financial synergy ?
- (A) Increased market share and brand recognition
 - (B) Improved operational efficiency and cost savings
 - (C) Enhanced customer satisfaction and loyalty
 - (D) Expanded geographic reach and access to new markets
59. What is the main challenge in realizing synergy in mergers and acquisitions ?
- (A) Cultural differences and integration of organizational structures
 - (B) Lack of financial resources and funding
 - (C) Uncertainty and volatility in the market
 - (D) Inadequate market research and analysis
60. Which of the following is an example of marketing synergy ?
- (A) Sharing distribution channels and customer databases
 - (B) Consolidating financial statements and accounting practices
 - (C) Integrating production processes and supply chains
 - (D) Implementing employee training and development programs
61. What is the impact of achieving synergy on shareholder value ?
- (A) Shareholder value remains unchanged
 - (B) Shareholder value decreases due to increased risks
 - (C) Shareholder value increases as the company becomes more competitive
 - (D) Shareholder value becomes irrelevant in synergy calculations
62. Which of the following is an example of vertical synergy ?
- (A) A manufacturer acquiring a supplier to gain better control over the supply chain
 - (B) Two companies in the same industry merging to eliminate competition
 - (C) Sharing research and development resources to develop new technologies
 - (D) A company diversifying into unrelated markets to reduce risks

63. Which of the following statements best describes corporate strategy ?
- (A) It focuses on operational efficiency and cost reduction.
 - (B) It involves decisions related to individual business units.
 - (C) It addresses the overall scope and direction of the entire organization.
 - (D) It focuses on short-term goals and immediate results.
64. Which strategy aims to expand a company's market share by increasing sales to existing customers ?
- (A) Market development
 - (B) Product diversification
 - (C) Market penetration
 - (D) Horizontal integration
65. What is the primary goal of a differentiation strategy ?
- (A) To offer products or services at the lowest possible cost
 - (B) To target a niche market segment
 - (C) To establish strategic alliances with competitors
 - (D) To create unique and distinctive offerings
66. Which of the following is a characteristic of a cost leadership strategy ?
- (A) Offering high-end, premium products
 - (B) Focusing on product innovation and differentiation
 - (C) Providing products or services at the lowest cost in the market
 - (D) Concentrating on a narrow market segment
67. What does the term "synergy" refer to in the context of corporate strategy ?
- (A) The ability to outperform competitors through innovation
 - (B) The alignment and integration of different parts of an organization to achieve common goals
 - (C) The process of acquiring competitors to eliminate competition
 - (D) The systematic analysis of market trends and customer preferences

68. Which growth strategy involves acquiring or merging with other companies in the same industry ?
- (A) Horizontal integration
 - (B) Vertical integration
 - (C) Diversification
 - (D) Market development
69. What is the purpose of a SWOT analysis in corporate strategy ?
- (A) To identify internal strengths and weaknesses of the organization
 - (B) To analyze the political, economic, social, and technological factors affecting the industry
 - (C) To evaluate the financial performance of the company
 - (D) To determine the target market and customer preferences
70. Which of the following is an example of a retrenchment strategy ?
- (A) Expanding into new international markets
 - (B) Introducing new product lines to diversify revenue streams
 - (C) Closing down unprofitable business units
 - (D) Forming strategic alliances with key competitors
71. Which strategy focuses on pursuing growth opportunities outside the company's current products and markets ?
- (A) Market penetration
 - (B) Market development
 - (C) Product diversification
 - (D) Retrenchment
72. What is the purpose of a portfolio analysis in corporate strategy ?
- (A) To assess the financial performance of individual business units
 - (B) To evaluate the competitive landscape of the industry
 - (C) To determine the optimal pricing strategy for products
 - (D) To allocate resources among different business units
73. Which of the following is a characteristic of a blue ocean strategy ?
- (A) Focusing on a niche market segment
 - (B) Emphasizing cost leadership and operational efficiency
 - (C) Creating uncontested market space by offering unique value
 - (D) Targeting customers based on demographic factors

74. Which strategy involves collaborating with competitors to achieve mutual benefits ?
- (A) Horizontal integration
 - (B) Strategic alliance
 - (C) Vertical integration
 - (D) Market development
75. Which growth strategy involves expanding operations into new geographic regions or countries ?
- (A) Market penetration
 - (B) Market development
 - (C) Product diversification
 - (D) Horizontal integration
76. Which strategy involves reducing costs by outsourcing non-core activities to external vendors or suppliers ?
- (A) Diversification
 - (B) Outsourcing
 - (C) Market penetration
 - (D) Differentiation
77. What does the term “core competency” refer to in the context of corporate strategy ?
- (A) The ability to produce goods or services at the lowest cost
 - (B) The unique strengths and capabilities that give a company a competitive advantage
 - (C) The process of expanding operations into new markets
 - (D) The analysis of competitors and market trends
78. Which strategy involves reducing costs by producing goods or services internally rather than relying on external suppliers ?
- (A) Diversification
 - (B) Outsourcing
 - (C) Vertical integration
 - (D) Market development
79. What is the purpose of a competitive analysis in corporate strategy ?
- (A) To assess the company’s financial performance
 - (B) To determine the target market and customer preferences
 - (C) To evaluate the competitive landscape and identify strengths and weaknesses of competitors
 - (D) To analyze the political, economic, social, and technological factors affecting the industry

80. Which strategy involves selling off business units or assets to focus on core operations ?
- (A) Market development
 - (B) Liquidation
 - (C) Retrenchment
 - (D) Differentiation
81. What is the purpose of a strategic planning process ?
- (A) To set short-term goals and targets for the organization
 - (B) To allocate financial resources to different business units
 - (C) To develop a roadmap for achieving long-term organizational objectives
 - (D) To evaluate the performance of individual employees
82. Which strategy involves introducing new products or services to existing markets ?
- (A) Market penetration
 - (B) Market development
 - (C) Product development
 - (D) Horizontal integration
83. What is the purpose of a mission statement in corporate strategy ?
- (A) To outline the company's financial goals and objectives
 - (B) To identify potential risks and threats in the industry
 - (C) To define the company's purpose, values, and overall direction
 - (D) To analyze the external macro-environmental factors affecting the organization
84. Which strategy involves targeting a specific segment of the market with specialized products or services ?
- (A) Differentiation
 - (B) Market penetration
 - (C) Market development
 - (D) Cost leadership
85. What is the purpose of a competitive advantage in corporate strategy ?
- (A) To increase market share and revenue
 - (B) To achieve cost leadership and operational efficiency
 - (C) To differentiate the company's offerings from competitors
 - (D) To identify potential merger and acquisition opportunities

86. Which strategy involves expanding operations along the supply chain, either backward or forward ?
- (A) Diversification
 (B) Horizontal integration
 (C) Vertical integration
 (D) Market development
87. What does the term “strategic fit” refer to in corporate strategy ?
- (A) The alignment of the company’s goals with industry standards
 (B) The compatibility and coherence between different elements of a company’s strategy
 (C) The analysis of market trends and customer preferences
 (D) The process of identifying and selecting target market segments
88. The systematic collection of information about rivals in order to assist the development of firm strategies is called :
- (A) Competitor intelligence
 (B) Internal benchmarking
 (C) Benchmarking
 (D) Functional benchmarking
89. Which among the following is not opened for private sector participation ?
- (A) railways
 (B) telecommunication sector
 (C) education sector
 (D) power sector
90. Which among these can be the condition for the success of privatisation ?
- (A) measurability of performance
 (B) alternative institutional arrangements
 (C) barriers to enter the market
 (D) All of the above
91. Which among these is monopolistic trade practice ?
- (A) Manufacturing only one product
 (B) Selling only one product
 (C) Limiting technical development
 (D) Unreasonably limiting competition
92. The industrial policy resolution was passed first in :
- (A) 1947
 (B) 1956
 (C) 1931
 (D) 1948
93. Globalisation is the term used to describe process of removal of restriction on :
- (A) investment
 (B) foreign trade
 (C) Both (A) and (B)
 (D) None of the above

94. Laissez faire policy is adopted in :
- (A) socialist economic system
 - (B) capitalist economic system
 - (C) communist economic system
 - (D) mixed economic system
95. Which of the following is NOT a typical step in the corporate planning process ?
- (A) Environmental scanning
 - (B) Goal setting
 - (C) Resource allocation
 - (D) Sales forecasting
96. SWOT analysis is a technique used in corporate planning. What does SWOT stand for ?
- (A) Strengths, weaknesses, opportunities, threats
 - (B) Strategy, workforce, operations, technology
 - (C) Sales, marketing, operations, teamwork
 - (D) Structure, workflow, optimization, training
97. Which of the following is an example of an external factor that influences corporate planning ?
- (A) Employee turnover rate
 - (B) Market demand for the company's product
 - (C) Financial performance of competitors
 - (D) Organizational culture
98. Which financial ratio is commonly used to assess a company's liquidity and its ability to meet short-term obligations ?
- (A) Return on investment (ROI)
 - (B) Debt-to-equity ratio
 - (C) Current ratio
 - (D) Earnings per share (EPS)
99. Which of the following is a characteristic of a well-defined corporate strategy ?
- (A) Vague and ambiguous objectives
 - (B) Lack of alignment with organizational goals
 - (C) Consistent decision-making guidelines
 - (D) Reactive approach to market changes
100. What is the purpose of a contingency plan in corporate planning ?
- (A) To outline long-term strategic goals
 - (B) To identify potential risks and develop response strategies
 - (C) To allocate resources efficiently
 - (D) To analyze market trends and customer behavior

4. Four alternative answers are mentioned for each question as—A, B, C & D in the 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) ● (C) (D)

Q. 2 (A) (B) ● (D)

Q. 3 (A) ● (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 सही उत्तर छँटना है। उत्तर को OMR आन्सर-शीट में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

उदाहरण :

प्रश्न :

प्रश्न 1 (A) ● (C) (D)

प्रश्न 2 (A) (B) ● (D)

प्रश्न 3 (A) ● (C) (D)

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