1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

1. Certificate Program on Ethical Hacking

College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMC107	**Certificate Program on Ethical Hacking**	Max Marks:50	Time: 1 Hr

Date : 17.02.2024

Name of the Student	Ch. Lavanya	**Invigilator Sign**	
Hall Ticket Number	130323862001	**Student Sign**	Lavanya
Course	MCA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the primary goal of ethical hacking?** [B]
   a) To cause system downtime
   b) To secure systems by identifying vulnerabilities
   c) To create malware
   d) To exploit systems for personal gain
2. **Which of the following is NOT a type of hacking?** [B]
   a) White-hat hacking
   b) Green-hat hacking
   c) Black-hat hacking
   d) Gray-hat hacking
3. **Which of these is a key ethical consideration for penetration testers?** [A]
   a) Exploiting vulnerabilities for personal gain
   b) Conducting tests without permission
   c) Maintaining confidentiality of client data
   d) Sharing vulnerabilities publicly without consent
4. **What does the scope of a penetration test define?** [A]
   a) The list of tools used
   b) The permissions granted by the client
   c) The attack methods to avoid
   d) The boundaries of the testing activities
5. **Which of these activities is typically illegal unless authorized?** [C]
   a) White-hat hacking
   b) Gray-hat hacking
   c) Black-hat hacking
   d) Ethical hacking

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6. **What is the purpose of setting up a controlled testing environment?** [A]
   a) To protect live systems from accidental damage
   b) To expose sensitive client data
   c) To avoid legal requirements
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13. **Which tool is widely used for network scanning?** [C]
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19. **Which of the following is NOT an output of a vulnerability scanner?** [B]
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    b) Scanning the network for open ports
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    a) Using malware to exploit vulnerabilities
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24. **What is the main purpose of documenting exploitation methods?** [C]
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34. **Which tool is commonly used for web application testing?** [A]
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    b) Client-Side Resource Finder
    c) Content-Side Response Failure
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37. **What is the purpose of wireless penetration testing?** [B]
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    a) To document successful exploitation only
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42. **Which of the following should NOT be included in a penetration testing report?** [D]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC107	**Certificate Program on Ethical Hacking**	Max Marks:50	Time: 1 Hr

Date : 17.02.2024

Name of the Student	K. Akshaya	**Invigilator Sign**	Akshaya
Hall Ticket Number	130323862002	**Student Sign**	Akshaya
Course	MCA	**Marks**	39

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Date : 17.02.2024

Name of the Student	Sattraju Naga Sri Ram	**Invigilator Sign**	
Hall Ticket Number	1303238G2003	**Student Sign**	SR Ram
Course	MCA	**Marks**	40

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC107	**Certificate Program on Ethical Hacking**	Max Marks:50	Time: 1 Hr

Date : 17.02.2024

Name of the Student	Annavapu Sharsha	**Invigilator Sign**	
Hall Ticket Number	1303288 62004	**Student Sign**	
Course	MCA	**Marks**	36

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Each question carries equal marks:

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   a) To cause system downtime
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   c) To create malware
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2. **Which of the following is NOT a type of hacking?** [B]
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   b) Green-hat hacking
   c) Black-hat hacking
   d) Gray-hat hacking
3. **Which of these is a key ethical consideration for penetration testers?** [C]
   a) Exploiting vulnerabilities for personal gain
   b) Conducting tests without permission
   c) Maintaining confidentiality of client data
   d) Sharing vulnerabilities publicly without consent
4. **What does the scope of a penetration test define?** [D]
   a) The list of tools used
   b) The permissions granted by the client
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5. **Which of these activities is typically illegal unless authorized?** [A]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC107	**Certificate Program on Ethical Hacking**	Max Marks:50	Time: 1 Hr

Date : 17.02.2024

Name of the Student	M. Nithya Hasika	**Invigilator Sign**	
Hall Ticket Number	1303238620005	**Student Sign**	Hasika
Course	MCA	**Marks**	40

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

2. Certificate Program on Financial Modeling

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB108	**Certificate Program on Financial Modeling**	Max Marks:50	Time: 1 Hr

Date : 21.12.2023

Name of the Student	Gorla Chithra	**Invigilator Sign**	
Hall Ticket Number	130323 67 2001	**Student Sign**	G.chithra
Course	MBA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What are the three main components of financial models?** [a]
   a. Inputs, calculations, outputs
   b. Assets, liabilities, equity
   c. Income, expenses, cash flow
   d. Tools, formulas, reports
2. **Which software is commonly used for financial modeling?** [b]
   a. Photoshop
   b. Excel
   c. Word
   d. PowerPoint
3. **What is the primary purpose of financial modeling?** [b]
   a. Designing marketing strategies
   b. Predicting financial outcomes
   c. Developing software systems
   d. Creating organizational policies
4. **Which financial statement shows a company's profitability over a period?** [c]
   a. Balance Sheet
   b. Income Statement
   c. Cash Flow Statement
   d. Equity Statement
5. **How are the Income Statement and Balance Sheet connected?** [a]
   a. Through retained earnings
   b. Through expenses
   c. Through cash inflows
   d. Through revenue growth
6. **What is critical to ensure accuracy in financial statements?** [b]
   a. Using only external data
   b. Consistency in linking formulas
   c. Ignoring historical data
   d. Frequent changes to assumptions

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7. **What is a common method for projecting revenue?** [d]
   a. Using arbitrary percentages
   b. Analyzing historical trends and market data
   c. Ignoring previous performance
   d. Only using current cash flow data
8. **What should be incorporated into financial forecasts?** [b]
   a. External assumptions only
   b. Internal assumptions and external data
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9. **Which cost is considered variable?** [b]
   a. Rent
   b. Raw materials
   c. Salaries
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10. **Which valuation method involves future cash flows?** [c]
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    b. Precedent Transactions
    c. Discounted Cash Flow (DCF)
    d. Net Present Value (NPV)
11. **What does Comparable Company Analysis use for valuation?** [a]
    a. Market multiples
    b. Future projections
    c. Present value of dividends
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12. **Which data is analyzed in Precedent Transactions?** [b]
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    b. Historical transaction data
    c. Competitor market share
    d. Risk tolerance
13. **What does scenario analysis evaluate?** [a]
    a. Current financial stability
    b. Different business conditions
    c. Competitor performance
    d. Historical performance only
14. **Which Excel tool is commonly used for sensitivity analysis?** [b]
    a. Solver
    b. Data Tables
    c. Pivot Charts
    d. VBA Macros
15. **What is the focus of sensitivity analysis?** [a]
    a. Impact of changing assumptions
    b. Future market trends
    c. Previous financial statements
    d. Fixed cost changes only
16. **What type of risk involves fluctuating exchange rates?** [b]
    a. Credit risk
    b. Market risk
    c. Operational risk
    d. Liquidity risk
17. **Which method is used for stress testing?** [b]
    a. Adjusting formulas in Excel
    b. Simulating extreme scenarios
    c. Comparing past trends
    d. Analyzing industry benchmarks

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18. **Monte Carlo simulations are used to:** [a]
    a. Generate deterministic results
    b. Model uncertainty in financial projections
    c. Avoid forecasting risks
    d. Simplify calculations
19. **Which function combines data from different sheets?** [c]
    a. OFFSET
    b. VLOOKUP
    c. INDEX-MATCH
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20. **What is the purpose of data validation?** [a]
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    b. Clarity and efficiency
    c. Maximum number of tabs
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    a. Using minimal comments
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    a. Simplifying theories
    b. Applying concepts to practice
    c. Avoiding group work
    d. Standardizing all models
26. **Which industries often use financial modeling?** [a]
    a. Finance, retail, and technology
    b. Education, healthcare, and arts
    c. Construction, government, and sports
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27. **Why is reviewing past models useful?** [b]
    a. To repeat mistakes
    b. To analyze lessons learned
    c. To reduce documentation efforts
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    a. Manual calculations
    b. AI and machine learning integration
    c. Avoiding advanced technologies
    d. Reducing automation

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29. **What does ERP integration help with?** [c]
    a. Isolating financial models
    b. Synchronizing financial systems
    c. Limiting data accessibility
    d. Ignoring historical trends
30. **Which advanced topic deals with derivative pricing?** [b]
    a. DCF analysis
    b. Monte Carlo simulations
    c. Corporate financial strategy
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    b. Inputting random data
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34. **What does the Cash Flow Statement primarily track?** [c]
    a. Revenue growth
    b. Profitability ratios
    c. Sources and uses of cash
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35. **Which line item links all three financial statements?** [c]
    a. Total Revenue
    b. Net Income
    c. Operating Expenses
    d. Depreciation
36. **What is a fixed cost example?** [b]
    a. Utility bills
    b. Rent
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    d. Commission fees
37. **How can assumptions in forecasts be validated?** [a]
    a. By comparing with industry benchmarks
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38. **Which technique helps refine revenue forecasting?** [c]
    a. Randomized modeling
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39. **What is the discount rate in DCF analysis often based on?** [b]
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43. **What is an advantage of using Excel's Scenario Manager?** [b]
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44. **Which type of scenario typically assumes the worst-case business outcome?** [a]
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49. **How can financial models be made more user-friendly?** [b]
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Name of the Student	AMGOTH SHIVARAM	**Invigilator Sign**	
Hall Ticket Number	130323672002	**Student Sign**	A Shiva
Course	MBA	**Marks**	38

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Course Code	CMB108	**Certificate Program on Financial Modeling**	Max Marks:50	Time: 1 Hr

Date : 21.12.2023

Name of the Student	KASOJU SATHWIKA	**Invigilator Sign**	
Hall Ticket Number	1303236 72003	**Student Sign**	
Course	MBA	**Marks**	38

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    c. Stress Testing
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    b. Historical performance only
    c. The best-case scenario
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    b. Evaluates multiple input sets easily
    c. Predicts future profits
    d. Eliminates manual data input

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    c. Automating income statements
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    b. HLOOKUP
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    d. OFFSET

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49. **How can financial models be made more user-friendly?** [d]
    a. Hiding all formulas
    b. Adding labels and documentation
    c. Avoiding conditional formatting
    d. Using complex VBA macros exclusively
50. **What is one key feature of an efficient model structure?** [d]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB108	**Certificate Program on Financial Modeling**	Max Marks:50	Time: 1 Hr

Date : 21.12.2023

Name of the Student	G. Vijaya Laxmi	**Invigilator Sign**	
Hall Ticket Number	130323672004	**Student Sign**	laxmi
Course	MBA	**Marks**	41

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What are the three main components of financial models?** [a]
   a. Inputs, calculations, outputs
   b. Assets, liabilities, equity
   c. Income, expenses, cash flow
   d. Tools, formulas, reports
2. **Which software is commonly used for financial modeling?** [a]
   a. Photoshop
   b. Excel
   c. Word
   d. PowerPoint
3. **What is the primary purpose of financial modeling?** [b]
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   b. Predicting financial outcomes
   c. Developing software systems
   d. Creating organizational policies
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   b. Income Statement
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   a. Through retained earnings
   b. Through expenses
   c. Through cash inflows
   d. Through revenue growth
6. **What is critical to ensure accuracy in financial statements?** [B]
   a. Using only external data
   b. Consistency in linking formulas
   c. Ignoring historical data
   d. Frequent changes to assumptions

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   b. Analyzing historical trends and market data
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    d. Liquidity risk
17. **Which method is used for stress testing?** [b]
    a. Adjusting formulas in Excel
    b. Simulating extreme scenarios
    c. Comparing past trends
    d. Analyzing industry benchmarks

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    a. Generate deterministic results
    b. Model uncertainty in financial projections
    c. Avoid forecasting risks
    d. Simplify calculations
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    c. To limit user inputs
    d. To increase confidentiality
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    b. Clarity and efficiency
    c. Maximum number of tabs
    d. External references
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    a. Using minimal comments
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    a. To repeat mistakes
    b. To analyze lessons learned
    c. To reduce documentation efforts
    d. To avoid new ideas
28. **What is a future trend in financial modeling?** [b]
    a. Manual calculations
    b. AI and machine learning integration
    c. Avoiding advanced technologies
    d. Reducing automation

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29. **What does ERP integration help with?** [b]
    a. Isolating financial models
    b. Synchronizing financial systems
    c. Limiting data accessibility
    d. Ignoring historical trends
30. **Which advanced topic deals with derivative pricing?** [A]
    a. DCF analysis
    b. Monte Carlo simulations
    c. Corporate financial strategy
    d. Risk assessment techniques
31. **What is the first step in building a financial model?** [C]
    a. Designing outputs
    b. Inputting random data
    c. Identifying objectives and assumptions
    d. Choosing the software
32. **Why is Excel widely used for financial modeling?** [C]
    a. It is free to use
    b. It has advanced visualization tools
    c. It supports powerful functions and customization
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33. **Which financial statement provides a snapshot of a company's financial position?** [b]
    a. Income Statement
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    c. Cash Flow Statement
    d. Statement of Retained Earnings
34. **What does the Cash Flow Statement primarily track?** [C]
    a. Revenue growth
    b. Profitability ratios
    c. Sources and uses of cash
    d. Market trends
35. **Which line item links all three financial statements?** [b]
    a. Total Revenue
    b. Net Income
    c. Operating Expenses
    d. Depreciation
36. **What is a fixed cost example?** [C]
    a. Utility bills
    b. Rent
    c. Raw material costs
    d. Commission fees
37. **How can assumptions in forecasts be validated?** [a]
    a. By comparing with industry benchmarks
    b. By ignoring historical data
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38. **Which technique helps refine revenue forecasting?** [C]
    a. Randomized modeling
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB108	**Certificate Program on Financial Modeling**	Max Marks:50	Time: 1 Hr

Date : 21.12.2023

Name of the Student	P HYMAVATHI	**Invigilator Sign**	
Hall Ticket Number	130323672005	**Student Sign**	Hymavathi
Course	MBA	**Marks**	40

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

3. Certificate Program on Google Cloud

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC206	**Certificate Program on Google Cloud**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	Balam Grace	**Invigilator Sign**	
Hall Ticket Number	130322862001	**Student Sign**	Grace
Course	MCA	**Marks**	39

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which tool provides a web-based interface to interact with Google Cloud?** [A]
   a) Google SDK
   b) Google Cloud CLI
   c) Google Cloud Console
   d) Google Compute Engine
2. **What is the primary function of the Google Cloud CLI?** [B]
   a) Manage virtual machines
   b) Interact with Google Cloud services via command-line
   c) Visualize billing data
   d) Create AI models
3. **Which of the following is not a core component of Google Cloud Platform?** [C]
   a) Compute services
   b) Data analytics
   c) Physical server maintenance
   d) Networking
4. **What is the primary function of Google Compute Engine?** [B]
   a) Manage containerized applications
   b) Create and manage virtual machines
   c) Stream data for analytics
   d) Deploy NoSQL databases
5. **Google Kubernetes Engine (GKE) is used to manage which of the following?** [D]
   a) Virtual machines
   b) Containerized applications
   c) Object storage
   d) IAM roles
6. **Which computer service is a PaaS offering from Google Cloud?** [B]
   a) Google Compute Engine
   b) Google App Engine
   c) Google Kubernetes Engine
   d) Cloud Run

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7. **Which service provides object storage in Google Cloud?** [C]
   a) Bigtable
   b) Cloud SQL
   c) Google Cloud Storage
   d) Datastore
8. **Which database service is designed for globally distributed, strongly consistent relational databases?** [B]
   a) Cloud SQL
   b) Cloud Spanner
   c) BigQuery
   d) Datastore
9. **Which NoSQL database is optimized for wide-column storage?** [A]
   a) Bigtable
   b) Datastore
   c) Cloud SQL
   d) Pub/Sub
10. **What does VPC stand for in Google Cloud?** [D]
    a) Virtual Private Cloud
    b) Virtual Protocol Container
    c) Virtual Process Configuration
    d) Virtualized Platform Cluster
11. **What is the purpose of Identity and Access Management (IAM)?** [B]
    a) Encrypt data in storage
    b) Assign roles and manage permissions
    c) Monitor network traffic
    d) Deploy virtual machines
12. **Which practice is essential for securing your Google Cloud environment?** [B]
    a) Disabling VPCs
    b) Using strong IAM policies
    c) Avoiding monitoring tools
    d) Running unpatched systems
13. **What is the primary use of BigQuery?** [B]
    a) NoSQL database
    b) Data warehousing and analysis
    c) Virtual machine management
    d) Stream processing
14. **Which service supports both stream and batch data processing?** [B]
    a) Bigtable
    b) Dataflow
    c) Datastore
    d) Pub/Sub
15. **Which service is used to implement event-driven architecture?** [A]
    a) BigQuery
    b) Dataflow
    c) Pub/Sub
    d) Cloud SQL

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16. **Which service allows you to train machine learning models on Google Cloud?** [C]
    a) AutoML
    b) App Engine
    c) Cloud SQL
    d) Cloud Functions
17. **What is TensorFlow used for in Google Cloud?** [AC]
    a) Data storage
    b) Container management
    c) Building and deploying machine learning models
    d) Creating IAM policies
18. **Which platform is used for training and deploying AI models?** [A]
    a) AI Platform
    b) BigQuery
    c) VPC
    d) Cloud Storage
19. **What is the main purpose of Google Cloud Functions?** [B]
    a) Deploying relational databases
    b) Running event-driven serverless functions
    c) Managing virtual machines
    d) Hosting large files
20. **Which service is used to deploy containers in a serverless environment?** [C]
    a) App Engine
    b) Cloud Run
    c) Kubernetes Engine
    d) Cloud Functions
21. **Which compute service supports automatic scaling for applications?** [B]
    a) App Engine
    b) Cloud Functions
    c) Compute Engine
    d) Cloud Storage
22. **What is the primary purpose of Cloud Monitoring?** [B]
    a) Managing IAM policies
    b) Monitoring and logging resource performance
    c) Hosting web applications
    d) Storing analytics data
23. **Which tool is used for alerting in Google Cloud?** [C]
    a) Cloud Storage
    b) Cloud Logging
    c) Cloud Monitoring
    d) BigQuery
24. **Resource optimization involves which of the following?** [B]
    a) Increasing VM sizes unnecessarily
    b) Using the right size and type of resources
    c) Disabling cost monitoring tools
    d) Over provisioning storage
25. **Which feature helps you set spending limits in Google Cloud?** [D]
    a) IAM policies
    b) Cloud Billing Budgets
    c) Cloud Functions
    d) BigQuery quotas

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26. **What is a best practice for cost management?** [B]
    a) Disabling alerts
    b) Reviewing unused resources regularly
    c) Allocating maximum resource limits
    d) Avoiding auto-scaling features
27. **Which tool can provide cost analysis for resource usage?** [B]
    a) Cloud Storage
    b) BigQuery
    c) Cost Management Dashboard
    d) Cloud Spanner
28. **What is the first step in preparing for Google Cloud certification?** [B]
    a) Skipping practice exams
    b) Reviewing key services and concepts
    c) Ignoring study guides
    d) Only memorizing CLI commands
29. **Which type of exam question should you practice the most for Google Cloud certification?** [B]
    a) Essay
    b) Multiple-choice questions
    c) Open-book questions
    d) True/False questions
30. **Why is understanding real-world scenarios important for certification exams?** [B]
    a) Exams are entirely theoretical
    b) Exams test practical knowledge of Google Cloud services
    c) Exams do not cover scenarios
    d) Real-world scenarios are optional to study
31. **Which Google Cloud service allows you to provision virtual machines with custom configurations?** [C]
    a) App Engine
    b) Compute Engine
    c) Cloud Functions
    d) Kubernetes Engine
32. **Which of the following is true about Google Cloud?** [C]
    a) Google Cloud is limited to data storage only.
    b) Google Cloud is primarily used for artificial intelligence and machine learning.
    c) Google Cloud provides a variety of services, including computing, storage, and networking.
    d) Google Cloud only supports open-source applications.
33. **Which of the following does Google Kubernetes Engine (GKE) use for managing containers?** [B]
    a) Virtual machines
    b) Pods
    c) Functions
    d) Databases
34. **Google App Engine offers which of the following features?** [B]
    a) Virtual machine management
    b) A fully managed platform for application deployment
    c) Container orchestration
    d) NoSQL database

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35. **Which of the following Google Cloud storage services is ideal for structured relational data?** [B]
    a) Cloud Storage
    b) Cloud SQL
    c) BigQuery
    d) Cloud Datastore
36. **Which Google Cloud service is recommended for real-time analytics on large datasets?** [A]
    a) BigQuery
    b) Datastore
    c) Cloud Storage
    d) Cloud SQL
37. **What type of network is created using Google Cloud's VPC?** [B]
    a) Public network
    b) Private and isolated network
    c) Hybrid cloud network
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38. **What is a key security practice in Google Cloud related to managing user access?** [B]
    a) Use a single global administrator account
    b) Assign minimal IAM roles with the principle of least privilege
    c) Avoid using multi-factor authentication
    d) Use public IP addresses for sensitive data storage
39. **Which Google Cloud service is primarily used for large-scale real-time data processing?** [D]
    a) Cloud SQL
    b) Dataflow
    c) BigQuery
    d) Cloud Datastore
40. **What is Pub/Sub primarily used for?** [C]
    a) Data warehousing
    b) Real-time analytics
    c) Event-driven messaging and data streaming
    d) NoSQL database management
41. **Which Google Cloud service automates the process of training and tuning machine learning models?** [A]
    a) Cloud AutoML
    b) TensorFlow
    c) Cloud Functions
    d) AI Platform
42. **Which Google Cloud service can be used to integrate machine learning models into production applications?** [C]
    a) Cloud Run
    b) TensorFlow
    c) AI Platform
    d) Kubernetes Engine

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43. **Which Google Cloud service allows you to run stateless containers without managing servers?** [A]
    a) Cloud Run
    b) App Engine
    c) Compute Engine
    d) Kubernetes Engine
44. **Which is the primary benefit of serverless computing on Google Cloud?** [A]
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    b) Lower storage costs
    c) Pre-configured virtual machines
    d) Real-time monitoring of cloud instances
45. **Which Google Cloud service provides centralized logging?** [B]
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    b) Cloud Logging
    c) Cloud Storage
    d) Cloud Functions
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    b) Cloud Billing Reports
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    d) Google Cloud SDK
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC206	**Certificate Program on Google Cloud**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	Kammari Sai Krishna	**Invigilator Sign**	
Hall Ticket Number	1303222862002.	**Student Sign**	
Course	MCA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which tool provides a web-based interface to interact with Google Cloud?** [a]
   a) Google SDK
   b) Google Cloud CLI
   c) Google Cloud Console
   d) Google Compute Engine
2. **What is the primary function of the Google Cloud CLI?** [b]
   a) Manage virtual machines
   b) Interact with Google Cloud services via command-line
   c) Visualize billing data
   d) Create AI models
3. **Which of the following is not a core component of Google Cloud Platform?** [c]
   a) Compute services
   b) Data analytics
   c) Physical server maintenance
   d) Networking
4. **What is the primary function of Google Compute Engine?** [b]
   a) Manage containerized applications
   b) Create and manage virtual machines
   c) Stream data for analytics
   d) Deploy NoSQL databases
5. **Google Kubernetes Engine (GKE) is used to manage which of the following?** [d]
   a) Virtual machines
   b) Containerized applications
   c) Object storage
   d) IAM roles
6. **Which computer service is a PaaS offering from Google Cloud?** [b]
   a) Google Compute Engine
   b) Google App Engine
   c) Google Kubernetes Engine
   d) Cloud Run

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7. **Which service provides object storage in Google Cloud?** [c]
   a) Bigtable
   b) Cloud SQL
   c) Google Cloud Storage
   d) Datastore
8. **Which database service is designed for globally distributed, strongly consistent relational databases?** [b]
   a) Cloud SQL
   b) Cloud Spanner
   c) BigQuery
   d) Datastore
9. **Which NoSQL database is optimized for wide-column storage?** [a]
   a) Bigtable
   b) Datastore
   c) Cloud SQL
   d) Pub/Sub
10. **What does VPC stand for in Google Cloud?** [b]
    a) Virtual Private Cloud
    b) Virtual Protocol Container
    c) Virtual Process Configuration
    d) Virtualized Platform Cluster
11. **What is the purpose of Identity and Access Management (IAM)?** [b]
    a) Encrypt data in storage
    b) Assign roles and manage permissions
    c) Monitor network traffic
    d) Deploy virtual machines
12. **Which practice is essential for securing your Google Cloud environment?** [b]
    a) Disabling VPCs
    b) Using strong IAM policies
    c) Avoiding monitoring tools
    d) Running unpatched systems
13. **What is the primary use of BigQuery?** [b]
    a) NoSQL database
    b) Data warehousing and analysis
    c) Virtual machine management
    d) Stream processing
14. **Which service supports both stream and batch data processing?** [b]
    a) Bigtable
    b) Dataflow
    c) Datastore
    d) Pub/Sub
15. **Which service is used to implement event-driven architecture?** [a]
    a) BigQuery
    b) Dataflow
    c) Pub/Sub
    d) Cloud SQL

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16. **Which service allows you to train machine learning models on Google Cloud?** [c]
    a) AutoML
    b) App Engine
    c) Cloud SQL
    d) Cloud Functions
17. **What is TensorFlow used for in Google Cloud?** [a]
    a) Data storage
    b) Container management
    c) Building and deploying machine learning models
    d) Creating IAM policies
18. **Which platform is used for training and deploying AI models?** [a]
    a) AI Platform
    b) BigQuery
    c) VPC
    d) Cloud Storage
19. **What is the main purpose of Google Cloud Functions?** [b]
    a) Deploying relational databases
    b) Running event-driven serverless functions
    c) Managing virtual machines
    d) Hosting large files
20. **Which service is used to deploy containers in a serverless environment?** [c]
    a) App Engine
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24. **Resource optimization involves which of the following?** [b]
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25. **Which feature helps you set spending limits in Google Cloud?** [d]
    a) IAM policies
    b) Cloud Billing Budgets
    c) Cloud Functions
    d) BigQuery quotas

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26. **What is a best practice for cost management?** [b]
    a) Disabling alerts
    b) Reviewing unused resources regularly
    c) Allocating maximum resource limits
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27. **Which tool can provide cost analysis for resource usage?** [b]
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    c) Cloud Functions
    d) AI Platform
42. **Which Google Cloud service can be used to integrate machine learning models into production applications?** [c]
    a) Cloud Run
    b) TensorFlow
    c) AI Platform
    d) Kubernetes Engine

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43. **Which Google Cloud service allows you to run stateless containers without managing servers?** [b]
    a) Cloud Run
    b) App Englne
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    d) Kubernetes Engine
44. **Which is the primary benefit of serverless computing on Google Cloud?** [a]
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50. **Which study resource is most effective for Google Cloud certification preparation?** [d]
    a) Only reading Google Cloud documentation
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    c) Watching webinars only
    d) Memorizing Google Cloud services

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC206	**Certificate Program on Google Cloud**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	Vanga Bhargav Kumar	**Invigilator Sign**	
Hall Ticket Number	130322862003	**Student Sign**	
Course	MCA	**Marks**	37

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which tool provides a web-based interface to interact with Google Cloud?** [a]
   a) Google SDK
   b) Google Cloud CLI
   c) Google Cloud Console
   d) Google Compute Engine
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   a) Manage virtual machines
   b) Interact with Google Cloud services via command-line
   c) Visualize billing data
   d) Create AI models
3. **Which of the following is not a core component of Google Cloud Platform?** [c]
   a) Compute services
   b) Data analytics
   c) Physical server maintenance
   d) Networking
4. **What is the primary function of Google Compute Engine?** [b]
   a) Manage containerized applications
   b) Create and manage virtual machines
   c) Stream data for analytics
   d) Deploy NoSQL databases
5. **Google Kubernetes Engine (GKE) is used to manage which of the following?** [d]
   a) Virtual machines
   b) Containerized applications
   c) Object storage
   d) IAM roles
6. **Which computer service is a PaaS offering from Google Cloud?** [b]
   a) Google Compute Engine
   b) Google App Engine
   c) Google Kubernetes Engine
   d) Cloud Run

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7. **Which service provides object storage in Google Cloud?** [c]
   a) Bigtable
   b) Cloud SQL
   c) Google Cloud Storage
   d) Datastore
8. **Which database service is designed for globally distributed, strongly consistent relational databases?** [b]
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   b) Cloud Spanner
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14. **Which service supports both stream and batch data processing?** [b]
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    b) Dataflow
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15. **Which service is used to implement event-driven architecture?** [a]
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    b) Dataflow
    c) Pub/Sub
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16. **Which service allows you to train machine learning models on Google Cloud?** [C]
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17. **What is TensorFlow used for in Google Cloud?** [a]
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19. **What is the main purpose of Google Cloud Functions?** [b]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC206	**Certificate Program on Google Cloud**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	Dwarapalla Nikitha	**Invigilator Sign**	
Hall Ticket Number	130322862004	**Student Sign**	
Course	MCA	**Marks**	38

Answer the following Multiple Choice Questions:
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    b) Dataflow
    c) BigQuery
    d) Cloud Datastore
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    c) Studying exam guides
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    a) Only reading Google Cloud documentation
    b) Practice exams and hands-on labs
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC206	**Certificate Program on Google Cloud**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	A. TEJA	**Invigilator Sign**	
Hall Ticket Number	130322862005	**Student Sign**	A. TEJA
Course	MCA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which tool provides a web-based interface to interact with Google Cloud?** [A]
   a) Google SDK
   b) Google Cloud CLI
   c) Google Cloud Console
   d) Google Compute Engine
2. **What is the primary function of the Google Cloud CLI?** [B]
   a) Manage virtual machines
   b) Interact with Google Cloud services via command-line
   c) Visualize billing data
   d) Create AI models
3. **Which of the following is not a core component of Google Cloud Platform?** [C]
   a) Compute services
   b) Data analytics
   c) Physical server maintenance
   d) Networking
4. **What is the primary function of Google Compute Engine?** [B]
   a) Manage containerized applications
   b) Create and manage virtual machines
   c) Stream data for analytics
   d) Deploy NoSQL databases
5. **Google Kubernetes Engine (GKE) is used to manage which of the following?** [D]
   a) Virtual machines
   b) Containerized applications
   c) Object storage
   d) IAM roles
6. **Which computer service is a PaaS offering from Google Cloud?** [B]
   a) Google Compute Engine
   b) Google App Engine
   c) Google Kubernetes Engine
   d) Cloud Run

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7. **Which service provides object storage in Google Cloud?** [C]
   a) Bigtable
   b) Cloud SQL
   c) Google Cloud Storage
   d) Datastore
8. **Which database service is designed for globally distributed, strongly consistent relational databases?** [B]
   a) Cloud SQL
   b) Cloud Spanner
   c) BigQuery
   d) Datastore
9. **Which NoSQL database is optimized for wide-column storage?** [A]
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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

4. Certificate Program on HR Analytics

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB201	**Certificate Program on HR Analytics**	Max Marks:50	Time: 1 Hr

Date : 16.10.2020

Name of the Student	Shaik Saniya Ferdos	**Invigilator Sign**	
Hall Ticket Number	130319672001	**Student Sign**	saniya
Course	MBA	**Marks**	40

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the main purpose of HR Analytics?** [B]
   a) Managing payroll
   b) Analyzing HR data to improve decision-making
   c) Designing training modules
   d) Writing employee policies
2. **Which of the following is NOT a key role of data in HR?** [B]
   a) Enhancing decision-making
   b) Automating HR policies
   c) Improving performance analysis
   d) Forecasting workforce trends
3. **What does 'Mean' refer to in HR Analytics?** [B]
   a) The most frequently occurring value
   b) The middle value in a dataset
   c) The average of all values
   d) The difference between highest and lowest values
4. **Which term refers to patterns observed in historical HR data?** [B]
   a) Predictive Analytics
   b) Descriptive Analytics
   c) Clustering
   d) AI Analytics
5. **Which of the following best defines HR Analytics?** [B]
   a) A process of visualizing data only
   b) Analyzing HR data to drive organizational outcomes
   c) Reporting payroll statistics
   d) Collecting resumes for recruitment
6. **Which of these is a primary source of HR data?** [B]
   a) Market surveys
   b) Employee records
   c) Financial forecasts
   d) Press releases

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7. **What is a major concern when managing HR data?** [A]
   a) Reducing employee leave
   b) Improving recruitment channels
   c) Ensuring data privacy and security
   d) Conducting job fairs
8. **Which method is most suitable for gathering employee satisfaction Feedback?** [A]
   a) Surveys
   b) Job interviews
   c) Financial reports
   d) CRM tools
9. **What is the key focus of data quality in HR?** [A]
   a) Ensuring accurate and consistent data
   b) Limiting data to one department
   c) Expanding workforce globally
   d) Reducing employee benefits
10. **Why is data security critical in HR?** [B]
    a) To store more resumes
    b) To protect sensitive employee information
    c) To speed up recruitment processes
    d) To generate financial profits
11. **Which statistical measure shows the central value in a dataset?** [B]
    a) Mean
    b) Median
    c) Mode
    d) Variance
12. **What is used to visually represent HR data trends?** [C]
    a) Text reports
    b) Dashboards
    c) Emails
    d) HR policies
13. **Which of the following is NOT a descriptive analysis tool?** [B]
    a) Pie chart
    b) Regression analysis
    c) Bar graph
    d) Standard deviation
14. **How can organizations interpret performance trends?** [A]
    a) By creating dashboards and charts
    b) By collecting resumes
    c) By reducing recruitment costs
    d) By automating payroll processes
15. **What does 'Mode' refer to?** [B]
    a) Average of data values
    b) Most frequently occurring value
    c) Middle value in a dataset
    d) Data range

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16. **What is the primary goal of predictive analytics?** [B]
    a) Collecting HR data
    b) Predicting future HR outcomes
    c) Visualizing historical data
    d) Automating HR systems

17. **Which technique is commonly used for predictive analysis?** [A]
    a) Forecasting
    b) Pie chart analysis
    c) Histogram creation
    d) Employee interviews

18. **What is a use case for predictive analytics in HR?** [B]
    a) Measuring current employee engagement
    b) Predicting employee turnover
    c) Generating recruitment ads
    d) Reducing interview duration

19. **Regression analysis is used to:** [B]
    a) Predict relationships between variables
    b) Describe historical data trends
    c) Collect survey data
    d) Enhance payroll systems

20. **Predictive models help organizations:** [A]
    a) Make data-driven HR decisions
    b) Eliminate workforce planning
    c) Reduce employee surveys
    d) Create recruitment forms

21. **Which of the following applies machine learning to HR?** [B]
    a) Payroll management
    b) Predicting employee attrition
    c) Job posting
    d) Resume formatting

22. **Text Analytics is commonly used for:** [A]
    a) Employee feedback analysis
    b) Recruitment advertisements
    c) Attendance records
    d) Workforce forecasting

23. **Clustering techniques group:** [A]
    a) Similar data points together
    b) Unrelated workforce policies
    c) HR managers
    d) Payroll data

24. **What does sentiment analysis measure?** [B]
    a) Workforce planning efficiency
    b) Employee emotions and feedback
    c) Recruitment effectiveness
    d) Employee salaries

25. **AI in HR Analytics helps with:** [A]
    a) Advanced predictive insights
    b) Employee benefits planning
    c) Paper documentation
    d) Payroll generation

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26. **What does 'Time-to-Fill' measure?** [B]
    a) Recruitment costs
    b) Average time to hire a candidate
    c) Candidate experience
    d) Onboarding success
27. **Cost-per-Hire is used to:** [A]
    a) Track recruitment expenses
    b) Analyze employee satisfaction
    c) Forecast employee turnover
    d) Monitor workforce utilization
28. **Which metric measures recruitment effectiveness?** [B]
    a) Cost-per-Hire
    b) Attrition rate
    c) Employee productivity
    d) Mean salary range
29. **What data is essential for recruitment analysis?** [C]
    a) Employee records
    b) Performance data
    c) Recruitment metrics
    d) Financial reports
30. **Improving recruitment strategies involves:** [A]
    a) Analyzing recruitment metrics
    b) Increasing employee bonuses
    c) Automating leave management
    d) Conducting interviews only
31. **Which data helps analyze employee performance?** [B]
    a) Attendance data
    b) Performance reviews
    c) Social media data
    d) Recruitment logs
32. **Employee engagement can be measured through:** [A]
    a) Surveys
    b) Predictive models
    c) Regression analysis
    d) Payroll reports
33. **Turnover analysis focuses on:** [A]
    a) Employee retention rates
    b) Cost-per-Hire
    c) Mean performance scores
    d) Absenteeism trends
34. **What is a key metric for retention analytics?** [D]
    a) Attrition rate
    b) Cost-per-Hire
    c) Engagement score
    d) Training hours
35. **Workforce planning involves:** [A]
    a) Forecasting workforce needs
    b) Increasing salaries
    c) Simplifying recruitment policies
    d) Automating surveys

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36. **Which of the following data is most relevant for analyzing employee performance?** [C]
    a) Training hours
    b) Customer feedback
    c) Employee performance ratings
    d) Number of recruitment interviews
37. **What is the primary goal of performance management analytics?** [B]
    a) To improve employee engagement
    b) To identify and analyze performance trends
    c) To reduce turnover rates
    d) To forecast workforce gaps
38. **How can analytics enhance performance management processes?** [B]
    a) By automating payroll systems
    b) By identifying high and low performers
    c) By simplifying leave approvals
    d) By increasing recruitment budgets
39. **Standard deviation in performance data measures:** [D]
    a) The average performance score
    b) The consistency of employee performance
    c) The middle value of the dataset
    d) The most frequent performance rating
40. **Which trend would analytics help identify in performance management?** [C]
    a) Rising attrition rates
    b) Training program effectiveness
    c) Skill gaps among teams
    d) Cost-per-Hire trends
41. **Which tool is most suitable for measuring employee engagement?** [B]
    a) Performance reviews
    b) Surveys and feedback forms
    c) Clustering techniques
    d) Financial forecasts
42. **Attrition rate measures:** [B]
    a) Employee engagement levels
    b) Employees leaving an organization over a period
    c) Average cost of recruitment
    d) Number of training hours completed
43. **Why is retention analytics important for organizations?** [B]
    a) To analyze employee costs
    b) To reduce turnover and retain talent
    c) To streamline recruitment processes
    d) To improve payroll accuracy
44. **Employee satisfaction surveys primarily aim to:** [B]
    a) Predict future performance
    b) Understand the level of employee contentment
    c) Forecast attrition rates
    d) Measure time-to-fill vacancies
45. **Which metric helps identify retention issues?** [A]
    a) Cost-per-Hire
    b) Time-to-Fill
    c) Turnover rate
    d) Performance score

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46. **What is workforce planning primarily focused on?** [B]
    a) Increasing employee salaries
    b) Forecasting workforce needs and skill gaps
    c) Reducing training programs
    d) Simplifying recruitment tools
47. **Skill gap analysis helps organizations to:** [A]
    a) Measure employee retention rates
    b) Identify missing skills in the workforce
    c) Automate HR decision-making
    d) Track recruitment expenses
48. **Which of the following trends is analyzed in workforce planning?** [A]
    a) Employee turnover trends
    b) Time-to-Hire statistics
    c) Recruitment advertising costs
    d) Employee attendance patterns
49. **Utilization analysis measures:** [A]
    a) Employee productivity levels
    b) Financial budgets
    c) Recruitment effectiveness
    d) Engagement scores
50. **A data-driven workforce planning strategy focuses on:** [D]
    a) Predicting and addressing future workforce needs
    b) Reducing onboarding processes
    c) Automating recruitment ads
    d) Increasing payroll budgets

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Aurora's PG College (MBA)
Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB201	**Certificate Program on HR Analytics**	Max Marks:50	Time: 1 Hr

Date : 16.10.2020

Name of the Student	MD. KAREEM KHAN	**Invigilator Sign**	
Hall Ticket Number	130319672002	**Student Sign**	MK. Khan
Course	MBA	**Marks**	40

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the main purpose of HR Analytics?** [B]
   a) Managing payroll
   b) Analyzing HR data to improve decision-making
   c) Designing training modules
   d) Writing employee policies
2. **Which of the following is NOT a key role of data in HR?** [B]
   a) Enhancing decision-making
   b) Automating HR policies
   c) Improving performance analysis
   d) Forecasting workforce trends
3. **What does 'Mean' refer to in HR Analytics?** [B]
   a) The most frequently occurring value
   b) The middle value in a dataset
   c) The average of all values
   d) The difference between highest and lowest values
4. **Which term refers to patterns observed in historical HR data?** [B]
   a) Predictive Analytics
   b) Descriptive Analytics
   c) Clustering
   d) AI Analytics
5. **Which of the following best defines HR Analytics?** [B]
   a) A process of visualizing data only
   b) Analyzing HR data to drive organizational outcomes
   c) Reporting payroll statistics
   d) Collecting resumes for recruitment
6. **Which of these is a primary source of HR data?** [B]
   a) Market surveys
   b) Employee records
   c) Financial forecasts
   d) Press releases

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7. **What is a major concern when managing HR data?** [A]
   a) Reducing employee leave
   b) Improving recruitment channels
   c) Ensuring data privacy and security
   d) Conducting job fairs
8. **Which method is most suitable for gathering employee satisfaction Feedback?** [A]
   a) Surveys
   b) Job interviews
   c) Financial reports
   d) CRM tools
9. **What is the key focus of data quality in HR?** [A]
   a) Ensuring accurate and consistent data
   b) Limiting data to one department
   c) Expanding workforce globally
   d) Reducing employee benefits
10. **Why is data security critical in HR?** [B]
    a) To store more resumes
    b) To protect sensitive employee information
    c) To speed up recruitment processes
    d) To generate financial profits
11. **Which statistical measure shows the central value in a dataset?** [D]
    a) Mean
    b) Median
    c) Mode
    d) Variance
12. **What is used to visually represent HR data trends?** [B]
    a) Text reports
    b) Dashboards
    c) Emails
    d) HR policies
13. **Which of the following is NOT a descriptive analysis tool?** [B]
    a) Pie chart
    b) Regression analysis
    c) Bar graph
    d) Standard deviation
14. **How can organizations interpret performance trends?** [A]
    a) By creating dashboards and charts
    b) By collecting resumes
    c) By reducing recruitment costs
    d) By automating payroll processes
15. **What does 'Mode' refer to?** [B]
    a) Average of data values
    b) Most frequently occurring value
    c) Middle value in a dataset
    d) Data range

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16. **What is the primary goal of predictive analytics?** [B]
    a) Collecting HR data
    b) Predicting future HR outcomes
    c) Visualizing historical data
    d) Automating HR systems

17. **Which technique is commonly used for predictive analysis?** [A]
    a) Forecasting
    b) Pie chart analysis
    c) Histogram creation
    d) Employee interviews

18. **What is a use case for predictive analytics in HR?** [B]
    a) Measuring current employee engagement
    b) Predicting employee turnover
    c) Generating recruitment ads
    d) Reducing interview duration

19. **Regression analysis is used to:** [A]
    a) Predict relationships between variables
    b) Describe historical data trends
    c) Collect survey data
    d) Enhance payroll systems

20. **Predictive models help organizations:** [D]
    a) Make data-driven HR decisions
    b) Eliminate workforce planning
    c) Reduce employee surveys
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21. **Which of the following applies machine learning to HR?** [B]
    a) Payroll management
    b) Predicting employee attrition
    c) Job posting
    d) Resume formatting

22. **Text Analytics is commonly used for:** [A]
    a) Employee feedback analysis
    b) Recruitment advertisements
    c) Attendance records
    d) Workforce forecasting

23. **Clustering techniques group:** [A]
    a) Similar data points together
    b) Unrelated workforce policies
    c) HR managers
    d) Payroll data

24. **What does sentiment analysis measure?** [B]
    a) Workforce planning efficiency
    b) Employee emotions and feedback
    c) Recruitment effectiveness
    d) Employee salaries

25. **AI in HR Analytics helps with:** [C]
    a) Advanced predictive insights
    b) Employee benefits planning
    c) Paper documentation
    d) Payroll generation

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26. **What does 'Time-to-Fill' measure?** [B]
    a) Recruitment costs
    b) Average time to hire a candidate
    c) Candidate experience
    d) Onboarding success
27. **Cost-per-Hire is used to:** [A]
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    b) Analyze employee satisfaction
    c) Forecast employee turnover
    d) Monitor workforce utilization
28. **Which metric measures recruitment effectiveness?** [A]
    a) Cost-per-Hire
    b) Attrition rate
    c) Employee productivity
    d) Mean salary range
29. **What data is essential for recruitment analysis?** [C]
    a) Employee records
    b) Performance data
    c) Recruitment metrics
    d) Financial reports
30. **Improving recruitment strategies involves:** [A]
    a) Analyzing recruitment metrics
    b) Increasing employee bonuses
    c) Automating leave management
    d) Conducting interviews only
31. **Which data helps analyze employee performance?** [C]
    a) Attendance data
    b) Performance reviews
    c) Social media data
    d) Recruitment logs
32. **Employee engagement can be measured through:** [A]
    a) Surveys
    b) Predictive models
    c) Regression analysis
    d) Payroll reports
33. **Turnover analysis focuses on:** [A]
    a) Employee retention rates
    b) Cost-per-Hire
    c) Mean performance scores
    d) Absenteeism trends
34. **What is a key metric for retention analytics?** [A]
    a) Attrition rate
    b) Cost-per-Hire
    c) Engagement score
    d) Training hours
35. **Workforce planning involves:** [A]
    a) Forecasting workforce needs
    b) Increasing salaries
    c) Simplifying recruitment policies
    d) Automating surveys

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36. **Which of the following data is most relevant for analyzing employee performance?** [C]
    a) Training hours
    b) Customer feedback
    c) Employee performance ratings
    d) Number of recruitment interviews
37. **What is the primary goal of performance management analytics?** [B]
    a) To improve employee engagement
    b) To identify and analyze performance trends
    c) To reduce turnover rates
    d) To forecast workforce gaps
38. **How can analytics enhance performance management processes?** [D]
    a) By automating payroll systems
    b) By identifying high and low performers
    c) By simplifying leave approvals
    d) By increasing recruitment budgets
39. **Standard deviation in performance data measures:** [B]
    a) The average performance score
    b) The consistency of employee performance
    c) The middle value of the dataset
    d) The most frequent performance rating
40. **Which trend would analytics help identify in performance management?** [A]
    a) Rising attrition rates
    b) Training program effectiveness
    c) Skill gaps among teams
    d) Cost-per-Hire trends
41. **Which tool is most suitable for measuring employee engagement?** [B]
    a) Performance reviews
    b) Surveys and feedback forms
    c) Clustering techniques
    d) Financial forecasts
42. **Attrition rate measures:** [B]
    a) Employee engagement levels
    b) Employees leaving an organization over a period
    c) Average cost of recruitment
    d) Number of training hours completed
43. **Why is retention analytics important for organizations?** [B]
    a) To analyze employee costs
    b) To reduce turnover and retain talent
    c) To streamline recruitment processes
    d) To improve payroll accuracy
44. **Employee satisfaction surveys primarily aim to:** [B]
    a) Predict future performance
    b) Understand the level of employee contentment
    c) Forecast attrition rates
    d) Measure time-to-fill vacancies
45. **Which metric helps identify retention issues?** [C]
    a) Cost-per-Hire
    b) Time-to-Fill
    c) Turnover rate
    d) Performance score

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46. **What is workforce planning primarily focused on?** [B]
    a) Increasing employee salaries
    b) Forecasting workforce needs and skill gaps
    c) Reducing training programs
    d) Simplifying recruitment tools
47. **Skill gap analysis helps organizations to:** [C]
    a) Measure employee retention rates
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB201	**Certificate Program on HR Analytics**	Max Marks:50	Time: 1 Hr

Date : 16.10.2020

Name of the Student	B. Mahesh	**Invigilator Sign**	
Hall Ticket Number	1303196720023	**Student Sign**	B. Mahesh
Course	MBA	**Marks**	39

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the main purpose of HR Analytics?** [B]
   a) Managing payroll
   b) Analyzing HR data to improve decision-making
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2. **Which of the following is NOT a key role of data in HR?** [B]
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   b) Automating HR policies
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3. **What does 'Mean' refer to in HR Analytics?** [A]
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   a) A process of visualizing data only
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6. **Which of these is a primary source of HR data?** [B]
   a) Market surveys
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DIRECTOR
Aurora's PG College (ME
Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB201	**Certificate Program on HR Analytics**	Max Marks:50	Time: 1 Hr

Date : 16.10.2020

Name of the Student	P. Kalyan Raj	**Invigilator Sign**	
Hall Ticket Number	1303 19 642015	**Student Sign**	P.Kalyanraj
Course	MBA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

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38. **How can analytics enhance performance management processes?** [B]
    a) By automating payroll systems
    b) By identifying high and low performers
    c) By simplifying leave approvals
    d) By increasing recruitment budgets
39. **Standard deviation in performance data measures:** [B]
    a) The average performance score
    b) The consistency of employee performance
    c) The middle value of the dataset
    d) The most frequent performance rating
40. **Which trend would analytics help identify in performance management?** [C]
    a) Rising attrition rates
    b) Training program effectiveness
    c) Skill gaps among teams
    d) Cost-per-Hire trends
41. **Which tool is most suitable for measuring employee engagement?** [A]
    a) Performance reviews
    b) Surveys and feedback forms
    c) Clustering techniques
    d) Financial forecasts
42. **Attrition rate measures:** [B]
    a) Employee engagement levels
    b) Employees leaving an organization over a period
    c) Average cost of recruitment
    d) Number of training hours completed
43. **Why is retention analytics important for organizations?** [B]
    a) To analyze employee costs
    b) To reduce turnover and retain talent
    c) To streamline recruitment processes
    d) To improve payroll accuracy
44. **Employee satisfaction surveys primarily aim to:** [B]
    a) Predict future performance
    b) Understand the level of employee contentment
    c) Forecast attrition rates
    d) Measure time-to-fill vacancies
45. **Which metric helps identify retention issues?** [C]
    a) Cost-per-Hire
    b) Time-to-Fill
    c) Turnover rate
    d) Performance score

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46. **What is workforce planning primarily focused on?** [A]
    a) Increasing employee salaries
    b) Forecasting workforce needs and skill gaps
    c) Reducing training programs
    d) Simplifying recruitment tools
47. **Skill gap analysis helps organizations to:** [B]
    a) Measure employee retention rates
    b) Identify missing skills in the workforce
    c) Automate HR decision-making
    d) Track recruitment expenses
48. **Which of the following trends is analyzed in workforce planning?** [A]
    a) Employee turnover trends
    b) Time-to-Hire statistics
    c) Recruitment advertising costs
    d) Employee attendance patterns
49. **Utilization analysis measures:** [D]
    a) Employee productivity levels
    b) Financial budgets
    c) Recruitment effectiveness
    d) Engagement scores
50. **A data-driven workforce planning strategy focuses on:** [A]
    a) Predicting and addressing future workforce needs
    b) Reducing onboarding processes
    c) Automating recruitment ads
    d) Increasing payroll budgets

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB201	**Certificate Program on HR Analytics**	Max Marks:50	Time: 1 Hr

Date : 16.10.2020

Name of the Student	R. Venu Madhavi	**Invigilator Sign**	
Hall Ticket Number	1303196A2076	**Student Sign**	
Course	MBA	**Marks**	37

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the main purpose of HR Analytics?** [b]
   a) Managing payroll
   b) Analyzing HR data to improve decision-making
   c) Designing training modules
   d) Writing employee policies
2. **Which of the following is NOT a key role of data in HR?** [b]
   a) Enhancing decision-making
   b) Automating HR policies
   c) Improving performance analysis
   d) Forecasting workforce trends
3. **What does 'Mean' refer to in HR Analytics?** [a]
   a) The most frequently occurring value
   b) The middle value in a dataset
   c) The average of all values
   d) The difference between highest and lowest values
4. **Which term refers to patterns observed in historical HR data?** [b]
   a) Predictive Analytics
   b) Descriptive Analytics
   c) Clustering
   d) AI Analytics
5. **Which of the following best defines HR Analytics?** [b]
   a) A process of visualizing data only
   b) Analyzing HR data to drive organizational outcomes
   c) Reporting payroll statistics
   d) Collecting resumes for recruitment
6. **Which of these is a primary source of HR data?** [b]
   a) Market surveys
   b) Employee records
   c) Financial forecasts
   d) Press releases

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7. **What is a major concern when managing HR data?** [b]
   a) Reducing employee leave
   b) Improving recruitment channels
   c) Ensuring data privacy and security
   d) Conducting job fairs
8. **Which method is most suitable for gathering employee satisfaction Feedback?** [a]
   a) Surveys
   b) Job interviews
   c) Financial reports
   d) CRM tools
9. **What is the key focus of data quality in HR?** [a]
   a) Ensuring accurate and consistent data
   b) Limiting data to one department
   c) Expanding workforce globally
   d) Reducing employee benefits
10. **Why is data security critical in HR?** [c]
    a) To store more resumes
    b) To protect sensitive employee information
    c) To speed up recruitment processes
    d) To generate financial profits
11. **Which statistical measure shows the central value in a dataset?** [b]
    a) Mean
    b) Median
    c) Mode
    d) Variance
12. **What is used to visually represent HR data trends?** [b]
    a) Text reports
    b) Dashboards
    c) Emails
    d) HR policies
13. **Which of the following is NOT a descriptive analysis tool?** [b]
    a) Pie chart
    b) Regression analysis
    c) Bar graph
    d) Standard deviation
14. **How can organizations interpret performance trends?** [a]
    a) By creating dashboards and charts
    b) By collecting resumes
    c) By reducing recruitment costs
    d) By automating payroll processes
15. **What does 'Mode' refer to?** [a]
    a) Average of data values
    b) Most frequently occurring value
    c) Middle value in a dataset
    d) Data range

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16. **What is the primary goal of predictive analytics?** [b]
    a) Collecting HR data
    b) Predicting future HR outcomes
    c) Visualizing historical data
    d) Automating HR systems

17. **Which technique is commonly used for predictive analysis?** [a]
    a) Forecasting
    b) Pie chart analysis
    c) Histogram creation
    d) Employee interviews

18. **What is a use case for predictive analytics in HR?** [a]
    a) Measuring current employee engagement
    b) Predicting employee turnover
    c) Generating recruitment ads
    d) Reducing interview duration

19. **Regression analysis is used to:** [a]
    a) Predict relationships between variables
    b) Describe historical data trends
    c) Collect survey data
    d) Enhance payroll systems

20. **Predictive models help organizations:** [a]
    a) Make data-driven HR decisions
    b) Eliminate workforce planning
    c) Reduce employee surveys
    d) Create recruitment forms

21. **Which of the following applies machine learning to HR?** [a]
    a) Payroll management
    b) Predicting employee attrition
    c) Job posting
    d) Resume formatting

22. **Text Analytics is commonly used for:** [b]
    a) Employee feedback analysis
    b) Recruitment advertisements
    c) Attendance records
    d) Workforce forecasting

23. **Clustering techniques group:** [a]
    a) Similar data points together
    b) Unrelated workforce policies
    c) HR managers
    d) Payroll data

24. **What does sentiment analysis measure?** [b]
    a) Workforce planning efficiency
    b) Employee emotions and feedback
    c) Recruitment effectiveness
    d) Employee salaries

25. **AI in HR Analytics helps with:** [a]
    a) Advanced predictive insights
    b) Employee benefits planning
    c) Paper documentation
    d) Payroll generation

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26. **What does 'Time-to-Fill' measure?** [c]
    a) Recruitment costs
    b) Average time to hire a candidate
    c) Candidate experience
    d) Onboarding success
27. **Cost-per-Hire is used to:** [a]
    a) Track recruitment expenses
    b) Analyze employee satisfaction
    c) Forecast employee turnover
    d) Monitor workforce utilization
28. **Which metric measures recruitment effectiveness?** [a]
    a) Cost-per-Hire
    b) Attrition rate
    c) Employee productivity
    d) Mean salary range
29. **What data is essential for recruitment analysis?** [c]
    a) Employee records
    b) Performance data
    c) Recruitment metrics
    d) Financial reports
30. **Improving recruitment strategies involves:** [a]
    a) Analyzing recruitment metrics
    b) Increasing employee bonuses
    c) Automating leave management
    d) Conducting interviews only
31. **Which data helps analyze employee performance?** [a]
    a) Attendance data
    b) Performance reviews
    c) Social media data
    d) Recruitment logs
32. **Employee engagement can be measured through:** [a]
    a) Surveys
    b) Predictive models
    c) Regression analysis
    d) Payroll reports
33. **Turnover analysis focuses on:** [a]
    a) Employee retention rates
    b) Cost-per-Hire
    c) Mean performance scores
    d) Absenteeism trends
34. **What is a key metric for retention analytics?** [a]
    a) Attrition rate
    b) Cost-per-Hire
    c) Engagement score
    d) Training hours
35. **Workforce planning involves:** [b]
    a) Forecasting workforce needs
    b) Increasing salaries
    c) Simplifying recruitment policies
    d) Automating surveys

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36. **Which of the following data is most relevant for analyzing employee performance?** [c]
    a) Training hours
    b) Customer feedback
    c) Employee performance ratings
    d) Number of recruitment interviews
37. **What is the primary goal of performance management analytics?** [b]
    a) To improve employee engagement
    b) To identify and analyze performance trends
    c) To reduce turnover rates
    d) To forecast workforce gaps
38. **How can analytics enhance performance management processes?** [a]
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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

5. Certificate Program on Human Resources

College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMB104	**Certificate Program on Human Resources**	Max Marks:50	Time: 1 Hr

Date : 27.03.2021

Name of the Student	jAsthi Sai Venkata Mouni Teja	**Invigilator Sign**	
Hall Ticket Number	130320672001	**Student Sign**	Jasthi
Course	MBA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is one of the main responsibilities of HR professionals?** [C]
   A. Overseeing financial audits
   B. Recruitment and hiring of employees
   C. Designing marketing strategies
   D. Managing IT infrastructure
2. **What role does HR play in achieving business goals?** [B]
   A. Providing external business funding
   B. Aligning HR strategies with business objectives
   C. Managing customer relations
   D. Planning marketing campaigns
3. **Which factor has significantly evolved HR practices over the years?** [C]
   A. Reducing salary costs
   B. Focusing solely on administration
   C. Technology and globalization
   D. Avoiding employee engagement
4. **What is the strategic role of HR in an organization?** [D]
   A. Issuing company policies alone
   B. Contributing to organizational growth and planning
   C. Performing basic clerical work
   D. Solely organizing company events
5. **Which of the following is NOT an HR responsibility?** [C]
   A. Payroll processing
   B. Recruitment and selection
   C. Stock market investments
   D. Employee performance management
6. **What is the primary purpose of recruitment strategies?** [B]
   A. To retain existing employees
   B. To attract qualified candidates
   C. To manage employee benefits
   D. To improve sales performance

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Uppal, Hyderabad-500092

7. **Which is an example of an internal recruitment method?** [A]
   A. Job fairs
   B. Online job boards
   C. Promotions or transfers
   D. Recruitment agencies
8. **What is a key component of an effective interviewing process?** [B]
   A. Asking only personal questions
   B. Using structured interview questions
   C. Avoiding follow-up questions
   D. Limiting interviews to one minute
9. **What does onboarding aim to achieve?** [D]
   A. Employee dismissal
   B. Smooth integration of new hires
   C. Immediate performance appraisals
   D. Salary negotiations
10. **Which of these is a sourcing technique for candidates?** [D]
    A. Organizing annual company meetings
    B. Conducting performance reviews
    C. Posting job ads on social media
    D. Issuing payslips
11. **What is the main purpose of performance appraisals?** [C]
    A. Reducing employee work hours
    B. Assigning tasks randomly
    C. Evaluating employee performance and setting goals
    D. Managing payroll processes
12. **Which method is used to set performance goals?** [C]
    A. Random guessing
    B. SMART goals framework
    C. Conducting social events
    D. Limiting role responsibilities
13. **What is critical when providing employee feedback?** [C]
    A. Avoiding any suggestions
    B. Focusing only on criticism
    C. Providing constructive and actionable feedback
    D. Delaying feedback for months
14. **What is an example of a performance issue?** [A]
    A. Positive teamwork
    B. Timely task completion
    C. Consistent failure to meet deadlines
    D. Following company guidelines
15. **What tool is commonly used for performance evaluation?** [C]
    A. Organizational charts
    B. Salary structures
    C. 360-degree feedback
    D. Employee benefits reports
16. **What is the first step in developing a training program?** [B]
    A. Delivering random training content
    B. Conducting a training needs assessment
    C. Avoiding discussions with managers
    D. Selecting unqualified trainers

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17. **What does succession planning aim to address?** [B]
    A. Employee onboarding
    B. Preparing future leaders in the organization
    C. Hiring temporary staff
    D. Conducting recruitment audits
18. **How can training programs be delivered effectively?** [C]
    A. Through performance dismissals
    B. Using only written communication
    C. Combining theoretical and practical training
    D. Relying solely on online manuals
19. **What does career development focus on?** [D]
    A. Short-term employee projects
    B. Employee social events
    C. Long-term professional growth
    D. Job transfers
20. **Which tool assesses training effectiveness?** [B]
    A. Payroll data
    B. Post-training evaluations
    C. Job offers
    D. Marketing reports
21. **What determines an organization's pay scale?** [C]
    A. Employee preferences
    B. Random decisions
    C. Job role, industry standards, and experience
    D. Marketing budgets
22. **Which of these is a common employee benefit?** [B]
    A. Shareholder dividends
    B. Healthcare insurance
    C. Discounted products
    D. Personal loans
23. **What is the purpose of compensation benchmarking?** [B]
    A. Ignoring market trends
    B. Comparing pay rates to industry standards
    C. Reducing salary costs
    D. Delaying employee compensation
24. **What is included in a compensation strategy?** [B]
    A. Staff scheduling
    B. Salary structures and benefits plans
    C. IT department tasks
    D. Marketing campaigns
25. **What is critical for benefits administration?** [C]
    A. Reducing employee access
    B. Compliance with legal requirements
    C. Assigning random benefits
    D. Avoiding documentation
26. **What does FMLA stand for?** [B]
    A. Federal Management Law Authority
    B. Family and Medical Leave Act
    C. Federal Medical Leadership Association
    D. Financial Management Leave Act

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27. **What is a key focus of the ADA?** [D]
    A. Managing financial systems
    B. Protecting employees with disabilities
    C. Promoting high salaries
    D. Avoiding recruitment
28. **Which body enforces anti-discrimination laws?** [C]
    A. OSHA
    B. FDA
    C. EEOC
    D. FTC
29. **What is a critical component of ethical HR practices?** [C]
    A. Ignoring employee complaints
    B. Reducing company policies
    C. Ensuring fairness and transparency
    D. Delaying onboarding
30. **What does compliance in HR ensure?** [C]
    A. Ignoring employment laws
    B. Adherence to legal and ethical standards
    C. Employee terminations
    D. Reducing organizational goals
31. **What are HR metrics used for?** [B]
    A. Employee salary payments
    B. Measuring HR performance
    C. Planning recreational events
    D. Job dismissals
32. **Which data collection method is widely used in HR?** [B]
    A. Random employee discussions
    B. Employee surveys
    C. Marketing analysis
    D. Vendor selection
33. **What is the goal of HR analytics?** [A]
    A. Planning annual leave
    B. Ignoring HR processes
    C. Improving HR practices using data
    D. Reducing staff benefits
34. **What is the main goal of conflict resolution in HR?** [C]
    A. Avoiding communication between parties
    B. Firing employees involved in conflicts
    C. Resolving disputes to maintain a productive environment
    D. Ignoring workplace grievances
35. **Which of these enhances employee engagement?** [B]
    A. Lack of recognition
    B. Providing growth opportunities and recognition
    C. Reducing feedback mechanisms
    D. Increasing workload
36. **What is a key factor in building a positive workplace culture?** [C]
    A. High employee turnover
    B. Avoiding communication channels
    C. Promoting trust, respect, and inclusion
    D. Delayed employee feedback

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37. **How does HR handle employee grievances?** [C]
    A. Ignoring complaints
    B. Allowing conflicts to escalate
    C. Following formal grievance-handling procedures
    D. Terminating employees immediately
38. **Which strategy boosts workplace motivation?** [B]
    A. Removing employee benefits
    B. Implementing reward and recognition programs
    C. Assigning repetitive tasks
    D. Limiting career growth
39. **What is the purpose of creating HR policies?** [B]
    A. Avoiding employee concerns
    B. Setting clear guidelines for behavior and processes
    C. Reducing documentation
    D. Enhancing IT systems
40. **Which is an essential step in policy implementation?** [C]
    A. Avoiding communication to employees
    B. Reducing compliance tracking
    C. Effectively communicating policies to all employees
    D. Delaying policy rollouts
41. **Why is policy compliance important?** [B]
    A. To complicate processes
    B. To ensure consistency and avoid legal risks
    C. To reduce employee engagement
    D. To prioritize random procedures
42. **What does HR use to enforce company policies?** [C]
    A. Reducing employee benefits
    B. Avoiding monitoring systems
    C. Consistent disciplinary procedures
    D. Conducting performance evaluations
43. **What does proper documentation of HR policies ensure?** [C]
    A. Ignoring employment laws
    B. Immediate employee termination
    C. Clarity, consistency, and legal protection
    D. Increasing workload
44. **What does DEI stand for in HR?** [C]
    A. Development, Engagement, and Implementation
    B. Department, Education, and Inclusion
    C. Diversity, Equity, and Inclusion
    D. Delegation, Ethics, and Involvement
45. **What is the purpose of DEI programs?** [C]
    A. Excluding certain employee groups
    B. Reducing workplace morale
    C. Promoting fairness, equality, and inclusion in the workplace
    D. Limiting employee engagement
46. **Which of these reflects a DEI best practice?** [C]
    A. Promoting workplace homogeneity
    B. Avoiding DEI discussions
    C. Providing bias-awareness training
    D. Delaying DEI initiatives

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47. **What is a method to measure the success of DEI programs?** [C]
    A. Reducing communication efforts
    B. Avoiding progress tracking
    C. Monitoring employee demographics and feedback
    D. Excluding employee concerns
48. **What principle does equity in DEI address?** [C]
    A. Equal workload for all employees
    B. Avoiding role diversity
    C. Providing fair access to opportunities and resources
    D. Reducing workplace flexibility
49. **Why is workplace diversity important?** [B]
    A. To reduce team communication
    B. To encourage varied perspectives and innovation
    C. To limit career growth opportunities
    D. To enforce a single way of thinking
50. **What should organizations avoid when implementing DEI?** [C]
    A. Creating inclusive policies
    B. Offering equal opportunities
    C. Tokenism or superficial diversity efforts
    D. Providing bias training

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB104	**Certificate Program on Human Resources**	Max Marks:50	Time: 1 Hr

Date : 27.03.2021

Name of the Student	Kasu Vasundhara	**Invigilator Sign**	
Hall Ticket Number	130320672002	**Student Sign**	Vasundhara
Course	MBA	**Marks**	38

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DIRECTOR
Aurora's PG College (MBA)
Uppal, Hyderabad-500092

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College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMB104	**Certificate Program on Human Resources**	Max Marks:50	Time: 1 Hr

Date : 27.03.2021

Name of the Student	Parupunuti Sai Kumar	**Invigilator Sign**	
Hall Ticket Number	1303 20 672003	**Student Sign**	Saikumar
Course	MBA	**Marks**	37

Answer the following Multiple Choice Questions:
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   A. Overseeing financial audits
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   C. Designing marketing strategies
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   A. Providing external business funding
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3. **Which factor has significantly evolved HR practices over the years?** [B] ✗
   A. Reducing salary costs
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6. **What is the primary purpose of recruitment strategies?** [B]
   A. To retain existing employees
   B. To attract qualified candidates
   C. To manage employee benefits
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DIRECTOR
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Uppal, Hyderabad-500092

College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMB104	**Certificate Program on Human Resources**	Max Marks:50	Time: 1 Hr

Date : 27.03.2021

Name of the Student	Venkata Pavdhavi	**Invigilator Sign**	
Hall Ticket Number	130320672004	**Student Sign**	~~Pavdhavi~~
Course	MBA	**Marks**	38

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DIRECTOR
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB104	**Certificate Program on Human Resources**	Max Marks:50	Time: 1 Hr

Date : 27.03.2021

Name of the Student	Leela Sai Sirisha	**Invigilator Sign**	
Hall Ticket Number	1303.20672013	**Student Sign**	sai leela
Course	MBA	**Marks**	38

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7. **Which is an example of an internal recruitment method?** [B]
   A. Job fairs
   B. Online job boards
   C. Promotions or transfers
   D. Recruitment agencies
8. **What is a key component of an effective interviewing process?** [C]
   A. Asking only personal questions
   B. Using structured interview questions
   C. Avoiding follow-up questions
   D. Limiting interviews to one minute
9. **What does onboarding aim to achieve?** [B]
   A. Employee dismissal
   B. Smooth integration of new hires
   C. Immediate performance appraisals
   D. Salary negotiations
10. **Which of these is a sourcing technique for candidates?** [C]
    A. Organizing annual company meetings
    B. Conducting performance reviews
    C. Posting job ads on social media
    D. Issuing payslips
11. **What is the main purpose of performance appraisals?** [A]
    A. Reducing employee work hours
    B. Assigning tasks randomly
    C. Evaluating employee performance and setting goals
    D. Managing payroll processes
12. **Which method is used to set performance goals?** [B]
    A. Random guessing
    B. SMART goals framework
    C. Conducting social events
    D. Limiting role responsibilities
13. **What is critical when providing employee feedback?** [A]
    A. Avoiding any suggestions
    B. Focusing only on criticism
    C. Providing constructive and actionable feedback
    D. Delaying feedback for months
14. **What is an example of a performance issue?** [C]
    A. Positive teamwork
    B. Timely task completion
    C. Consistent failure to meet deadlines
    D. Following company guidelines
15. **What tool is commonly used for performance evaluation?** [C]
    A. Organizational charts
    B. Salary structures
    C. 360-degree feedback
    D. Employee benefits reports
16. **What is the first step in developing a training program?** [C]
    A. Delivering random training content
    B. Conducting a training needs assessment
    C. Avoiding discussions with managers
    D. Selecting unqualified trainers

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17. **What does succession planning aim to address?** [B]
    A. Employee onboarding
    B. Preparing future leaders in the organization
    C. Hiring temporary staff
    D. Conducting recruitment audits
18. **How can training programs be delivered effectively?** [D]
    A. Through performance dismissals
    B. Using only written communication
    C. Combining theoretical and practical training
    D. Relying solely on online manuals
19. **What does career development focus on?** [C]
    A. Short-term employee projects
    B. Employee social events
    C. Long-term professional growth
    D. Job transfers
20. **Which tool assesses training effectiveness?** [B]
    A. Payroll data
    B. Post-training evaluations
    C. Job offers
    D. Marketing reports
21. **What determines an organization's pay scale?** [C]
    A. Employee preferences
    B. Random decisions
    C. Job role, industry standards, and experience
    D. Marketing budgets
22. **Which of these is a common employee benefit?** [A]
    A. Shareholder dividends
    B. Healthcare insurance
    C. Discounted products
    D. Personal loans
23. **What is the purpose of compensation benchmarking?** [B]
    A. Ignoring market trends
    B. Comparing pay rates to industry standards
    C. Reducing salary costs
    D. Delaying employee compensation
24. **What is included in a compensation strategy?** [C]
    A. Staff scheduling
    B. Salary structures and benefits plans
    C. IT department tasks
    D. Marketing campaigns
25. **What is critical for benefits administration?** [B]
    A. Reducing employee access
    B. Compliance with legal requirements
    C. Assigning random benefits
    D. Avoiding documentation
26. **What does FMLA stand for?** [B]
    A. Federal Management Law Authority
    B. Family and Medical Leave Act
    C. Federal Medical Leadership Association
    D. Financial Management Leave Act

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27. **What is a key focus of the ADA?** [B]
    A. Managing financial systems
    B. Protecting employees with disabilities
    C. Promoting high salaries
    D. Avoiding recruitment
28. **Which body enforces anti-discrimination laws?** [C]
    A. OSHA
    B. FDA
    C. EEOC
    D. FTC
29. **What is a critical component of ethical HR practices?** [A]
    A. Ignoring employee complaints
    B. Reducing company policies
    C. Ensuring fairness and transparency
    D. Delaying onboarding
30. **What does compliance in HR ensure?** [B]
    A. Ignoring employment laws
    B. Adherence to legal and ethical standards
    C. Employee terminations
    D. Reducing organizational goals
31. **What are HR metrics used for?** [B]
    A. Employee salary payments
    B. Measuring HR performance
    C. Planning recreational events
    D. Job dismissals
32. **Which data collection method is widely used in HR?** [A]
    A. Random employee discussions
    B. Employee surveys
    C. Marketing analysis
    D. Vendor selection
33. **What is the goal of HR analytics?** [C]
    A. Planning annual leave
    B. Ignoring HR processes
    C. Improving HR practices using data
    D. Reducing staff benefits
34. **What is the main goal of conflict resolution in HR?** [D]
    A. Avoiding communication between parties
    B. Firing employees involved in conflicts
    C. Resolving disputes to maintain a productive environment
    D. Ignoring workplace grievances
35. **Which of these enhances employee engagement?** [B]
    A. Lack of recognition
    B. Providing growth opportunities and recognition
    C. Reducing feedback mechanisms
    D. Increasing workload
36. **What is a key factor in building a positive workplace culture?** [C]
    A. High employee turnover
    B. Avoiding communication channels
    C. Promoting trust, respect, and inclusion
    D. Delayed employee feedback

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37. **How does HR handle employee grievances?** [C]
    A. Ignoring complaints
    B. Allowing conflicts to escalate
    C. Following formal grievance-handling procedures
    D. Terminating employees immediately
38. **Which strategy boosts workplace motivation?** [B]
    A. Removing employee benefits
    B. Implementing reward and recognition programs
    C. Assigning repetitive tasks
    D. Limiting career growth
39. **What is the purpose of creating HR policies?** [B]
    A. Avoiding employee concerns
    B. Setting clear guidelines for behavior and processes
    C. Reducing documentation
    D. Enhancing IT systems
40. **Which is an essential step in policy implementation?** [C]
    A. Avoiding communication to employees
    B. Reducing compliance tracking
    C. Effectively communicating policies to all employees
    D. Delaying policy rollouts
41. **Why is policy compliance important?** [B]
    A. To complicate processes
    B. To ensure consistency and avoid legal risks
    C. To reduce employee engagement
    D. To prioritize random procedures
42. **What does HR use to enforce company policies?** [C]
    A. Reducing employee benefits
    B. Avoiding monitoring systems
    C. Consistent disciplinary procedures
    D. Conducting performance evaluations
43. **What does proper documentation of HR policies ensure?** [C]
    A. Ignoring employment laws
    B. Immediate employee termination
    C. Clarity, consistency, and legal protection
    D. Increasing workload
44. **What does DEI stand for in HR?** [C]
    A. Development, Engagement, and Implementation
    B. Department, Education, and Inclusion
    C. Diversity, Equity, and Inclusion
    D. Delegation, Ethics, and Involvement
45. **What is the purpose of DEI programs?** [C]
    A. Excluding certain employee groups
    B. Reducing workplace morale
    C. Promoting fairness, equality, and inclusion in the workplace
    D. Limiting employee engagement
46. **Which of these reflects a DEI best practice?** [C]
    A. Promoting workplace homogeneity
    B. Avoiding DEI discussions
    C. Providing bias-awareness training
    D. Delaying DEI initiatives

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47. **What is a method to measure the success of DEI programs?** [C]
    A. Reducing communication efforts
    B. Avoiding progress tracking
    C. Monitoring employee demographics and feedback
    D. Excluding employee concerns
48. **What principle does equity in DEI address?** [C]
    A. Equal workload for all employees
    B. Avoiding role diversity
    C. Providing fair access to opportunities and resources
    D. Reducing workplace flexibility
49. **Why is workplace diversity important?** [B]
    A. To reduce team communication
    B. To encourage varied perspectives and innovation
    C. To limit career growth opportunities
    D. To enforce a single way of thinking
50. **What should organizations avoid when implementing DEI?** [C]
    A. Creating inclusive policies
    B. Offering equal opportunities
    C. Tokenism or superficial diversity efforts
    D. Providing bias training

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

6. Certificate Program on Leadership Development

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB106	**Certificate Program on Leadership Development**	Max Marks:50	Time: 1 Hr

Date : 03.02.2023

Name of the Student	Medavarapu Madhuri	**Invigilator Sign**	
Hall Ticket Number	130322672001	**Student Sign**	Madhuri
Course	MBA	**Marks**	39

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is leadership primarily focused on?** [b]
   a) Controlling people
   b) Influencing and guiding individuals or groups
   c) Managing budgets
   d) Following orders
2. **Which theory of leadership focuses on specific innate qualities of leaders?** [c]
   a) Transformational theory
   b) Behavioral theory
   c) Trait theory
   d) Situational theory
3. **Which leadership style involves exchanging rewards for performance?** [c]
   a) Autocratic
   b) Transformational
   c) Transactional
   d) Laissez-Faire
4. **Who is considered a transformational leader?** [a]
   a) Someone who rewards employees regularly
   b) Someone who micromanages
   c) Someone who inspires and motivates change
   d) Someone who avoids conflict
5. **What is the role of a leader in modern organizations?** [b]
   a) Enforce strict compliance
   b) Provide direction, vision, and motivation
   c) Focus solely on individual performance
   d) Maintain existing processes
6. **What is a key component of Emotional Intelligence (EI)?** [b]
   a) IQ measurement
   b) Self-awareness
   c) Organizational skills
   d) Charisma

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7. **Which self-assessment tool categorizes personality into types like ENTJ or INFP?** [b]
   a) 360-Degree Feedback
   b) MBTI (Myers-Briggs Type Indicator)
   c) SWOT Analysis
   d) Johari Window

8. **What does 360-Degree Feedback involve?** [a]
   a) Feedback from peers, subordinates, and supervisors
   b) One-on-one evaluations
   c) Assessing leadership styles only
   d) Self-reflection without feedback

9. **Which of these is a key first step in developing a leadership development plan?** [c]
   a) Ignoring weaknesses
   b) Self-assessment and reflection
   c) Setting unrealistic goals
   d) Delegating responsibility

10. **Why is emotional intelligence important for leadership?** [c]
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    b) To reduce accountability
    c) To understand and manage emotions in oneself and others
    d) To measure intelligence quotient (IQ)

11. **What does strategic thinking emphasize?** [c]
    a) Short-term achievements
    b) Long-term planning and vision
    c) Avoiding risks
    d) Quick decisions

12. **The SWOT analysis tool is used to analyze:** [c]
    a) Human resources
    b) Financial statements
    c) Strengths, Weaknesses, Opportunities, and Threats
    d) Organizational policies

13. **Which model supports decision-making in uncertain environments?** [a]
    a) Vroom-Yetton Decision Model
    b) Hierarchical Model
    c) Visionary Model
    d) Feedback Loop

14. **What is a key characteristic of strategic leaders?** [c]
    a) Impulsive decision-making
    b) Focusing only on operations
    c) Aligning vision with action
    d) Avoiding collaboration

15. **What role do case studies play in strategic leadership learning?** [b]
    a) To focus on irrelevant details
    b) To provide real-world examples of decision-making
    c) To emphasize individual goals
    d) To delay learning

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16. **Which leadership style promotes full team participation?** [b]
    a) Autocratic
    b) Democratic
    c) Transformational
    d) Laissez-Faire

17. **Adaptive leadership requires:** [a]
    a) Following a single style in all situations
    b) Avoiding risks
    c) Adjusting leadership approaches to challenges
    d) Delegating all responsibility

18. **When is the autocratic leadership style effective?** [b]
    a) In creative brainstorming sessions
    b) During emergencies or crises
    c) When encouraging innovation
    d) In diverse cultural settings

19. **What is the focus of situational leadership?** [b]
    a) Consistency in style
    b) Adapting leadership style based on team needs
    c) Avoiding delegation
    d) Following strict rules

20. **What does laissez-faire leadership encourage?** [b]
    a) Micromanagement
    b) Autonomy and independence
    c) Close supervision
    d) Strict discipline

21. **What is a key technique for effective communication?** [a]
    a) Interrupting frequently
    b) Active listening
    c) Using jargon excessively
    d) Ignoring feedback

22. **What builds trust and credibility as a leader?** [b]
    a) Avoiding conflict
    b) Consistency and integrity
    c) Delegating without guidance
    d) Micromanaging

23. **Persuasion relies heavily on:** [b]
    a) Coercion
    b) Logical arguments and emotional appeal
    c) Following strict orders
    d) Avoiding communication

24. **Non-verbal communication includes:** [b]
    a) Written emails
    b) Body language and facial expressions
    c) Verbal speeches
    d) Phone calls

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25. **Which of the following is critical for influencing teams?** [c]
    a) Ignoring opinions
    b) One-way communication
    c) Building relationships and trust
    d) Avoiding transparency

26. **What drives successful team building?** [d]
    a) Isolated work
    b) Strict rules
    c) Clear goals and trust
    d) Assigning blame

27. **Motivating teams requires:** [c]
    a) Ignoring achievements
    b) Solely financial rewards
    c) Understanding individual and group needs
    d) Micromanaging tasks

28. **Which technique resolves conflicts effectively?** [b]
    a) Avoidance
    b) Collaboration and communication
    c) Blame assignment
    d) Ignoring the issue

29. **What is a characteristic of high-performing teams?** [b]
    a) Lack of communication
    b) Strong collaboration and accountability
    c) Individual work focus
    d) Hierarchical control

30. **The main principle of team dynamics is:** [b]
    a) Competition over cooperation
    b) Interdependence and role clarity
    c) Lack of structure
    d) Avoiding communication

31. **What is a leader's primary role in change management?** [d]
    a) Enforcing compliance only
    b) Guiding teams through the change process
    c) Avoiding risks
    d) Encouraging resistance

32. **Resistance to change can be managed by:** [c]
    a) Ignoring concerns
    b) Forcing compliance
    c) Clear communication and involvement
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33. **What fosters a culture of innovation?** [c]
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    b) Strict supervision
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34. **Who introduced the 8-Step Change Model?** [d]
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35. **Innovation thrives in organizations where:** [c]
    a) Change is resisted
    b) Leadership suppresses ideas
    c) Failure is treated as a learning opportunity
    d) Hierarchies dominate

36. **What is a key consideration when leading cross-cultural teams?** [b]
    a) Strictly enforcing one culture's norms
    b) Respecting and understanding cultural differences
    c) Ignoring cultural differences
    d) Promoting a singular leadership style

37. **Which of the following best describes global leadership?** [b]
    a) Focusing on local issues only
    b) Managing teams across various countries and cultures
    c) Ignoring cultural diversity
    d) Centralizing all decision-making

38. **How can leaders promote diversity and inclusion?** [b]
    a) Avoid addressing differences
    b) Create an environment where all voices are heard
    c) Only focus on gender diversity
    d) Discourage diverse perspectives

39. **Which strategy is essential for leading in a global environment?** [c]
    a) Centralizing decisions in the home country
    b) Understanding and adapting to local customs
    c) Ignoring local market needs
    d) Maintaining a rigid approach across all regions

40. **What is the major challenge of leading a global team?** [b]
    a) Ensuring complete agreement at all times
    b) Overcoming cultural misunderstandings
    c) Managing local offices independently
    d) Avoiding digital communication

41. **What is ethical leadership focused on?** [b]
    a) Maximizing profits regardless of means
    b) Acting with integrity and fairness
    c) Ignoring legal considerations
    d) Promoting individual achievement over team goals

42. **What does Corporate Social Responsibility (CSR) involve?** [b]
    a) Maximizing shareholder returns
    b) Contributing positively to society and the environment
    c) Reducing operational costs
    d) Minimizing legal compliance

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43. **What is a common ethical dilemma faced by leaders?** [b]
    a) Ignoring employee feedback
    b) Balancing profitability with ethical standards
    c) Avoiding difficult decisions
    d) Ensuring maximum control over all decisions

44. **Which of these is a principle of ethical leadership?** [a]
    a) Transparency and accountability
    b) Focusing on personal gain
    c) Ignoring conflicts of interest
    d) Avoiding responsibility

45. **What is the role of ethical leadership in organizational culture?** [a]
    a) To prioritize profits over all else
    b) To establish and reinforce ethical practices across the organization
    c) To centralize all decision-making
    d) To reduce employee autonomy

46. **What is a key emerging trend in leadership?** [b]
    a) Ignoring technology
    b) Digital leadership
    c) Focusing on traditional management methods
    d) Avoiding remote work

47. **Why is developing long-term leadership skills important?** [b]
    a) To focus only on short-term goals
    b) To ensure sustainable success and adaptability
    c) To avoid responsibility
    d) To manage teams more efficiently

48. **What does digital leadership require?** [b]
    a) Focusing only on in-person meetings
    b) Embracing technology and virtual communication tools
    c) Relying solely on traditional methods
    d) Ignoring digital transformation

49. **What is a primary challenge for future leaders?** [a]
    a) Managing only local teams
    b) Adapting to fast-paced technological and societal changes
    c) Delegating all tasks
    d) Avoiding risks

50. **Which of these is an essential skill for future leaders?** [b]
    a) Focusing solely on technical expertise
    b) Flexibility and adaptability
    c) Ignoring emotional intelligence
    d) Rigidly following established practices

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College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMB106	**Certificate Program on Leadership Development**	Max Marks:50	Time: 1 Hr

Date : 03.02.2023

Name of the Student	MOHAMMED WAQ PASHA	**Invigilator Sign**	
Hall Ticket Number	130322672002	**Student Sign**	Pasha
Course	MBA	**Marks**	36

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DIRECTOR
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB106	**Certificate Program on Leadership Development**	Max Marks:50	Time: 1 Hr

Date : 03.02.2023

Name of the Student	KASHAMALLA PAVAN	**Invigilator Sign**	
Hall Ticket Number	13032267 2003	**Student Sign**	Pavan
Course	MBA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is leadership primarily focused on?** [b]
   a) Controlling people
   b) Influencing and guiding individuals or groups
   c) Managing budgets
   d) Following orders
2. **Which theory of leadership focuses on specific innate qualities of leaders?** [c]
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3. **Which leadership style involves exchanging rewards for performance?** [c]
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   c) Someone who inspires and motivates change
   d) Someone who avoids conflict
5. **What is the role of a leader in modern organizations?** [~~a~~]
   a) Enforce strict compliance
   b) Provide direction, vision, and motivation
   c) Focus solely on individual performance
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6. **What is a key component of Emotional Intelligence (EI)?** [b]
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   b) Self-awareness
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17. **Adaptive leadership requires:** [c]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB106	**Certificate Program on Leadership Development**	Max Marks:50	Time: 1 Hr

Date : 03.02.2023

Name of the Student	S. Nobert.	**Invigilator Sign**	
Hall Ticket Number	130322G79004	**Student Sign**	Norbert
Course	MBA	**Marks**	37

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Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB106	**Certificate Program on Leadership Development**	Max Marks:50	Time: 1 Hr

Date : 03.02.2023

Name of the Student	Vishwanchan chandra shaker	**Invigilator Sign**	
Hall Ticket Number	130322672005	**Student Sign**	V.C
Course	MBA	**Marks**	36

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    a) Interrupting frequently
    b) Active listening
    c) Using jargon excessively
    d) Ignoring feedback

22. **What builds trust and credibility as a leader?** [a]
    a) Avoiding conflict
    b) Consistency and integrity
    c) Delegating without guidance
    d) Micromanaging

23. **Persuasion relies heavily on:** [b]
    a) Coercion
    b) Logical arguments and emotional appeal
    c) Following strict orders
    d) Avoiding communication

24. **Non-verbal communication includes:** [b]
    a) Written emails
    b) Body language and facial expressions
    c) Verbal speeches
    d) Phone calls

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25. **Which of the following is critical for influencing teams?** [c]
    a) Ignoring opinions
    b) One-way communication
    c) Building relationships and trust
    d) Avoiding transparency

26. **What drives successful team building?** [a]
    a) Isolated work
    b) Strict rules
    c) Clear goals and trust
    d) Assigning blame

27. **Motivating teams requires:** [c]
    a) Ignoring achievements
    b) Solely financial rewards
    c) Understanding individual and group needs
    d) Micromanaging tasks

28. **Which technique resolves conflicts effectively?** [d]
    a) Avoidance
    b) Collaboration and communication
    c) Blame assignment
    d) Ignoring the issue

29. **What is a characteristic of high-performing teams?** [b]
    a) Lack of communication
    b) Strong collaboration and accountability
    c) Individual work focus
    d) Hierarchical control

30. **The main principle of team dynamics is:** [b]
    a) Competition over cooperation
    b) Interdependence and role clarity
    c) Lack of structure
    d) Avoiding communication

31. **What is a leader's primary role in change management?** [d]
    a) Enforcing compliance only
    b) Guiding teams through the change process
    c) Avoiding risks
    d) Encouraging resistance

32. **Resistance to change can be managed by:** [c]
    a) Ignoring concerns
    b) Forcing compliance
    c) Clear communication and involvement
    d) Delaying implementation

33. **What fosters a culture of innovation?** [c]
    a) Avoiding risks
    b) Strict supervision
    c) Encouraging creativity and new ideas
    d) Sticking to routines

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34. **Who introduced the 8-Step Change Model?** [b]
    a) Peter Drucker
    b) John Kotter
    c) Henry Mintzberg
    d) Daniel Goleman

35. **Innovation thrives in organizations where:** [c]
    a) Change is resisted
    b) Leadership suppresses ideas
    c) Failure is treated as a learning opportunity
    d) Hierarchies dominate

36. **What is a key consideration when leading cross-cultural teams?** [a]
    a) Strictly enforcing one culture's norms
    b) Respecting and understanding cultural differences
    c) Ignoring cultural differences
    d) Promoting a singular leadership style

37. **Which of the following best describes global leadership?** [b]
    a) Focusing on local issues only
    b) Managing teams across various countries and cultures
    c) Ignoring cultural diversity
    d) Centralizing all decision-making

38. **How can leaders promote diversity and inclusion?** [b]
    a) Avoid addressing differences
    b) Create an environment where all voices are heard
    c) Only focus on gender diversity
    d) Discourage diverse perspectives

39. **Which strategy is essential for leading in a global environment?** [b]
    a) Centralizing decisions in the home country
    b) Understanding and adapting to local customs
    c) Ignoring local market needs
    d) Maintaining a rigid approach across all regions

40. **What is the major challenge of leading a global team?** [b]
    a) Ensuring complete agreement at all times
    b) Overcoming cultural misunderstandings
    c) Managing local offices independently
    d) Avoiding digital communication

41. **What is ethical leadership focused on?** [d]
    a) Maximizing profits regardless of means
    b) Acting with integrity and fairness
    c) Ignoring legal considerations
    d) Promoting individual achievement over team goals

42. **What does Corporate Social Responsibility (CSR) involve?** [b]
    a) Maximizing shareholder returns
    b) Contributing positively to society and the environment
    c) Reducing operational costs
    d) Minimizing legal compliance

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43. **What is a common ethical dilemma faced by leaders?** [b]
    a) Ignoring employee feedback
    b) Balancing profitability with ethical standards
    c) Avoiding difficult decisions
    d) Ensuring maximum control over all decisions

44. **Which of these is a principle of ethical leadership?** [a]
    a) Transparency and accountability
    b) Focusing on personal gain
    c) Ignoring conflicts of interest
    d) Avoiding responsibility

45. **What is the role of ethical leadership in organizational culture?** [a]
    a) To prioritize profits over all else
    b) To establish and reinforce ethical practices across the organization
    c) To centralize all decision-making
    d) To reduce employee autonomy

46. **What is a key emerging trend in leadership?** [b]
    a) Ignoring technology
    b) Digital leadership
    c) Focusing on traditional management methods
    d) Avoiding remote work

47. **Why is developing long-term leadership skills important?** [b]
    a) To focus only on short-term goals
    b) To ensure sustainable success and adaptability
    c) To avoid responsibility
    d) To manage teams more efficiently

48. **What does digital leadership require?** [b]
    a) Focusing only on in-person meetings
    b) Embracing technology and virtual communication tools
    c) Relying solely on traditional methods
    d) Ignoring digital transformation

49. **What is a primary challenge for future leaders?** [b]
    a) Managing only local teams
    b) Adapting to fast-paced technological and societal changes
    c) Delegating all tasks
    d) Avoiding risks

50. **Which of these is an essential skill for future leaders?** [a]
    a) Focusing solely on technical expertise
    b) Flexibility and adaptability
    c) Ignoring emotional intelligence
    d) Rigidly following established practices

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

7. Certificate Program on Leadership in the Digital Age

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB103	**Certificate Program on Leadership Digital Age**	Max Marks:50	Time: 1 Hr

Date : 23.11.2019

Name of the Student	B. Amarnath goud	**Invigilator Sign**	Rekha
Hall Ticket Number	130319672010	**Student Sign**	Amarn
Course	MBA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the primary focus of digital leadership?** [B] ✓
   a) Managing technical teams
   b) Utilizing digital tools and technologies to lead
   c) Creating digital products
   d) Designing digital marketing strategies
2. **Which of the following is an essential characteristic of a digital leader?** [B] ✗
   a) Ability to control resources
   b) High technical expertise in coding
   c) Adaptability and continuous learning
   d) Resistance to change
3. **What has digital transformation impacted the most in leadership roles?** [A] ✓
   a) Leadership styles and decision-making
   b) Budget allocation
   c) Employee salaries
   d) Physical office spaces
4. **Which of the following is crucial for a digital leader in the 21st century?** [C] ✓
   a) Knowledge of traditional management techniques
   b) Ability to create digital marketing strategies
   c) Understanding how digital technology can drive business change
   d) Knowledge of the past organizational structure
5. **What is digital transformation primarily concerned with?** [C] ✗
   a) Replacing traditional leadership styles with digital-only approaches
   b) Integrating digital technologies to change how businesses operate
   c) Increasing the number of employees in a company
   d) Limiting the use of technology in decision-making
6. **Which of the following is an example of a company that underwent successful digital transformation?** [C] ✓
   a) Kodak
   b) Blockbuster
   c) Netflix
   d) Sears

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7. **What role does technology play in digital transformation?** [C]
   a) It replaces human decision-making
   b) It automates all tasks within an organization
   c) It drives organizational change and enables new business models
   d) It reduces the need for collaboration

8. **Which of these is a key element of successful digital transformation?** [D]
   a) Keeping all traditional business processes intact
   b) Focusing solely on employee training
   c) Investing in the latest digital technologies without strategy
   d) Aligning technology with business goals and culture

9. **Which skill is considered core for digital leaders?** [D]
   a) Public speaking
   b) Emotional intelligence
   c) Coding proficiency
   d) Financial analysis

10. **How can digital leaders develop a digital mindset?** [C]
    a) By resisting new technologies
    b) By maintaining a fixed approach to problem-solving
    c) By embracing continuous learning and technological advancements
    d) By avoiding digital tools and platforms

11. **What is the most important strategy for continuous learning in digital leadership?** [B]
    a) Ignoring new technological trends
    b) Participating in regular training and workshops
    c) Focusing on a single technology at all times
    d) Avoiding change and maintaining a static skill set

12. **Which competency is important for a digital leader to build?** [A]
    a) Analytical thinking
    b) Technical development
    c) Communication in traditional formats
    d) Reactive leadership

13. **Which of the following is an example of a digital collaboration tool?** [C]
    a) Microsoft Teams
    b) Google Calendar
    c) Excel spreadsheets
    d) Word processing software

14. **What is the primary benefit of using data analytics in leadership?** [B]
    a) It automates decision-making
    b) It provides insights for informed decisions
    c) It makes leadership more hierarchical
    d) It eliminates the need for human judgment

15. **Which of the following is a key practice when integrating digital tools into leadership?** [C]
    a) Relying on traditional methods
    b) Avoiding training employees on the tools
    c) Ensuring tools are aligned with team needs and goals
    d) Disregarding employee feedback

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16. **Which of these digital tools is used for project management?** [C]
    a) Slack
    b) Zoom
    c) Asana
    d) QuickBooks

17. **Which of the following can be used to enhance decision-making in a digital world?** [B]
    a) Data and analytics
    b) Relying on intuition alone
    c) Manual processes and documentation
    d) Ignoring trends and consumer feedback

18. **How can digital strategies provide a competitive advantage?** [B]
    a) By copying competitors' methods
    b) By leveraging technology for faster and more efficient operations
    c) By maintaining traditional business practices
    d) By limiting technological integration

19. **In the context of decision-making, what does "data-driven" mean?** [B]
    a) Making decisions based solely on intuition
    b) Making decisions based on analytical insights derived from data
    c) Relying on past experience and guesses
    d) Ignoring customer feedback and preferences

20. **Which of the following is an example of a data-driven decision?** [A]
    a) Using historical sales trends to forecast future product demand
    b) Making a decision based on personal opinions
    c) Asking employees for their subjective views on the company
    d) Relying solely on gut feeling

21. **What is one major challenge for leaders during digital disruption?** [B]
    a) Making all decisions manually
    b) Managing employee resistance to change
    c) Maintaining traditional business structures
    d) Ignoring technology advancements

22. **Which strategy can foster innovation in an organization?** [B]
    a) Strictly following old processes
    b) Encouraging risk-taking and experimentation
    c) Limiting employee feedback
    d) Rejecting new ideas from employees

23. **How can leaders overcome resistance to change?** [B]
    a) By making abrupt changes without any communication
    b) By clearly communicating the benefits and vision of the change
    c) By focusing only on short-term gains
    d) By avoiding discussions about the change process

24. **What is a key component of building a culture of innovation?** [B]
    a) Discouraging new ideas
    b) Providing a safe space for failure and learning
    c) Maintaining rigid policies and procedures
    d) Ignoring feedback from teams

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25. **Which of the following is crucial for effective digital communication?** [A]
    a) Ignoring feedback
    b) Clarity, transparency, and regular updates
    c) Using only emails for communication
    d) Focusing only on face-to-face meetings
26. **Which digital tool is most commonly used for virtual meetings?** [C]
    a) Google Sheets
    b) Slack
    c) Zoom
    d) Trello
27. **What is a key benefit of remote and hybrid teams?** [B]
    a) Lack of communication
    b) Flexibility in work arrangements
    c) Reduced productivity
    d) Increased office space requirements
28. **Which of the following is essential for successful virtual collaboration?** [B]
    a) Isolation from team members
    b) Use of clear communication tools
    c) Limited access to digital platforms
    d) Fewer meetings
29. **Which of the following is an ethical concern in digital leadership?** [A]
    a) Employee data privacy
    b) Ignoring business performance
    c) Focusing solely on profit
    d) Limiting technology use
30. **What is digital governance focused on?** [A]
    a) Controlling digital tools and technologies exclusively
    b) Ensuring ethical and responsible use of technology and data
    c) Ignoring regulations and policies
    d) Maintaining traditional leadership models
31. **Which action can help ensure responsible digital governance?** [B]
    a) Avoiding audits of digital platforms
    b) Implementing strict data security policies
    c) Limiting access to digital platforms
    d) Ignoring regulatory standards
32. **Which of the following is a key issue in digital ethics?** [B]
    a) Reducing employee engagement
    b) Ensuring that data is handled responsibly
    c) Limiting the use of technology for innovation
    d) Creating an isolated work environment
33. **What is a major emerging trend in digital technology?** [B]
    a) The rise of manual processes
    b) Automation and artificial intelligence
    c) The decline of mobile technologies
    d) The return of traditional office work

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34. **How should digital leaders prepare for cybersecurity challenges?** [B]
    a) By ignoring new threats
    b) By investing in cybersecurity measures and training
    c) By restricting all technology usage
    d) By focusing only on data privacy

35. **What challenge does AI present to digital leadership?** [C]
    a) The decline of automation tools
    b) Difficulty in adopting traditional leadership models
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36. **How should digital leaders prepare for the future?** [C]
    a) By ignoring emerging technologies
    b) By focusing on future job cuts
    c) By staying informed about trends and adapting strategies
    d) By sticking to traditional leadership methods

37. **What is the goal of a capstone project in digital leadership?** [A]
    a) To showcase knowledge by following traditional methods
    b) To develop a digital leadership strategy for real-world scenarios
    c) To prepare a traditional business plan
    d) To avoid using digital tools

38. **What is one key aspect of reflecting on future trends in digital leadership?** [B]
    a) Limiting digital tools to traditional methods
    b) Understanding how emerging technologies will impact organizations
    c) Avoiding change altogether
    d) Discarding digital leadership strategies

39. **How can digital leaders benefit from ongoing career opportunities?** [B]
    a) By focusing only on technical skills
    b) By embracing innovation and continuous learning
    c) By avoiding digital tools and trends
    d) By resisting digital leadership roles

40. **What should a digital leadership strategy consider?** [B]
    a) Only traditional leadership methods
    b) The integration of technology and business goals
    c) Ignoring data and analytics
    d) Maintaining old structures without change

41. **What is a key aspect of digital leadership?** [B]
    a) Focusing on operational efficiency alone
    b) Driving change through the use of digital tools and innovative strategies
    c) Limiting communication to in-person meetings
    d) Encouraging resistance to digital technology

42. **Which of these is a potential challenge for digital leaders?** [B]
    a) Managing data overload
    b) Reducing employee engagement
    c) Avoiding new technologies
    d) Focusing on physical office spaces only

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43. **Digital leaders must balance which of the following?** [B]
    a) Rigid policies with employee creativity
    b) Financial performance with technological innovation
    c) Traditional management styles with digital transformation
    d) Only profits with long-term goals

44. **What is the relationship between digital transformation and business growth?** [B]
    a) Digital transformation leads to slower decision-making
    b) It allows businesses to become more flexible and competitive
    c) It increases operational costs significantly
    d) It restricts the adoption of new technologies

45. **Which technology is most commonly associated with digital transformation?** [A]
    a) Cloud computing
    b) Fax machines
    c) Landline phones
    d) Paper-based documentation

46. **Which industry has experienced significant digital transformation in recent Years?** [A]
    a) Retail
    b) Agriculture
    c) Mining
    d) Shipping

47. **Which of the following is crucial for digital leaders to develop?** [A]
    a) A deep knowledge of all technical processes
    b) A strong understanding of digital culture and behaviors
    c) A rigid view of the future
    d) A complete reliance on digital tools over human intuition

48. **Which mindset should digital leaders adopt to adapt to changing technologies?** [A]
    a) Fixed mindset
    b) Digital mindset
    c) Traditional mindset
    d) Narrow mindset

49. **To stay competitive in the digital age, leaders must focus on which of the following?** [A]
    a) Continuously updating technology skills
    b) Keeping their leadership style static
    c) Minimizing use of digital platforms
    d) Relying on old, proven techniques

50. **Which digital tool is typically used for social media management?** [B]
    a) Slack
    b) Hootsuite
    c) Microsoft Teams
    d) Asana

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB103	**Certificate Program on Leadership Digital Age**	Max Marks:50	Time: 1 Hr

Date : 23.11.2019

Name of the Student	DIANA. PARICHHA	**Invigilator Sign**	
Hall Ticket Number	1303196 72011	**Student Sign**	
Course	MBA	**Marks**	38/40

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    c) Limited access to digital platforms
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    b) Ignoring business performance
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    d) Limiting technology use

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    d) Maintaining traditional leadership models

31. **Which action can help ensure responsible digital governance?** [B]
    a) Avoiding audits of digital platforms
    b) Implementing strict data security policies
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39. **How can digital leaders benefit from ongoing career opportunities?** [B]
    a) By focusing only on technical skills
    b) By embracing innovation and continuous learning
    c) By avoiding digital tools and trends
    d) By resisting digital leadership roles

40. **What should a digital leadership strategy consider?** [B]
    a) Only traditional leadership methods
    b) The integration of technology and business goals
    c) Ignoring data and analytics
    d) Maintaining old structures without change

41. **What is a key aspect of digital leadership?** [B]
    a) Focusing on operational efficiency alone
    b) Driving change through the use of digital tools and innovative strategies
    c) Limiting communication to in-person meetings
    d) Encouraging resistance to digital technology

42. **Which of these is a potential challenge for digital leaders?** [A]
    a) Managing data overload
    b) Reducing employee engagement
    c) Avoiding new technologies
    d) Focusing on physical office spaces only

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43. **Digital leaders must balance which of the following?** [B]
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47. **Which of the following is crucial for digital leaders to develop?** [A]
    a) A deep knowledge of all technical processes
    b) A strong understanding of digital culture and behaviors
    c) A rigid view of the future
    d) A complete reliance on digital tools over human intuition

48. **Which mindset should digital leaders adopt to adapt to changing technologies?** [A]
    a) Fixed mindset
    b) Digital mindset
    c) Traditional mindset
    d) Narrow mindset

49. **To stay competitive in the digital age, leaders must focus on which of the following?** [A]
    a) Continuously updating technology skills
    b) Keeping their leadership style static
    c) Minimizing use of digital platforms
    d) Relying on old, proven techniques

50. **Which digital tool is typically used for social media management?** [A]
    a) Slack
    b) Hootsuite
    c) Microsoft Teams
    d) Asana

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Aurora's PG College (MBA)
Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB103	**Certificate Program on Leadership Digital Age**	Max Marks:50	Time: 1 Hr

Date : 23.11.2019

Name of the Student	Shaik. Saidulu	**Invigilator Sign**	
Hall Ticket Number	1303196720 12	**Student Sign**	
Course	MBA	**Marks**	37

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the primary focus of digital leadership?** [B]
   a) Managing technical teams
   b) Utilizing digital tools and technologies to lead
   c) Creating digital products
   d) Designing digital marketing strategies
2. **Which of the following is an essential characteristic of a digital leader?** [C]
   a) Ability to control resources
   b) High technical expertise in coding
   c) Adaptability and continuous learning
   d) Resistance to change
3. **What has digital transformation impacted the most in leadership roles?** [B]
   a) Leadership styles and decision-making
   b) Budget allocation
   c) Employee salaries
   d) Physical office spaces
4. **Which of the following is crucial for a digital leader in the 21st century?** [C]
   a) Knowledge of traditional management techniques
   b) Ability to create digital marketing strategies
   c) Understanding how digital technology can drive business change
   d) Knowledge of the past organizational structure
5. **What is digital transformation primarily concerned with?** [B]
   a) Replacing traditional leadership styles with digital-only approaches
   b) Integrating digital technologies to change how businesses operate
   c) Increasing the number of employees in a company
   d) Limiting the use of technology in decision-making
6. **Which of the following is an example of a company that underwent successful digital transformation?** [A]
   a) Kodak
   b) Blockbuster
   c) Netflix
   d) Sears

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7. **What role does technology play in digital transformation?** [C]
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   b) It automates all tasks within an organization
   c) It drives organizational change and enables new business models
   d) It reduces the need for collaboration

8. **Which of these is a key element of successful digital transformation?** [C]
   a) Keeping all traditional business processes intact
   b) Focusing solely on employee training
   c) Investing in the latest digital technologies without strategy
   d) Aligning technology with business goals and culture

9. **Which skill is considered core for digital leaders?** [D]
   a) Public speaking
   b) Emotional intelligence
   c) Coding proficiency
   d) Financial analysis

10. **How can digital leaders develop a digital mindset?** [A]
    a) By resisting new technologies
    b) By maintaining a fixed approach to problem-solving
    c) By embracing continuous learning and technological advancements
    d) By avoiding digital tools and platforms

11. **What is the most important strategy for continuous learning in digital leadership?** [B]
    a) Ignoring new technological trends
    b) Participating in regular training and workshops
    c) Focusing on a single technology at all times
    d) Avoiding change and maintaining a static skill set

12. **Which competency is important for a digital leader to build?** [A]
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    c) Communication in traditional formats
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13. **Which of the following is an example of a digital collaboration tool?** [B]
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    b) Google Calendar
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    a) It automates decision-making
    b) It provides insights for informed decisions
    c) It makes leadership more hierarchical
    d) It eliminates the need for human judgment

15. **Which of the following is a key practice when integrating digital tools into leadership?** [C]
    a) Relying on traditional methods
    b) Avoiding training employees on the tools
    c) Ensuring tools are aligned with team needs and goals
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16. **Which of these digital tools is used for project management?** [D]
    a) Slack
    b) Zoom
    c) Asana
    d) QuickBooks

17. **Which of the following can be used to enhance decision-making in a digital world?** [A]
    a) Data and analytics
    b) Relying on intuition alone
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18. **How can digital strategies provide a competitive advantage?** [A]
    a) By copying competitors' methods
    b) By leveraging technology for faster and more efficient operations
    c) By maintaining traditional business practices
    d) By limiting technological integration

19. **In the context of decision-making, what does "data-driven" mean?** [B]
    a) Making decisions based solely on intuition
    b) Making decisions based on analytical insights derived from data
    c) Relying on past experience and guesses
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20. **Which of the following is an example of a data-driven decision?** [A]
    a) Using historical sales trends to forecast future product demand
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    c) Asking employees for their subjective views on the company
    d) Relying solely on gut feeling

21. **What is one major challenge for leaders during digital disruption?** [B]
    a) Making all decisions manually
    b) Managing employee resistance to change
    c) Maintaining traditional business structures
    d) Ignoring technology advancements

22. **Which strategy can foster innovation in an organization?** [B]
    a) Strictly following old processes
    b) Encouraging risk-taking and experimentation
    c) Limiting employee feedback
    d) Rejecting new ideas from employees

23. **How can leaders overcome resistance to change?** [B]
    a) By making abrupt changes without any communication
    b) By clearly communicating the benefits and vision of the change
    c) By focusing only on short-term gains
    d) By avoiding discussions about the change process

24. **What is a key component of building a culture of innovation?** [B]
    a) Discouraging new ideas
    b) Providing a safe space for failure and learning
    c) Maintaining rigid policies and procedures
    d) Ignoring feedback from teams

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25. **Which of the following is crucial for effective digital communication?** [A]
    a) Ignoring feedback
    b) Clarity, transparency, and regular updates
    c) Using only emails for communication
    d) Focusing only on face-to-face meetings

26. **Which digital tool is most commonly used for virtual meetings?** [C]
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    b) Slack
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27. **What is a key benefit of remote and hybrid teams?** [B]
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    a) Isolation from team members
    b) Use of clear communication tools
    c) Limited access to digital platforms
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    a) Employee data privacy
    b) Ignoring business performance
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    d) Limiting technology use

30. **What is digital governance focused on?** [B]
    a) Controlling digital tools and technologies exclusively
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    c) Ignoring regulations and policies
    d) Maintaining traditional leadership models

31. **Which action can help ensure responsible digital governance?** [B]
    a) Avoiding audits of digital platforms
    b) Implementing strict data security policies
    c) Limiting access to digital platforms
    d) Ignoring regulatory standards

32. **Which of the following is a key issue in digital ethics?** [C]
    a) Reducing employee engagement
    b) Ensuring that data is handled responsibly
    c) Limiting the use of technology for innovation
    d) Creating an isolated work environment

33. **What is a major emerging trend in digital technology?** [B]
    a) The rise of manual processes
    b) Automation and artificial intelligence
    c) The decline of mobile technologies
    d) The return of traditional office work

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34. **How should digital leaders prepare for cybersecurity challenges?** [B]
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35. **What challenge does AI present to digital leadership?** [C]
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38. **What is one key aspect of reflecting on future trends in digital leadership?** [B]
    a) Limiting digital tools to traditional methods
    b) Understanding how emerging technologies will impact organizations
    c) Avoiding change altogether
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39. **How can digital leaders benefit from ongoing career opportunities?** [B]
    a) By focusing only on technical skills
    b) By embracing innovation and continuous learning
    c) By avoiding digital tools and trends
    d) By resisting digital leadership roles

40. **What should a digital leadership strategy consider?** [A]
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    b) The integration of technology and business goals
    c) Ignoring data and analytics
    d) Maintaining old structures without change

41. **What is a key aspect of digital leadership?** [B]
    a) Focusing on operational efficiency alone
    b) Driving change through the use of digital tools and innovative strategies
    c) Limiting communication to in-person meetings
    d) Encouraging resistance to digital technology

42. **Which of these is a potential challenge for digital leaders?** [A]
    a) Managing data overload
    b) Reducing employee engagement
    c) Avoiding new technologies
    d) Focusing on physical office spaces only

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43. **Digital leaders must balance which of the following?** [B]
    a) Rigid policies with employee creativity
    b) Financial performance with technological innovation
    c) Traditional management styles with digital transformation
    d) Only profits with long-term goals

44. **What is the relationship between digital transformation and business growth?** [B]
    a) Digital transformation leads to slower decision-making
    b) It allows businesses to become more flexible and competitive
    c) It increases operational costs significantly
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    a) Slack
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB103	Certificate Program on Leadership Digital Age	Max Marks:50	Time: 1 Hr

Date : 23.11.2019

Name of the Student	N. Akhila	Invigilator Sign	
Hall Ticket Number	1303196 72013	Student Sign	Akhila
Course	MBA	Marks	37

Answer the following Multiple Choice Questions:
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2. **Which of the following is an essential characteristic of a digital leader?** [a]
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5. **What is digital transformation primarily concerned with?** [b]
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6. **Which of the following is an example of a company that underwent successful digital transformation?** [a]
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Uppal, Hyderabad-500092

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB103	**Certificate Program on Leadership Digital Age**	Max Marks:50	Time: 1 Hr

Date : 23.11.2019

Name of the Student	A. Deekshith	**Invigilator Sign**	
Hall Ticket Number	130319672014	**Student Sign**	
Course	MBA	**Marks**	34

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16. **Which of these digital tools is used for project management?** [a]
    a) Slack
    b) Zoom
    c) Asana
    d) QuickBooks

17. **Which of the following can be used to enhance decision-making in a digital world?** [a]
    a) Data and analytics
    b) Relying on intuition alone
    c) Manual processes and documentation
    d) Ignoring trends and consumer feedback

18. **How can digital strategies provide a competitive advantage?** [a]
    a) By copying competitors' methods
    b) By leveraging technology for faster and more efficient operations
    c) By maintaining traditional business practices
    d) By limiting technological integration

19. **In the context of decision-making, what does "data-driven" mean?** [b]
    a) Making decisions based solely on intuition
    b) Making decisions based on analytical insights derived from data
    c) Relying on past experience and guesses
    d) Ignoring customer feedback and preferences

20. **Which of the following is an example of a data-driven decision?** [b]
    a) Using historical sales trends to forecast future product demand
    b) Making a decision based on personal opinions
    c) Asking employees for their subjective views on the company
    d) Relying solely on gut feeling

21. **What is one major challenge for leaders during digital disruption?** [b]
    a) Making all decisions manually
    b) Managing employee resistance to change
    c) Maintaining traditional business structures
    d) Ignoring technology advancements

22. **Which strategy can foster innovation in an organization?** [b]
    a) Strictly following old processes
    b) Encouraging risk-taking and experimentation
    c) Limiting employee feedback
    d) Rejecting new ideas from employees

23. **How can leaders overcome resistance to change?** [b]
    a) By making abrupt changes without any communication
    b) By clearly communicating the benefits and vision of the change
    c) By focusing only on short-term gains
    d) By avoiding discussions about the change process

24. **What is a key component of building a culture of innovation?** [b]
    a) Discouraging new ideas
    b) Providing a safe space for failure and learning
    c) Maintaining rigid policies and procedures
    d) Ignoring feedback from teams

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25. **Which of the following is crucial for effective digital communication?** [a]
    a) Ignoring feedback
    b) Clarity, transparency, and regular updates
    c) Using only emails for communication
    d) Focusing only on face-to-face meetings

26. **Which digital tool is most commonly used for virtual meetings?** [c]
    a) Google Sheets
    b) Slack
    c) Zoom
    d) Trello

27. **What is a key benefit of remote and hybrid teams?** [a]
    a) Lack of communication
    b) Flexibility in work arrangements
    c) Reduced productivity
    d) Increased office space requirements

28. **Which of the following is essential for successful virtual collaboration?** [b]
    a) Isolation from team members
    b) Use of clear communication tools
    c) Limited access to digital platforms
    d) Fewer meetings

29. **Which of the following is an ethical concern in digital leadership?** [a]
    a) Employee data privacy
    b) Ignoring business performance
    c) Focusing solely on profit
    d) Limiting technology use

30. **What is digital governance focused on?** [d]
    a) Controlling digital tools and technologies exclusively
    b) Ensuring ethical and responsible use of technology and data
    c) Ignoring regulations and policies
    d) Maintaining traditional leadership models

31. **Which action can help ensure responsible digital governance?** [b]
    a) Avoiding audits of digital platforms
    b) Implementing strict data security policies
    c) Limiting access to digital platforms
    d) Ignoring regulatory standards

32. **Which of the following is a key issue in digital ethics?** [b]
    a) Reducing employee engagement
    b) Ensuring that data is handled responsibly
    c) Limiting the use of technology for innovation
    d) Creating an isolated work environment

33. **What is a major emerging trend in digital technology?** [c]
    a) The rise of manual processes
    b) Automation and artificial intelligence
    c) The decline of mobile technologies
    d) The return of traditional office work

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34. **How should digital leaders prepare for cybersecurity challenges?** [b]
    a) By ignoring new threats
    b) By investing in cybersecurity measures and training
    c) By restricting all technology usage
    d) By focusing only on data privacy

35. **What challenge does AI present to digital leadership?** [c]
    a) The decline of automation tools
    b) Difficulty in adopting traditional leadership models
    c) Ensuring ethical use and avoiding biases
    d) The loss of digital collaboration platforms

36. **How should digital leaders prepare for the future?** [c]
    a) By ignoring emerging technologies
    b) By focusing on future job cuts
    c) By staying informed about trends and adapting strategies
    d) By sticking to traditional leadership methods

37. **What is the goal of a capstone project in digital leadership?** [b]
    a) To showcase knowledge by following traditional methods
    b) To develop a digital leadership strategy for real-world scenarios
    c) To prepare a traditional business plan
    d) To avoid using digital tools

38. **What is one key aspect of reflecting on future trends in digital leadership?** [c]
    a) Limiting digital tools to traditional methods
    b) Understanding how emerging technologies will impact organizations
    c) Avoiding change altogether
    d) Discarding digital leadership strategies

39. **How can digital leaders benefit from ongoing career opportunities?** [b]
    a) By focusing only on technical skills
    b) By embracing innovation and continuous learning
    c) By avoiding digital tools and trends
    d) By resisting digital leadership roles

40. **What should a digital leadership strategy consider?** [b]
    a) Only traditional leadership methods
    b) The integration of technology and business goals
    c) Ignoring data and analytics
    d) Maintaining old structures without change

41. **What is a key aspect of digital leadership?** [b]
    a) Focusing on operational efficiency alone
    b) Driving change through the use of digital tools and innovative strategies
    c) Limiting communication to in-person meetings
    d) Encouraging resistance to digital technology

42. **Which of these is a potential challenge for digital leaders?** [c]
    a) Managing data overload
    b) Reducing employee engagement
    c) Avoiding new technologies
    d) Focusing on physical office spaces only

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43. **Digital leaders must balance which of the following?** [b]
    a) Rigid policies with employee creativity
    b) Financial performance with technological innovation
    c) Traditional management styles with digital transformation
    d) Only profits with long-term goals

44. **What is the relationship between digital transformation and business growth?** [b]
    a) Digital transformation leads to slower decision-making
    b) It allows businesses to become more flexible and competitive
    c) It increases operational costs significantly
    d) It restricts the adoption of new technologies

45. **Which technology is most commonly associated with digital transformation?** [a]
    a) Cloud computing
    b) Fax machines
    c) Landline phones
    d) Paper-based documentation

46. **Which industry has experienced significant digital transformation in recent Years?** [d]
    a) Retail
    b) Agriculture
    c) Mining
    d) Shipping

47. **Which of the following is crucial for digital leaders to develop?** [b]
    a) A deep knowledge of all technical processes
    b) A strong understanding of digital culture and behaviors
    c) A rigid view of the future
    d) A complete reliance on digital tools over human intuition

48. **Which mindset should digital leaders adopt to adapt to changing technologies?** [b]
    a) Fixed mindset
    b) Digital mindset
    c) Traditional mindset
    d) Narrow mindset

49. **To stay competitive in the digital age, leaders must focus on which of the following?** [c]
    a) Continuously updating technology skills
    b) Keeping their leadership style static
    c) Minimizing use of digital platforms
    d) Relying on old, proven techniques

50. **Which digital tool is typically used for social media management?** [b]
    a) Slack
    b) Hootsuite
    c) Microsoft Teams
    d) Asana

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

8. Certificate Program on Mobile App Development

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC202	**Certificate Program on Mobile App Development**	Max Marks:50	Time: 1 Hr

Date : 31.01.2022

Name of the Student	Baley-Hannydas Vivek	**Invigilator Sign**	
Hall Ticket Number	1303208620091	**Student Sign**	
Course	MCA	**Marks**	34

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which platform uses Xcode for development?** [B]
   a) Android
   b) iOS
   c) Windows
   d) Web
2. **Which programming language is primarily used for Android development?** [C]
   a) Swift
   b) Kotlin
   c) JavaScript
   d) Python
3. **What is the primary purpose of Android Studio?** [B]
   a) Manage APIs
   b) Develop Android apps
   c) Debug iOS apps
   d) Design UI for Android apps
4. **Which of the following is a major difference between iOS and Android development?** [C]
   a) Android uses Java, while iOS uses Kotlin.
   b) iOS apps are developed using Android Studio.
   c) iOS development is based on Swift, while Android uses Kotlin or Java.
   d) Android apps only run on Windows.

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5. **Which programming language is used for iOS app development?** [B]
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   b) Swift
   c) C#
   d) PHP
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   b) Visual Studio
   c) Android Studio
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   b) Swift
   c) Kotlln
   d) JavaScript
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   b) Xcode
   c) Sublime Text
   d) Visual Studio Code
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   a) User Information
   b) User Interface
   c) User Interaction
   d) User Input
10. **Which design guideline is used for Android apps?** [b]
    a) Human Interface Guidelines
    b) Material Design
    c) UIKit
    d) Google Design Principles
11. **What is the purpose of responsive UI design?** [c]
    a) To make the app compatible with multiple platforms
    b) To optimize app performance
    c) To make the app visually appealing
    d) To adapt the app layout to different screen sizes

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    b) App aesthetics
    c) User navigation and interaction
    d) App performance
13. **Which Xcode tool is used to design the user interface for iOS apps?** [a]
    a) Interface Builder
    b) Simulator
    c) SwiftUI
    d) Core Data
14. **In iOS development, what is the primary language used to write app logic?** [c]
    a) Java
    b) Kotlin
    c) Swift
    d) Objective-C
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    c) ListView
    d) Button
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    b) Manage the app's user interface
    c) Handle user input
    d) Manage API requests
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    b) Layout Editor
    c) Storyboard
    d) XAML Designer
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19. **Which of the following is a key feature of Android Studio?** [d]
    a) Debugging tools
    b) Performance profiling
    c) Code completion
    d) All of the above
20. **What is an Activity in Android development?** [c]
    a) A background process
    b) A UI component for interacting with users
    c) A data storage component
    d) A service for running long tasks
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    b) Toolbar
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    a) MVVM
    b) MVP
    c) MVC
    d) MVP
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    b) Model-View-Module
    c) Model-Value-View
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    a) Drawer Navigation
    b) Tab Bar
    c) Navigation Controller
    d) Menu Bar
25. **Which iOS framework is used for data persistence?** [a]
    a) Core Data
    b) Room
    c) SQLite
    d) Shared Preferences

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26. **Which Android library is used for local database management?** [b]
    a) Core Data
    b) Room
    c) Realm
    d) Firebase
27. **What is SQLite used for in mobile apps?** [b]
    a) Storing app settings
    b) Data synchronization
    c) Local data storage
    d) Sending network requests
28. **What is Shared Preferences used for in Android?** [b]
    a) Saving large data
    b) Storing small key-value pairs
    c) Encrypting data
    d) Persisting images
29. **Which protocol is commonly used for API communication in mobile apps?** [b]
    a) FTP
    b) HTTP/HTTPS
    c) SMTP
    d) SSH
30. **What format is commonly used for data exchange in RESTful APIs?** [c]
    a) XML
    b) JSON
    c) CSV
    d) YAML
31. **What is the purpose of using Retrofit in Android development?** [b]
    a) Handling user input
    b) Making network requests
    c) Managing local storage
    d) Designing UI layouts
32. **What does OAuth 2.0 provide in mobile app development?** [a]
    a) User interface design
    b) API rate limiting
    c) Secure authentication and authorization
    d) File storage

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33. **Which type of testing verifies individual units of code in mobile apps?** [b]
    a) Integration Testing
    b) Unit Testing
    c) UI Testing
    d) System Testing
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    a) Design the user interface
    b) Optimize the app's performance
    c) Identify and fix code errors
    d) Test API requests
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    a) Xcode Profiler
    b) Android Monitor
    c) Visual Studio Code
    d) All of the above
36. **What is UI testing used for in mobile app development?** [b]
    a) Verifying that the app runs without crashing
    b) Testing the functionality of the user interface
    c) Checking app performance
    d) Ensuring correct API responses
37. **Which store is used to submit iOS apps?** [b]
    a) Google Play Store
    b) App Store
    c) Windows Store
    d) Amazon App Store
38. **Which of the following is required to publish an iOS app on the App Store?** [a]
    a) Google account
    b) Apple Developer Program membership
    c) Android Studio
    d) Core Data implementation
39. **What is an important task after deploying a mobile app?** [c]
    a) Forget user feedback
    b) Ignore performance issues
    c) Monitor app usage and user feedback
    d) Remove all testing frameworks

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40. **What is the best way to handle app updates?** [b]
    a) Update the app without notifying users
    b) Regularly release new versions to address bugs and improvements
    c) Remove previous versions from the store
    d) Avoid releasing any updates

41. **Which of the following is a benefit of continuous deployment in mobile app development?** [a]
    a) Faster time to market
    b) No need for testing
    c) Limited user feedback
    d) Reduced app performance

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    a) Monitor social media posts
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44. **What is the role of the app versioning system?** [b]
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    b) Track changes and improvements to the app
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45. **What is the best practice for handling app crashes in production?** [b]
    a) Ignore crashes
    b) Collect crash logs and fix bugs
    c) Disable new features
    d) Stop app updates

46. **Which tool is commonly used for submitting Android apps to Google Play Store?** [d]
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47. **What does a "beta" release typically refer to?** [b]

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b) A pre-release version for testing purposes

c) A version with no features

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48. **Which of the following is important when preparing an app for submission?** [d]

a) Design a launch screen

b) Write a detailed app description

c) Test on various devices

d) All of the above

49. **Which of the following is typically required for submitting an app to the app store?** [d]

a) App icon

b) Developer certificate

c) App screenshots

d) All of the above

50. **Which is an important consideration when maintaining a mobile app after launch?** [a]

a) Handling new OS updates

b) Ignoring user reviews

c) Stopping marketing efforts

d) Removing app features frequently

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC202	**Certificate Program on Mobile App Development**	Max Marks:50	Time: 1 Hr

Date : 31.01.2022

Name of the Student	Palwai Sai Kumar	**Invigilator Sign**	
Hall Ticket Number	1303208620005	**Student Sign**	
Course	MCA	**Marks**	35

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b) Developer certificate

c) App screenshots

d) All of the above

50. **Which is an important consideration when maintaining a mobile app after launch?** [D]

a) Handling new OS updates

b) Ignoring user reviews

c) Stopping marketing efforts

d) Removing app features frequently

DIRECTOR
Aurora's PG College (MBA)
Uppal, Hyderabad-500092

College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMC202	**Certificate Program on Mobile App Development**	Max Marks:50	Time: 1 Hr

Date : 31.01.2022

Name of the Student	Abbathi. Samyukthen	**Invigilator Sign**	
Hall Ticket Number	1303208620006	**Student Sign**	
Course	MCA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which platform uses Xcode for development?** [A]
   a) Android
   b) iOS
   c) Windows
   d) Web
2. **Which programming language is primarily used for Android development?** [D]
   a) Swift
   b) Kotlin
   c) JavaScript
   d) Python
3. **What is the primary purpose of Android Studio?** [B]
   a) Manage APIs
   b) Develop Android apps
   c) Debug iOS apps
   d) Design UI for Android apps
4. **Which of the following is a major difference between iOS and Android development?** [C]
   a) Android uses Java, while iOS uses Kotlin.
   b) iOS apps are developed using Android Studio.
   c) iOS development is based on Swift, while Android uses Kotlin or Java.
   d) Android apps only run on Windows.

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5. **Which programming language is used for iOS app development?** [B]
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   b) Swift
   c) C#
   d) PHP
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   b) Visual Studio
   c) Android Studio
   d) Xcode
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   b) User Interface
   c) User Interaction
   d) User Input
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    c) UIKit
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    b) To optimize app performance
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    d) To adapt the app layout to different screen sizes

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Uppal, Hyderabad-500092

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    b) App aesthetics
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    d) Shared Preferences

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    c) Encrypting data
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    a) Handling user input
    b) Making network requests
    c) Managing local storage
    d) Designing UI layouts
32. **What does OAuth 2.0 provide in mobile app development?** [C]
    a) User interface design
    b) API rate limiting
    c) Secure authentication and authorization
    d) File storage

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    c) Android Studio
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39. **What is an important task after deploying a mobile app?** [C]
    a) Forget user feedback
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    c) Monitor app usage and user feedback
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40. **What is the best way to handle app updates?** [B]
    a) Update the app without notifying users
    b) Regularly release new versions to address bugs and improvements
    c) Remove previous versions from the store
    d) Avoid releasing any updates

41. **Which of the following is a benefit of continuous deployment in mobile app development?** [A]
    a) Faster time to market
    b) No need for testing
    c) Limited user feedback
    d) Reduced app performance

42. **What is the best way to gather feedback from users after app deployment?** [B]
    a) Monitor social media posts
    b) Use built-in analytics tools and feedback forms
    c) Wait for customer support tickets
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43. **Which is the most common reason for mobile app crashes after Deployment ?** [D]
    a) Poor user design
    b) Lack of testing
    c) Incomplete code
    d) Bugs and memory leaks

44. **What is the role of the app versioning system?** [B]
    a) Ensure data is synchronized across devices
    b) Track changes and improvements to the app
    c) Store user data securely
    d) Manage the app's user interface

45. **What is the best practice for handling app crashes in production?** [A]
    a) Ignore crashes
    b) Collect crash logs and fix bugs
    c) Disable new features
    d) Stop app updates

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Aurora's PG College (MBA)
Uppal, Hyderabad-500092

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b) A pre-release version for testing purposes

c) A version with no features

d) A version for non-registered developers

48. **Which of the following is important when preparing an app for submission?** [A]

a) Design a launch screen

b) Write a detailed app description

c) Test on various devices

d) All of the above

49. **Which of the following is typically required for submitting an app to the app store?** [d]

a) App icon

b) Developer certificate

c) App screenshots

d) All of the above

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b) Ignoring user reviews

c) Stopping marketing efforts

d) Removing app features frequently

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College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMC202	**Certificate Program on Mobile App Development**	Max Marks:50	Time: 1 Hr

Date : 31.01.2022

Name of the Student	P. SAI PRANEETH	**Invigilator Sign**	
Hall Ticket Number	130320862007	**Student Sign**	
Course	MCA	**Marks**	33

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Each question carries equal marks:

1. **Which platform uses Xcode for development?** [A]
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DIRECTOR
Aurora's PG College (MBA)
Uppal, Hyderabad-500092

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Aurora's PG College (MBA)
Uppal, Hyderabad-500092

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DIRECTOR
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College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMC202	**Certificate Program on Mobile App Development**	Max Marks:50	Time: 1 Hr

Date : 31.01.2022

Name of the Student	A. Abhinav	**Invigilator Sign**	
Hall Ticket Number	1303208620008	**Student Sign**	
Course	MCA	**Marks**	32

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    b) App Store
    c) Windows Store
    d) Amazon App Store
38. **Which of the following is required to publish an iOS app on the App Store?** [B]
    a) Google account
    b) Apple Developer Program membership
    c) Android Studio
    d) Core Data implementation
39. **What is an important task after deploying a mobile app?** [C]
    a) Forget user feedback
    b) Ignore performance issues
    c) Monitor app usage and user feedback
    d) Remove all testing frameworks

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40. **What is the best way to handle app updates?** [B]

a) Update the app without notifying users

b) Regularly release new versions to address bugs and improvements

c) Remove previous versions from the store

d) Avoid releasing any updates

41. **Which of the following is a benefit of continuous deployment in mobile app development?** [A]

a) Faster time to market

b) No need for testing

c) Limited user feedback

d) Reduced app performance

42. **What is the best way to gather feedback from users after app deployment?** [A]

a) Monitor social media posts

b) Use built-in analytics tools and feedback forms

c) Wait for customer support tickets

d) Ignore user comments

43. **Which is the most common reason for mobile app crashes after Deployment ?** [D]

a) Poor user design

b) Lack of testing

c) Incomplete code

d) Bugs and memory leaks

44. **What is the role of the app versioning system?** [B]

a) Ensure data is synchronized across devices

b) Track changes and improvements to the app

c) Store user data securely

d) Manage the app's user interface

45. **What is the best practice for handling app crashes in production?** [A]

a) Ignore crashes

b) Collect crash logs and fix bugs

c) Disable new features

d) Stop app updates

46. **Which tool is commonly used for submitting Android apps to Google Play Store?** [D]

a) Android Studio

b) Xcode

c) Firebase

d) Play Console

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47. **What does a "beta" release typically refer to?** [B]

a) Final app release

b) A pre-release version for testing purposes

c) A version with no features

d) A version for non-registered developers

48. **Which of the following is important when preparing an app for submission?** [D]

a) Design a launch screen

b) Write a detailed app description

c) Test on various devices

d) All of the above

49. **Which of the following is typically required for submitting an app to the app store?** [D]

a) App icon

b) Developer certificate

c) App screenshots

d) All of the above

50. **Which is an important consideration when maintaining a mobile app after launch?** [A]

a) Handling new OS updates

b) Ignoring user reviews

c) Stopping marketing efforts

d) Removing app features frequently

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

9. Certificate Program on Natural Language Processing (NLP)

College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMC101	**Certificate Program on Natural Language Processing**	Max Marks:50	Time: 1 Hr

Date : 28.12.2019

Name of the Student	Pulle Shireesha	**Invigilator Sign**	
Hall Ticket Number	130319662001	**Student Sign**	
Course	MCA	**Marks**	39

Answer the following Multiple Choice Questions:
Each question carries equal marks:

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   A. Natural Logic Processing
   B. Neuro Linguistic Processing
   C. Natural Language Processing
   D. Neural Language Program
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   A. To solve logical problems
   B. To process only spoken data
   C. To enable machines to understand and process human language
   D. To create hardware devices
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   A. 1950s
   B. 1960s
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4. **Which of the following is NOT an application of NLP?** [B]
   A. Sentiment analysis
   B. Machine translation
   C. Image classification
   D. Chatbots
5. **What is one key challenge in NLP?** [B]
   A. Limited use cases
   B. Ambiguity in human language
   C. Lack of computational power
   D. Simple algorithms

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6. **What is tokenization in NLP?** [B]
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   B. Breaking text into smaller units like words or sentences
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    C. NLTK
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    B. spaCy
    C. OpenCV
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32. **What model introduced attention mechanisms?** [B]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC101	**Certificate Program on Natural Language Processing**	Max Marks:50	Time: 1 Hr

Date : 28.12.2019

Name of the Student	KOMAKULA UDAY KUMAR	**Invigilator Sign**	KK
Hall Ticket Number	130319862007	**Student Sign**	
Course	MCA	**Marks**	36

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC101	**Certificate Program on Natural Language Processing**	Max Marks:50	Time: 1 Hr

Date : 28.12.2019

Name of the Student	A. Harika	**Invigilator Sign**	
Hall Ticket Number	130319862009	**Student Sign**	harika
Course	MCA	**Marks**	39

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC101	**Certificate Program on Natural Language Processing**	Max Marks:50	Time: 1 Hr

Date : 28.12.2019

Name of the Student	K. Suma	**Invigilator Sign**	
Hall Ticket Number	1303198620D	**Student Sign**	Suma
Course	MCA	**Marks**	39

Answer the following Multiple Choice Questions:
Each question carries equal marks:

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3. **When did NLP begin to emerge as a field?** [d]
   A. 1950s
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC101	**Certificate Program on Natural Language Processing**	Max Marks:50	Time: 1 Hr

Date : 28.12.2019

Name of the Student	Y. Upendar Reddy	**Invigilator Sign**	
Hall Ticket Number	130319862008	**Student Sign**	
Course	MCA	**Marks**	38

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

10. Certificate Program on Quantum computing and Quantum Programming

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC 103	**Certificate Program on Quantum Computing and Quantum Programming**	Max Marks:50	Time: 1 Hr

Date : 11.12.2020

Name of the Student	B. Hannydas	**Invigilator Sign**	
Hall Ticket Number	130320862001	**Student Sign**	Vivek
Course	MCA	**Marks**	33

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the fundamental difference between classical and quantum computing ?** [C]
   A) Binary logic vs. fuzzy logic
   B) Deterministic behavior vs. probabilistic behavior
   C) Classical bits vs. quantum bits (qubits)
   D) Linear circuits vs. nonlinear circuits
2. **Which principle is essential for quantum computing?** [B]
   A) Newton's Laws
   B) Theory of Relativity
   C) Quantum Superposition
   D) Electromagnetism
3. **Quantum mechanics primarily deals with systems at what scale?** [C]
   A) Macroscopic
   B) Astronomical
   C) Microscopic
   D) Global
4. **What is a key feature of quantum superposition?** [A]
   A) Particles moving faster than light
   B) A system existing in multiple states simultaneously
   C) Energy transfer without loss
   D) Matter being converted into energy
5. **What does a quantum computer use as its basic unit of information?** [C]
   A) Byte
   B) Bit
   C) Qubit
   D) Atom
6. **What property allows qubits to exist in multiple states at once?** [A]
   A) Entanglement
   B) Decoherence
   C) Superposition
   D) Interference

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7. **Which quantum phenomenon links particles even when separated by large distances?** [B]
   A) Quantum Tunneling
   B) Quantum Entanglement
   C) Quantum Decoherence
   D) Quantum Interference

8. **What happens when a qubit is measured?** [A]
   A) It enters a mixed state
   B) It collapses to a definite classical state
   C) It creates superposition
   D) It generates entanglement

9. **Which of the following is a basic quantum gate?** [C]
   A) AND Gate
   B) NOT Gate
   C) Hadamard Gate
   D) XOR Gate

10. **What is the purpose of the Pauli-X gate?** [A]
    A) Flip the phase of a qubit
    B) Create entanglement
    C) Act as a NOT gate on a qubit
    D) Measure the qubit's state

11. **What is a key advantage of quantum algorithms?** [B]
    A) Redundancy elimination
    B) Speedup over classical counterparts for specific problems
    C) Low energy consumption
    D) Complete determinism

12. **Which quantum algorithm achieves an exponential speedup for integer factorization?** [C]
    A) Grover's Algorithm
    B) Deutsch-Jozsa Algorithm
    C) Shor's Algorithm
    D) Simon's Algorithm

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC 103	**Certificate Program on Quantum Computing and Quantum Programming**	Max Marks:50	Time: 1 Hr

Date : 11.12.2020

Name of the Student	CH. Shiva Saiprasad	**Invigilator Sign**	
Hall Ticket Number	130320862002	**Student Sign**	Sai
Course	MCA	**Marks**	36

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Hall Ticket Number	1303208 62003	**Student Sign**	
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMC 103	**Certificate Program on Quantum Computing and Quantum Programming**	Max Marks:50	Time: 1 Hr

Date : 11.12.2020

Name of the Student	T. Alekhya	**Invigilator Sign**	
Hall Ticket Number	130320862004	**Student Sign**	Alekhya
Course	MCA	**Marks**	35

Answer the following Multiple Choice Questions:
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    A) Quantum gates
    B) Logical gates
    C) Quantum wires
    D) Data streams

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    B) Create superposition
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33. **What is the role of quantum measurement in circuits?** [B]
    A) Create entanglement
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Course Code	CMC 103	**Certificate Program on Quantum Computing and Quantum Programming**	Max Marks:50	Time: 1 Hr

Date : 11.12.2020

Name of the Student	P. Sai Kumar Reddy	**Invigilator Sign**	
Hall Ticket Number	1303286 2005	**Student Sign**	Sai Kumar
Course	MCA	**Marks**	35

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

11. Certificate Program on Start-Up Marketing

College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMB107	**Certificate Program on Start-Up Marketing**	Max Marks:50	Time: 1 Hr

Date : 31.01.2024

Name of the Student	BANDARU HARSHAVARDHAN	**Invigilator Sign**	
Hall Ticket Number	1303236720ID	**Student Sign**	
Course	MBA	**Marks**	36

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is a key challenge for start-ups in marketing and sales?** [C]
   A) Unlimited resources
   B) Established brand presence
   C) Limited budget and market recognition
   D) High customer loyalty
2. **Which of the following is an opportunity for start-ups?** [B]
   A) Larger competitors' market share
   B) Flexibility and agility to adapt quickly
   C) High marketing costs
   D) Limited customer reach
3. **What is the role of marketing professionals in start-ups?** [A]
   A) Building brand awareness and demand
   B) Managing HR operations
   C) Overseeing financial budgets
   D) Writing sales contracts
4. **Why is the sales role critical in start-ups?** [C]
   A) To focus on internal company growth
   B) To drive revenue and secure early customers
   C) To oversee product testing
   D) To manage product manufacturing
5. **What fundamental concept must start-ups focus on?** [B]
   A) Employee retention
   B) Customer acquisition and retention
   C) Asset management
   D) Brand franchising
6. **What is the primary purpose of market research for start-ups?** [B]
   A) Expanding internationally
   B) Identifying target audiences and trends
   C) Hiring marketing consultants
   D) Creating financial forecasts

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7. **Which technique helps analyze market demand?** [C]
   A) Internal staff reviews
   B) Competitor budgeting
   C) Customer surveys and focus groups
   D) Office surveys

8. **What is a benefit of understanding customer needs?** [B]
   A) Higher advertising costs
   B) Better product-market fit
   C) Limited customer engagement
   D) Reduced market size

9. **Which is a key factor in market analysis?** [B]
   A) HR trends
   B) Competitor strategies and industry trends
   C) Office location planning
   D) Employee performance reviews

10. **How do start-ups use market research data?** [A]
    A) To build office structures
    B) To inform marketing and sales strategies
    C) To hire employees
    D) To expand into unrelated industries

11. **What is a core element of a marketing plan?** [A]
    A) Goals, strategies, and tactics
    B) Employee onboarding manuals
    C) Legal policies
    D) Office relocation plans

12. **Why is a value proposition important?** [A]
    A) It highlights why customers should choose your product
    B) It tracks team performance
    C) It budgets product costs
    D) It sets shipping fees

13. **What does a positioning strategy define?** [A]
    A) How a product is perceived in the market
    B) Employee responsibilities
    C) Marketing team roles
    D) Product testing timeline

14. **What is essential when allocating marketing budgets?** [A]
    A) Ignoring performance results
    B) Prioritizing high ROI activities
    C) Avoiding financial planning
    D) Increasing operational costs

15. **What should a marketing plan align with?** [A]
    A) Business goals and customer needs
    B) Competitor's HR policies
    C) Staff bonus structures
    D) Supply chain decisions

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16. **What is consultative selling?** [A]
    A) Forcing quick sales decisions
    B) Focusing on customer needs and offering solutions
    C) Selling low-quality products
    D) Ignoring customer feedback

17. **What is the first step in a sales process?** [A]
    A) Lead generation
    B) Closing the deal
    C) Collecting payments
    D) Post-sale service

18. **What tool helps manage customer relationships?** [C]
    A) Financial forecasting software
    B) Employee management tools
    C) CRM systems
    D) Design software

19. **What does solution-based selling focus on?** [B]
    A) Company growth only
    B) Solving the customer's problems
    C) Lowering product prices
    D) Product testing results

20. **How can start-ups track sales performance?** [B]
    A) Employee attendance
    B) Sales metrics and analytics tools
    C) Warehouse reports
    D) Legal policies

21. **What is SEO?** [B]
    A) Social Engagement Optimization
    B) Search Engine Optimization
    C) Sales Engagement Outreach
    D) Staff Engagement Orientation

22. **What is a benefit of social media marketing?** [A]
    A) Increased customer engagement
    B) Reduced product quality
    C) Increased HR spending
    D) Limited online visibility

23. **Which metric measures online visibility?** [A]
    A) Website traffic and impressions
    B) Staff bonuses
    C) Company expenses
    D) Marketing team size

24. **Why is digital marketing cost-effective for start-ups?** [B]
    A) It requires large budgets
    B) It reaches a large audience at lower costs
    C) It reduces team productivity
    D) It limits product growth

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25. **What is content marketing used for?** [B]
    A) Employee management
    B) Attracting and retaining customers
    C) Reducing digital channels
    D) Expanding office size

26. **What is part of brand identity?** [B]
    A) Logo, name, and messaging
    B) Competitor goals
    C) Supply chain systems
    D) Employee salaries

27. **Why is brand positioning important?** [A]
    A) To differentiate from competitors
    B) To increase staff morale
    C) To lower financial costs
    D) To expand HR roles

28. **What maintains brand consistency?** [A]
    A) Uniform messaging and visuals across channels
    B) Random advertisements
    C) Irregular marketing strategies
    D) Non-branded content

29. **What makes content engaging?** [A]
    A) Value, relevance, and clarity
    B) Length and jargon
    C) Complexity
    D) Irrelevant topics

30. **Which platform is ideal for B2B marketing?** [B]
    A) Instagram
    B) LinkedIn
    C) Pinterest
    D) TikTok

31. **What is the core purpose of branding for start-ups?** [B]
    A) To increase production times
    B) To build recognition and trust with customers
    C) To manage legal compliance
    D) To hire employees

32. **Which of the following helps differentiate a start-up from competitors?** [A]
    A) A clear value proposition and consistent brand messaging
    B) Staff salary packages
    C) Internal HR manuals
    D) Irregular promotions

33. **What does brand consistency help achieve?** [A]
    A) Decreased product sales
    B) Limited market reach
    C) Increased customer trust and loyalty
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    C) Reduces production timelines
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35. **Which element is NOT part of a start-up's branding?** [A]
    A) Office layout
    B) Logo design
    C) Brand messaging
    D) Brand values

36. **Why is content marketing essential for start-ups?** [B]
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    B) Engagement rate
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39. **What type of content typically performs best on social media?** [B]
    A) Complex reports
    B) Visual and interactive content
    C) Internal HR manuals
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40. **How can start-ups optimize content marketing performance?** [C]
    A) By analyzing metrics and adjusting strategies
    B) By limiting promotions
    C) By using outdated tools
    D) By avoiding customer feedback

41. **What is the primary benefit of aligning sales and marketing?** [B]
    A) Reducing employee morale
    B) Creating a cohesive approach for customer acquisition
    C) Ignoring customer data
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42. **What strategy ensures collaboration between sales and marketing teams?** [A]
    A) Cross-departmental communication and shared goals
    B) Independent workflows
    C) Random project assignments
    D) Isolated teams

DIRECTOR
Aurora's PG College (MBA)
Uppal, Hyderabad-500092

43. **What can misalignment between sales and marketing lead to?** [C]
    A) Improved teamwork
    B) Lost leads and lower revenue
    C) Higher customer satisfaction
    D) Consistent messaging

44. **Which of the following helps measure integrated efforts?** [B]
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    B) Return on Investment
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    D) Reduced Organizational Incentives

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    A) Analyze data and adjust strategies
    B) Ignore the results
    C) Increase campaign costs
    D) Limit future campaigns

49. **Which metric determines campaign profitability?** [B]
    A) Engagement rate
    B) Return on Investment (ROI)
    C) Product inventory
    D) Office budgets

50. **What step comes after analyzing campaign performance?** [B]
    A) Employee training
    B) Strategy adjustment and improvement
    C) Team reorganization
    D) Financial audits

DIRECTOR
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB107	**Certificate Program on Start-Up Marketing**	Max Marks:50	Time: 1 Hr

Date : 31.01.2024

Name of the Student	R. Sindhu priya	**Invigilator Sign**	
Hall Ticket Number	13032367201I	**Student Sign**	
Course	MBA	**Marks**	34

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is a key challenge for start-ups in marketing and sales?** [A]
   A) Unlimited resources
   B) Established brand presence
   C) Limited budget and market recognition
   D) High customer loyalty
2. **Which of the following is an opportunity for start-ups?** [B]
   A) Larger competitors' market share
   B) Flexibility and agility to adapt quickly
   C) High marketing costs
   D) Limited customer reach
3. **What is the role of marketing professionals in start-ups?** [C]
   A) Building brand awareness and demand
   B) Managing HR operations
   C) Overseeing financial budgets
   D) Writing sales contracts
4. **Why is the sales role critical in start-ups?** [B]
   A) To focus on internal company growth
   B) To drive revenue and secure early customers
   C) To oversee product testing
   D) To manage product manufacturing
5. **What fundamental concept must start-ups focus on?** [B]
   A) Employee retention
   B) Customer acquisition and retention
   C) Asset management
   D) Brand franchising
6. **What is the primary purpose of market research for start-ups?** [B]
   A) Expanding internationally
   B) Identifying target audiences and trends
   C) Hiring marketing consultants
   D) Creating financial forecasts

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Uppal, Hyderabad-500092

7. **Which technique helps analyze market demand?** [A]
   A) Internal staff reviews
   B) Competitor budgeting
   C) Customer surveys and focus groups
   D) Office surveys

8. **What is a benefit of understanding customer needs?** [B]
   A) Higher advertising costs
   B) Better product-market fit
   C) Limited customer engagement
   D) Reduced market size

9. **Which is a key factor in market analysis?** [B]
   A) HR trends
   B) Competitor strategies and industry trends
   C) Office location planning
   D) Employee performance reviews

10. **How do start-ups use market research data?** [D]
    A) To build office structures
    B) To inform marketing and sales strategies
    C) To hire employees
    D) To expand into unrelated industries

11. **What is a core element of a marketing plan?** [B]
    A) Goals, strategies, and tactics
    B) Employee onboarding manuals
    C) Legal policies
    D) Office relocation plans

12. **Why is a value proposition important?** [A]
    A) It highlights why customers should choose your product
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DIRECTOR
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16. **What is consultative selling?** [C]
    A) Forcing quick sales decisions
    B) Focusing on customer needs and offering solutions
    C) Selling low-quality products
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DIRECTOR
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Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB107	**Certificate Program on Start-Up Marketing**	Max Marks:50	Time: 1 Hr

Date : 31.01.2024

Name of the Student	M. Faiyaz	**Invigilator Sign**	
Hall Ticket Number	130323672012	**Student Sign**	
Course	MBA	**Marks**	38

Answer the following Multiple Choice Questions:
Each question carries equal marks:

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DIRECTOR
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DIRECTOR
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Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB107	**Certificate Program on Start-Up Marketing**	Max Marks:50	Time: 1 Hr

Date : 31.01.2024

Name of the Student	Pathlavath Sharath	**Invigilator Sign**	
Hall Ticket Number	1303236 7 2013	**Student Sign**	
Course	MBA	**Marks**	35

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    A) It requires large budgets
    B) It reaches a large audience at lower costs
    C) It reduces team productivity
    D) It limits product growth

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25. **What is content marketing used for?** [B]
    A) Employee management
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    A) Logo, name, and messaging
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    D) To hire employees

32. **Which of the following helps differentiate a start-up from competitors?** [C]
    A) A clear value proposition and consistent brand messaging
    B) Staff salary packages
    C) Internal HR manuals
    D) Irregular promotions

33. **What does brand consistency help achieve?** [C]
    A) Decreased product sales
    B) Limited market reach
    C) Increased customer trust and loyalty
    D) Reduced operational expenses

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34. **What role does positioning play in marketing?** [A]
A) Helps define the product's place in the market
B) Increases team meetings
C) Reduces production timelines
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35. **Which element is NOT part of a start-up's branding?** [A]
A) Office layout
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D) Brand values

36. **Why is content marketing essential for start-ups?** [A]
A) It builds credibility and attracts customers
B) It increases office expenses
C) It limits customer engagement
D) It focuses on internal staff growth

37. **What is the main benefit of using social media for marketing?** [D]
A) Enhanced brand visibility and customer engagement
B) Reduced online presence
C) Limited audience reach
D) High operational costs

38. **What metric is crucial for social media performance?** [B]
A) Employee bonuses
B) Engagement rate
C) Product testing reports
D) Supply chain logs

39. **What type of content typically performs best on social media?** [B]
A) Complex reports
B) Visual and interactive content
C) Internal HR manuals
D) Product safety reports

40. **How can start-ups optimize content marketing performance?** [C]
A) By analyzing metrics and adjusting strategies
B) By limiting promotions
C) By using outdated tools
D) By avoiding customer feedback

41. **What is the primary benefit of aligning sales and marketing?** [B]
A) Reducing employee morale
B) Creating a cohesive approach for customer acquisition
C) Ignoring customer data
D) Delaying product delivery

42. **What strategy ensures collaboration between sales and marketing teams?** [A]
A) Cross-departmental communication and shared goals
B) Independent workflows
C) Random project assignments
D) Isolated teams

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43. **What can misalignment between sales and marketing lead to?** [B]
    A) Improved teamwork
    B) Lost leads and lower revenue
    C) Higher customer satisfaction
    D) Consistent messaging

44. **Which of the following helps measure integrated efforts?** [~~A~~]
    A) Office attendance
    B) Customer conversion rates
    C) Warehouse data logs
    D) Employee performance

45. **What supports an integrated marketing and sales campaign?** [A]
    A) Clear strategies and shared KPIs
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46. **Why are KPIs important for marketing campaigns?** [B]
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    B) They measure performance and effectiveness
    C) They limit product sales
    D) They decrease resource allocation

47. **What is ROI in marketing?** [B]
    A) Regular Office Integration
    B) Return on Investment
    C) Required Operational Impact
    D) Reduced Organizational Incentives

48. **What should be done if a campaign performs poorly?** [~~B~~]
    A) Analyze data and adjust strategies
    B) Ignore the results
    C) Increase campaign costs
    D) Limit future campaigns

49. **Which metric determines campaign profitability?** [B]
    A) Engagement rate
    B) Return on Investment (ROI)
    C) Product inventory
    D) Office budgets

50. **What step comes after analyzing campaign performance?** [B]
    A) Employee training
    B) Strategy adjustment and improvement
    C) Team reorganization
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB107	**Certificate Program on Start-Up Marketing**	Max Marks:50	Time: 1 Hr

Date : 31.01.2024

Name of the Student	Pakalwad shiva charan	**Invigilator Sign**	
Hall Ticket Number	1303236720l4	**Student Sign**	
Course	MBA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is a key challenge for start-ups in marketing and sales?** [C]
   A) Unlimited resources
   B) Established brand presence
   C) Limited budget and market recognition
   D) High customer loyalty
2. **Which of the following is an opportunity for start-ups?** [A]
   A) Larger competitors' market share
   B) Flexibility and agility to adapt quickly
   C) High marketing costs
   D) Limited customer reach
3. **What is the role of marketing professionals in start-ups?** [A]
   A) Building brand awareness and demand
   B) Managing HR operations
   C) Overseeing financial budgets
   D) Writing sales contracts
4. **Why is the sales role critical in start-ups?** [B]
   A) To focus on internal company growth
   B) To drive revenue and secure early customers
   C) To oversee product testing
   D) To manage product manufacturing
5. **What fundamental concept must start-ups focus on?** [C]
   A) Employee retention
   B) Customer acquisition and retention
   C) Asset management
   D) Brand franchising
6. **What is the primary purpose of market research for start-ups?** [B]
   A) Expanding internationally
   B) Identifying target audiences and trends
   C) Hiring marketing consultants
   D) Creating financial forecasts

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7. **Which technique helps analyze market demand?** [B]
   A) Internal staff reviews
   B) Competitor budgeting
   C) Customer surveys and focus groups
   D) Office surveys

8. **What is a benefit of understanding customer needs?** [B]
   A) Higher advertising costs
   B) Better product-market fit
   C) Limited customer engagement
   D) Reduced market size

9. **Which is a key factor in market analysis?** [C]
   A) HR trends
   B) Competitor strategies and industry trends
   C) Office location planning
   D) Employee performance reviews

10. **How do start-ups use market research data?** [B]
    A) To build office structures
    B) To inform marketing and sales strategies
    C) To hire employees
    D) To expand into unrelated industries

11. **What is a core element of a marketing plan?** [A]
    A) Goals, strategies, and tactics
    B) Employee onboarding manuals
    C) Legal policies
    D) Office relocation plans

12. **Why is a value proposition important?** [A]
    A) It highlights why customers should choose your product
    B) It tracks team performance
    C) It budgets product costs
    D) It sets shipping fees

13. **What does a positioning strategy define?** [B]
    A) How a product is perceived in the market
    B) Employee responsibilities
    C) Marketing team roles
    D) Product testing timeline

14. **What is essential when allocating marketing budgets?** [B]
    A) Ignoring performance results
    B) Prioritizing high ROI activities
    C) Avoiding financial planning
    D) Increasing operational costs

15. **What should a marketing plan align with?** [A]
    A) Business goals and customer needs
    B) Competitor's HR policies
    C) Staff bonus structures
    D) Supply chain decisions

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16. **What is consultative selling?** [B]
    A) Forcing quick sales decisions
    B) Focusing on customer needs and offering solutions
    C) Selling low-quality products
    D) Ignoring customer feedback

17. **What is the first step in a sales process?** [B]
    A) Lead generation
    B) Closing the deal
    C) Collecting payments
    D) Post-sale service

18. **What tool helps manage customer relationships?** [C]
    A) Financial forecasting software
    B) Employee management tools
    C) CRM systems
    D) Design software

19. **What does solution-based selling focus on?** [B]
    A) Company growth only
    B) Solving the customer's problems
    C) Lowering product prices
    D) Product testing results

20. **How can start-ups track sales performance?** [A]
    A) Employee attendance
    B) Sales metrics and analytics tools
    C) Warehouse reports
    D) Legal policies

21. **What is SEO?** [B]
    A) Social Engagement Optimization
    B) Search Engine Optimization
    C) Sales Engagement Outreach
    D) Staff Engagement Orientation

22. **What is a benefit of social media marketing?** [A]
    A) Increased customer engagement
    B) Reduced product quality
    C) Increased HR spending
    D) Limited online visibility

23. **Which metric measures online visibility?** [A]
    A) Website traffic and impressions
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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

12. Certificate Program on Video Analytics

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB203	**Certificate Program on Video Analytics**	Max Marks:50	Time: 1 Hr

Date :22.11.2022

Name of the Student	P. Venkatesh Sagar	**Invigilator Sign**	
Hall Ticket Number	1303216720001	**Student Sign**	VenkaTesh
Course	MBA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is video analytics primarily used for?** [d]
   a) Enhancing video quality
   b) Extracting useful insights from video data
   c) Compressing video files
   d) Editing video content
2. **Which of the following is NOT a key term in video analytics?** [C]
   a) Frame
   b) ROI (Region of Interest)
   c) Augmented Reality
   d) Object Detection
3. **One major application of video analytics is:** [b]
   a) Medical imaging
   b) Autonomous vehicles
   c) Spreadsheet management
   d) Database indexing
4. **Video analytics relies heavily on:** [d]
   a) Manual coding
   b) Visual effects software
   c) Artificial intelligence and machine learning
   d) Mechanical components
5. **Which industry benefits the most from behavior analysis in video analytics?** [C]
   a) Agriculture
   b) Banking
   c) Security and surveillance
   d) Education
6. **What is a common video data format?** [d]
   a) PNG
   b) MP4
   c) DOCX
   d) JSON

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7. **Which preprocessing technique involves adjusting pixel values to a standard range?** [d]
   a) Noise reduction
   b) Normalization
   c) Feature extraction
   d) Compression

8. **Noise in video analytics refers to:** [b]
   a) Loud background sounds
   b) Unwanted visual data or distortions
   c) Missing frames in the video
   d) Extra features added in post-processing

9. **Which technology is commonly used for video capture in video analytics systems?** [c]
   a) GPS
   b) LiDAR
   c) CCTV cameras
   d) Fiber optics

10. **Why is preprocessing necessary in video analytics?** [b]
    a) To add animations
    b) To enhance computational efficiency and improve results
    c) To save storage space
    d) To reduce video resolution

11. **Which algorithm is known for real-time object detection?** [b]
    a) YOLO
    b) SVM
    c) K-Means
    d) PCA

12. **Faster R-CNN is an advancement over R-CNN because it:** [b]
    a) Processes multiple images at once
    b) Uses a region proposal network (RPN) for faster computation
    c) Eliminates the need for GPUs
    d) Only detects stationary objects

13. **What does SSD stand for in object detection?** [a]
    a) Single Shot Detector
    b) Smart Sensor Device
    c) Secure Storage Device
    d) Simplified Signal Detection

14. **Which object detection technique is best suited for detecting small objects in images?** [d]
    a) YOLO
    b) SSD
    c) Faster R-CNN
    d) All of the above

15. **One key challenge of object detection is:** [b]
    a) Limited algorithms available
    b) Handling variations in lighting and angles
    c) Lack of demand for the technology
    d) High cost of hardware

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16. **The Kalman Filter is primarily used for:** [a]
    a) Object tracking
    b) Image enhancement
    c) Data compression
    d) Video rendering

17. **DeepSORT enhances SORT by using:** [b]
    a) Motion models
    b) Deep learning for re-identification
    c) Faster computation methods
    d) GPS tracking

18. **Object tracking algorithms aim to:** [b]
    a) Create static images from video
    b) Predict the location of an object over time
    c) Reduce file size
    d) Improve audio quality

19. **Which is NOT a common challenge in object tracking?** [c]
    a) Occlusion
    b) Appearance change of objects
    c) Object re-identification
    d) Video file conversion

20. **SORT stands for:** [a]
    a) Simple Online and Real-Time Tracking
    b) Smart Object Re-identification Technique
    c) Secure Online Recognition Tool
    d) Sequential Object Recognition Tool

21. **Behavior analysis focuses on:** [a]
    a) Identifying and interpreting patterns in movement or actions
    b) Enhancing video resolution
    c) Analyzing audio data
    d) Creating video simulations

22. **Temporal models are primarily used for:** [b]
    a) Spatial analysis
    b) Activity recognition in time sequences
    c) Noise removal
    d) Object resizing

23. **Which of the following is an example of activity recognition?** [b]
    a) Recognizing objects in a frame
    b) Identifying a person walking in a video
    c) Storing video metadata
    d) Enhancing colors in video frames

24. **One challenge in behavior analysis is:** [d]
    a) Limited computational tools
    b) Variability in human actions
    c) Lack of video data
    d) Low-resolution videos

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25. **Which method is often used for sequence data in activity recognition?** [a]
    a) RNNs (Recurrent Neural Networks)
    b) CNNs (Convolutional Neural Networks)
    c) PCA (Principal Component Analysis)
    d) GANs (Generative Adversarial Networks)

26. **Facial recognition starts with:** [b]
    a) Matching features with a database
    b) Face detection
    c) Noise removal
    d) Image normalization

27. **What does feature extraction in facial recognition involve?** [a]
    a) Identifying key landmarks on the face
    b) Compressing the image size
    c) Removing background noise
    d) Adding labels to video data

28. **An ethical consideration in facial recognition is:** [b]
    a) Computational complexity
    b) Potential privacy violations
    c) Lack of application areas
    d) Difficulty in data storage

29. **Which technique is used to compare detected faces with stored templates?** [b]
    a) Matching
    b) Feature extraction
    c) Classification
    d) Preprocessing

30. **Which application heavily relies on facial recognition?** [b]
    a) Virtual reality
    b) Attendance tracking
    c) Video gaming
    d) 3D modeling

31. **What is crucial during video analytics system integration?** [b]
    a) High resolution of videos
    b) Compatibility with existing infrastructure
    c) Expensive hardware
    d) Frequent manual intervention

32. **Deployment considerations include:** [b]
    a) Hardware cost only
    b) Scalability and performance optimization
    c) Software licensing
    d) Graphic design

33. **Which factor is key to successful system deployment?** [c]
    a) Real-time analytics
    b) Reduce video file size
    c) High-end graphical interface
    d) Regular manual tuning

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34. **System integration ensures:** [a]
    a) Consistency between video streams and analytics modules
    b) Higher video resolution
    c) Reduced software costs
    d) Automatic database deletion

35. **Which is a best practice in deploying video analytics systems?** [b]
    a) Ignoring privacy concerns
    b) Testing for real-world scenarios
    c) Avoiding data backup
    d) Focusing on single-use applications

36. **Precision measures:** [b]
    a) Accuracy of predictions for all data
    b) Ratio of true positive predictions to total positive predictions
    c) Total processing time
    d) Quality of preprocessing

37. **Which metric combines precision and recall?** [b]
    a) F1 Score
    b) Accuracy
    c) False Negative Rate
    d) IoU (Intersection over Union)

38. **What is a common method for benchmarking?** [a]
    a) Comparing models with established datasets
    b) Running a model without validation
    c) Randomly guessing predictions
    d) Avoiding test data

39. **Recall measures:** [a]
    a) Proportion of correctly identified positive cases out of all actual positives
    b) Total number of false negatives
    c) Processing speed of algorithms
    d) Computational efficiency

40. **A low F1 score suggests:** [b]
    a) High precision and recall
    b) Poor balance between precision and recall
    c) Inconsistent video data
    d) High noise in videos

41. **Real-time video analytics focuses on:** [d]
    a) Offline data storage
    b) Instant processing of video streams
    c) Video editing
    d) Compressing videos for storage

42. **Deep learning in video analytics often uses:** [a]
    a) Convolutional Neural Networks (CNNs)
    b) Decision trees
    c) K-means clustering
    d) Basic heuristics

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43. **An emerging trend in video analytics is:** [b]
    a) Improved mechanical cameras
    b) Use of edge computing for reduced latency
    c) Manual analysis techniques
    d) Elimination of preprocessing steps

44. **Which is a primary use case of video analytics in retail?** [d]
    a) Predicting weather patterns
    b) Customer behavior analysis
    c) Detecting facial injuries
    d) Enhancing 3D modeling

45. **Smart cities use video analytics for:** [b]
    a) Improved lighting systems
    b) Traffic management and surveillance
    c) Building designs
    d) Electricity optimization

46. **What is a benefit of using video analytics in traffic management?** [d]
    a) Generating 3D models
    b) Reducing video storage space
    c) Monitoring traffic flow and detecting violations
    d) Eliminating traffic lights

47. **Which deep learning model is commonly applied to real-time video analysis?** [d]
    a) RNNs
    b) GANs
    c) LSTMs
    d) YOLO

48. **One challenge in applying video analytics in security is:** [b]
    a) Limited video formats
    b) High false alarm rates
    c) Lack of real-time systems
    d) Difficulty in detecting large objects

49. **Behavior analysis in smart cities helps to:** [d]
    a) Reduce the need for surveillance
    b) Track anomalies in public behavior patterns
    c) Create virtual simulations
    d) Lower computational costs

50. **Facial recognition in surveillance is particularly useful for:** [b]
    a) Predicting criminal behavior
    b) Identifying individuals in real-time
    c) Enhancing image quality
    d) Preventing data breaches

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB203	**Certificate Program on Video Analytics**	Max Marks:50	Time: 1 Hr

Date :22.11.2022

Name of the Student	A. Tulasi	**Invigilator Sign**	
Hall Ticket Number	130321672002	**Student Sign**	
Course	MBA	**Marks**	35

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    c) Eliminates the need for GPUs
    d) Only detects stationary objects

13. **What does SSD stand for in object detection?** [a]
    a) Single Shot Detector
    b) Smart Sensor Device
    c) Secure Storage Device
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14. **Which object detection technique is best suited for detecting small objects in images?** [d]
    a) YOLO
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    c) Faster R-CNN
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    a) Limited algorithms available
    b) Handling variations in lighting and angles
    c) Lack of demand for the technology
    d) High cost of hardware

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16. **The Kalman Filter is primarily used for:** [a]
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    b) Image enhancement
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    b) Deep learning for re-identification
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    b) Predict the location of an object over time
    c) Reduce file size
    d) Improve audio quality

19. **Which is NOT a common challenge in object tracking?** [d]
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    c) Object re-identification
    d) Video file conversion

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    b) Smart Object Re-identification Technique
    c) Secure Online Recognition Tool
    d) Sequential Object Recognition Tool

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    a) Identifying and interpreting patterns in movement or actions
    b) Enhancing video resolution
    c) Analyzing audio data
    d) Creating video simulations

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    c) Noise removal
    d) Object resizing

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25. **Which method is often used for sequence data in activity recognition?** [b]
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    c) Software licensing
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33. **Which factor is key to successful system deployment?** [c]
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    c) High-end graphical interface
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    c) Reduced software costs
    d) Automatic database deletion

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    a) Ignoring privacy concerns
    b) Testing for real-world scenarios
    c) Avoiding data backup
    d) Focusing on single-use applications

36. **Precision measures:** [b]
    a) Accuracy of predictions for all data
    b) Ratio of true positive predictions to total positive predictions
    c) Total processing time
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37. **Which metric combines precision and recall?** [c]
    a) F1 Score
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40. **A low F1 score suggests:** [b]
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    c) Detecting facial injuries
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    d) Electricity optimization

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    a) RNNs
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    c) LSTMs
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    b) High false alarm rates
    c) Lack of real-time systems
    d) Difficulty in detecting large objects

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    b) Track anomalies in public behavior patterns
    c) Create virtual simulations
    d) Lower computational costs

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    a) Predicting criminal behavior
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB203	**Certificate Program on Video Analytics**	Max Marks:50	Time: 1 Hr

Date :22.11.2022

Name of the Student	P. LAHARIKA	**Invigilator Sign**	
Hall Ticket Number	13032167 2003	**Student Sign**	LAHARIKA
Course	MBA	**Marks**	36

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is video analytics primarily used for?** [d]
   a) Enhancing video quality
   b) Extracting useful insights from video data
   c) Compressing video files
   d) Editing video content
2. **Which of the following is NOT a key term in video analytics?** [C]
   a) Frame
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   c) Augmented Reality
   d) Object Detection
3. **One major application of video analytics is:** [b]
   a) Medical imaging
   b) Autonomous vehicles
   c) Spreadsheet management
   d) Database indexing
4. **Video analytics relies heavily on:** [b]
   a) Manual coding
   b) Visual effects software
   c) Artificial intelligence and machine learning
   d) Mechanical components
5. **Which industry benefits the most from behavior analysis in video analytics?** [c]
   a) Agriculture
   b) Banking
   c) Security and surveillance
   d) Education
6. **What is a common video data format?** [b]
   a) PNG
   b) MP4
   c) DOCX
   d) JSON

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College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	CMB203	**Certificate Program on Video Analytics**	Max Marks:50	Time: 1 Hr

Date :22.11.2022

Name of the Student	G. Spandana	**Invigilator Sign**	
Hall Ticket Number	130321672004	**Student Sign**	Spandana
Course	MBA	**Marks**	37

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    c) Enhancing image quality
    d) Preventing data breaches

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	CMB203	Certificate Program on Video Analytics	Max Marks:50	Time: 1 Hr

Date :22.11.2022

Name of the Student	M. Sumitha chandra	Invigilator Sign	
Hall Ticket Number	130321672005	Student Sign	chandra
Course	MBA	Marks	33

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is video analytics primarily used for?** [C]
   a) Enhancing video quality
   b) Extracting useful insights from video data
   c) Compressing video files
   d) Editing video content
2. **Which of the following is NOT a key term in video analytics?** [C]
   a) Frame
   b) ROI (Region of Interest)
   c) Augmented Reality
   d) Object Detection
3. **One major application of video analytics is:** [C]
   a) Medical imaging
   b) Autonomous vehicles
   c) Spreadsheet management
   d) Database indexing
4. **Video analytics relies heavily on:** [C]
   a) Manual coding
   b) Visual effects software
   c) Artificial intelligence and machine learning
   d) Mechanical components
5. **Which industry benefits the most from behavior analysis in video analytics?** [d]
   a) Agriculture
   b) Banking
   c) Security and surveillance
   d) Education
6. **What is a common video data format?** [b]
   a) PNG
   b) MP4
   c) DOCX
   d) JSON

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7. **Which preprocessing technique involves adjusting pixel values to a standard range?** [d]
   a) Noise reduction
   b) Normalization
   c) Feature extraction
   d) Compression

8. **Noise in video analytics refers to:** [b]
   a) Loud background sounds
   b) Unwanted visual data or distortions
   c) Missing frames in the video
   d) Extra features added in post-processing

9. **Which technology is commonly used for video capture in video analytics systems?** [c]
   a) GPS
   b) LiDAR
   c) CCTV cameras
   d) Fiber optics

10. **Why is preprocessing necessary in video analytics?** [d]
    a) To add animations
    b) To enhance computational efficiency and improve results
    c) To save storage space
    d) To reduce video resolution

11. **Which algorithm is known for real-time object detection?** [a]
    a) YOLO
    b) SVM
    c) K-Means
    d) PCA

12. **Faster R-CNN is an advancement over R-CNN because it:** [b]
    a) Processes multiple images at once
    b) Uses a region proposal network (RPN) for faster computation
    c) Eliminates the need for GPUs
    d) Only detects stationary objects

13. **What does SSD stand for in object detection?** [c]
    a) Single Shot Detector
    b) Smart Sensor Device
    c) Secure Storage Device
    d) Simplified Signal Detection

14. **Which object detection technique is best suited for detecting small objects in images?** [c]
    a) YOLO
    b) SSD
    c) Faster R-CNN
    d) All of the above

15. **One key challenge of object detection is:** [d]
    a) Limited algorithms available
    b) Handling variations in lighting and angles
    c) Lack of demand for the technology
    d) High cost of hardware

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16. **The Kalman Filter is primarily used for:** [b]
    a) Object tracking
    b) Image enhancement
    c) Data compression
    d) Video rendering

17. **DeepSORT enhances SORT by using:** [b]
    a) Motion models
    b) Deep learning for re-identification
    c) Faster computation methods
    d) GPS tracking

18. **Object tracking algorithms aim to:** [b]
    a) Create static images from video
    b) Predict the location of an object over time
    c) Reduce file size
    d) Improve audio quality

19. **Which is NOT a common challenge in object tracking?** [d]
    a) Occlusion
    b) Appearance change of objects
    c) Object re-identification
    d) Video file conversion

20. **SORT stands for:** [a]
    a) Simple Online and Real-Time Tracking
    b) Smart Object Re-identification Technique
    c) Secure Online Recognition Tool
    d) Sequential Object Recognition Tool

21. **Behavior analysis focuses on:** [d]
    a) Identifying and interpreting patterns in movement or actions
    b) Enhancing video resolution
    c) Analyzing audio data
    d) Creating video simulations

22. **Temporal models are primarily used for:** [b]
    a) Spatial analysis
    b) Activity recognition in time sequences
    c) Noise removal
    d) Object resizing

23. **Which of the following is an example of activity recognition?** [b]
    a) Recognizing objects in a frame
    b) Identifying a person walking in a video
    c) Storing video metadata
    d) Enhancing colors in video frames

24. **One challenge in behavior analysis is:** [d]
    a) Limited computational tools
    b) Variability in human actions
    c) Lack of video data
    d) Low-resolution videos

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25. **Which method is often used for sequence data in activity recognition?** [d]
    a) RNNs (Recurrent Neural Networks)
    b) CNNs (Convolutional Neural Networks)
    c) PCA (Principal Component Analysis)
    d) GANs (Generative Adversarial Networks)

26. **Facial recognition starts with:** [b]
    a) Matching features with a database
    b) Face detection
    c) Noise removal
    d) Image normalization

27. **What does feature extraction in facial recognition involve?** [a]
    a) Identifying key landmarks on the face
    b) Compressing the image size
    c) Removing background noise
    d) Adding labels to video data

28. **An ethical consideration in facial recognition is:** [b]
    a) Computational complexity
    b) Potential privacy violations
    c) Lack of application areas
    d) Difficulty in data storage

29. **Which technique is used to compare detected faces with stored templates?** [d]
    a) Matching
    b) Feature extraction
    c) Classification
    d) Preprocessing

30. **Which application heavily relies on facial recognition?** [b]
    a) Virtual reality
    b) Attendance tracking
    c) Video gaming
    d) 3D modeling

31. **What is crucial during video analytics system integration?** [b]
    a) High resolution of videos
    b) Compatibility with existing infrastructure
    c) Expensive hardware
    d) Frequent manual intervention

32. **Deployment considerations include:** [d]
    a) Hardware cost only
    b) Scalability and performance optimization
    c) Software licensing
    d) Graphic design

33. **Which factor is key to successful system deployment?** [a]
    a) Real-time analytics
    b) Reduce video file size
    c) High-end graphical interface
    d) Regular manual tuning

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34. **System integration ensures:** [a]
    a) Consistency between video streams and analytics modules
    b) Higher video resolution
    c) Reduced software costs
    d) Automatic database deletion

35. **Which is a best practice in deploying video analytics systems?** [b]
    a) Ignoring privacy concerns
    b) Testing for real-world scenarios
    c) Avoiding data backup
    d) Focusing on single-use applications

36. **Precision measures:** [b]
    a) Accuracy of predictions for all data
    b) Ratio of true positive predictions to total positive predictions
    c) Total processing time
    d) Quality of preprocessing

37. **Which metric combines precision and recall?** [b]
    a) F1 Score
    b) Accuracy
    c) False Negative Rate
    d) IoU (Intersection over Union)

38. **What is a common method for benchmarking?** [a]
    a) Comparing models with established datasets
    b) Running a model without validation
    c) Randomly guessing predictions
    d) Avoiding test data

39. **Recall measures:** [a]
    a) Proportion of correctly identified positive cases out of all actual positives
    b) Total number of false negatives
    c) Processing speed of algorithms
    d) Computational efficiency

40. **A low F1 score suggests:** [d]
    a) High precision and recall
    b) Poor balance between precision and recall
    c) Inconsistent video data
    d) High noise in videos

41. **Real-time video analytics focuses on:** [b]
    a) Offline data storage
    b) Instant processing of video streams
    c) Video editing
    d) Compressing videos for storage

42. **Deep learning in video analytics often uses:** [a]
    a) Convolutional Neural Networks (CNNs)
    b) Decision trees
    c) K-means clustering
    d) Basic heuristics

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43. **An emerging trend in video analytics is:** [b]
    a) Improved mechanical cameras
    b) Use of edge computing for reduced latency
    c) Manual analysis techniques
    d) Elimination of preprocessing steps

44. **Which is a primary use case of video analytics in retail?** [b]
    a) Predicting weather patterns
    b) Customer behavior analysis
    c) Detecting facial injuries
    d) Enhancing 3D modeling

45. **Smart cities use video analytics for:** [d]
    a) Improved lighting systems
    b) Traffic management and surveillance
    c) Building designs
    d) Electricity optimization

46. **What is a benefit of using video analytics in traffic management?** [c]
    a) Generating 3D models
    b) Reducing video storage space
    c) Monitoring traffic flow and detecting violations
    d) Eliminating traffic lights

47. **Which deep learning model is commonly applied to real-time video analysis?** [d]
    a) RNNs
    b) GANs
    c) LSTMs
    d) YOLO

48. **One challenge in applying video analytics in security is:** [d]
    a) Limited video formats
    b) High false alarm rates
    c) Lack of real-time systems
    d) Difficulty in detecting large objects

49. **Behavior analysis in smart cities helps to:** [b]
    a) Reduce the need for surveillance
    b) Track anomalies in public behavior patterns
    c) Create virtual simulations
    d) Lower computational costs

50. **Facial recognition in surveillance is particularly useful for:** [b]
    a) Predicting criminal behavior
    b) Identifying individuals in real-time
    c) Enhancing image quality
    d) Preventing data breaches

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

13. Training Program on Data Analytics

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB102	**Training Program on Data Analytics**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	G. Chithra	**Invigilator Sign**	
Hall Ticket Number	13032367 2001	**Student Sign**	Chithra
Course	MBA	**Marks**	37

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the primary purpose of data analytics?** [d]
   a) Storing data
   b) Cleaning data
   c) Deriving insights from data
   d) Predicting future trends
2. **Which of the following is a type of data?** [d]
   a) Structured
   b) Unstructured
   c) Semi-structured
   d) All of the above
3. **What does the data life cycle NOT include?** [b]
   a) Collection
   b) Guesswork
   c) Analysis
   d) Archiving
4. **Which tool is commonly used for data visualization?** [a]
   a) SQL
   b) Python
   c) Tableau
   d) Hadoop
5. **What is a key feature of descriptive analytics?** [c]
   a) Predicts future outcomes
   b) Optimizes processes
   c) Summarizes historical data
   d) Creates machine learning models
6. **What is the first step in data collection?** [c]
   a) Cleaning the data
   b) Identifying data sources
   c) Creating visualizations
   d) Performing analysis

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7. **What does data cleaning involve?** [a]
   a) Removing or handling inconsistencies
   b) Building models
   c) Designing dashboards
   d) Creating features

8. **Which technique is used to handle missing values?** [b]
   a) Regression analysis
   b) Clustering
   c) Imputation
   d) Overfitting

9. **What is feature engineering?** [a]
   a) Creating new variables from existing data
   b) Cleaning data
   c) Removing duplicates
   d) Testing hypotheses

10. **Which process converts data into a common scale?** [c]
    a) Aggregation
    b) Normalization
    c) Transformation
    d) Encoding

11. **What is a measure of central tendency?** [b]
    a) Range
    b) Mean
    c) Variance
    d) Standard deviation

12. **What is used to visualize data distributions?** [c]
    a) Scatter plots
    b) Histograms
    c) Box plots
    d) All of the above

13. **What does EDA stand for?** [a]
    a) Exploratory Data Analysis
    b) Extensive Data Assessment
    c) Easy Data Analytics
    d) Enterprise Data Application

14. **Which of the following identifies outliers?** [a]
    a) Box plots
    b) Line graphs
    c) Bar charts
    d) Pie charts

15. **What is the purpose of EDA?** [b]
    a) Create predictive models
    b) Explore and summarize data
    c) Develop dashboards
    d) Conduct hypothesis testing

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16. **What is an essential principle of data visualization?** [b]
    a) Complexity
    b) Irregularity
    c) Clarity
    d) Overloading visuals

17. **Which tool is NOT used for creating data visualizations?** [b]
    a) Power BI
    b) MySQL
    c) Excel
    d) Tableau

18. **What does an interactive dashboard allow users to do?** [b]
    a) Clean data
    b) Explore data through filters and actions
    c) Perform hypothesis testing
    d) Predict future outcomes

19. **What is the benefit of using scatter plots?** [b]
    a) Displaying categorical data
    b) Identifying relationships between two variables
    c) Aggregating data
    d) Visualizing time series

20. **What is a common error in data visualization?** [a]
    a) Misleading scales
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    a) If there is evidence to support a claim
    b) The average of a dataset
    c) Data visualization principles
    d) Cleaning processes

22. **Which test is used for comparing means between two groups?** [c]
    a) Chi-square test
    b) t-test
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    d) Regression

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    a) A hypothesis you want to prove
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24. **When is a chi-square test used?** [a]
    a) For categorical data
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    c) For time series
    d) For regression analysis

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25. **What is the p-value?** [b]
    a) The size of a sample
    b) The probability of observing results under the null hypothesis
    c) The range of the data
    d) The mean of the data

26. **What is regression analysis used for?** [b]
    a) Clustering data
    b) Cleaning data
    c) Understanding relationships between variables
    d) Testing hypotheses

27. **Which is a type of regression?** [c]
    a) Linear regression
    b) Logistic regression
    c) Both a and b
    d) None of the above

28. **What is multicollinearity?** [b]
    a) When a model is too simple
    b) When independent variables are highly correlated
    c) When there are missing values
    d) When data is normalized

29. **What does R-squared measure?** [b]
    a) Model complexity
    b) Proportion of variance explained by the model
    c) Number of predictors in the model
    d) Statistical significance

30. **What is a key assumption of linear regression?** [a]
    a) Linearity between variables
    b) Non-parametric data
    c) Random data collection
    d) No missing values

31. **What is the main goal of predictive analytics?** [a]
    a) Forecast future outcomes
    b) Summarize past data
    c) Create dashboards
    d) Explore data distributions

32. **Which algorithm is used for classification?** [c]
    a) k-means
    b) Linear regression
    c) Decision trees
    d) PCA

33. **What type of learning uses labeled data?** [a]
    a) Supervised learning
    b) Unsupervised learning
    c) Reinforcement learning
    d) Feature learning

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34. **What does k-nearest neighbors (k-NN) classify based on?** [a]
    a) Decision boundaries
    b) Distance to neighboring data points
    c) Statistical tests
    d) Tree structures

35. **Which algorithm works by creating hyperplanes?** [c]
    a) Decision trees
    b) k-NN
    c) Support Vector Machines (SVM)
    d) PCA

36. **What is clustering?** [c]
    a) Predicting values
    b) Visualizing data
    c) Grouping similar data points
    d) Cleaning data

37. **Which algorithm is NOT used for clustering?** [c]
    a) k-means
    b) Hierarchical clustering
    c) Linear regression
    d) DBSCAN

38. **What is the purpose of PCA?** [d]
    a) Regression modeling
    b) Classification tasks
    c) Reducing dimensionality of data
    d) Predictive analytics

39. **Which metric evaluates clustering performance?** [b]
    a) R-squared
    b) Silhouette score
    c) p-value
    d) Mean squared error

40. **What type of learning is clustering associated with?** [b]
    a) Supervised learning
    b) Unsupervised learning
    c) Reinforcement learning
    d) Predictive modeling

41. **What is time series analysis used for?** [a]
    a) Forecasting future trends
    b) Classifying images
    c) Detecting clusters
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42. **What does NLP stand for?** [b]
    a) Network Layer Processing
    b) Natural Language Processing
    c) Neural Learning Paradigm
    d) Node-Level Prediction

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43. **Which is a characteristic of big data?** [d]
    a) Volume
    b) Velocity
    c) Variety
    d) All of the above

44. **Which tool is commonly used for distributed computing?** [a]
    a) Apache Hadoop
    b) Tableau
    c) Excel
    d) SQL

45. **What is sentiment analysis?** [b]
    a) Cleaning data
    b) Analyzing emotions in text data
    c) Visualizing trends
    d) Forecasting sales

46. **What is a key component of case studies?** [c]
    a) Model selection
    b) Data visualization
    c) Real-world application of analytics
    d) Performing clustering

47. **What does stakeholder presentation involve?** [c]
    a) Cleaning data
    b) Predictive modeling
    c) Communicating insights clearly
    d) Building algorithms

48. **What is a group project typically designed to teach?** [b]
    a) Advanced coding skills
    b) Collaborative problem-solving
    c) Data storage techniques
    d) Statistical tests

49. **Which industry is NOT commonly associated with data analytics?** [b]
    a) Healthcare
    b) Agriculture
    c) Retail
    d) Finance

50. **What is the final step in a data analytics project?** [c]
    a) Data collection
    b) Data cleaning
    c) Presenting findings
    d) Statistical testing

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB102	**Training Program on Data Analytics**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	A. Shiva Ram	**Invigilator Sign**	KJ
Hall Ticket Number	13032367002	**Student Sign**	
Course	MBA	**Marks**	27

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43. **Which is a characteristic of big data?** [d]
    a) Volume
    b) Velocity
    c) Variety
    d) All of the above

44. **Which tool is commonly used for distributed computing?** [a]
    a) Apache Hadoop
    b) Tableau
    c) Excel
    d) SQL

45. **What is sentiment analysis?** [b]
    a) Cleaning data
    b) Analyzing emotions in text data
    c) Visualizing trends
    d) Forecasting sales

46. **What is a key component of case studies?** [b]
    a) Model selection
    b) Data visualization
    c) Real-world application of analytics
    d) Performing clustering

47. **What does stakeholder presentation involve?** [c]
    a) Cleaning data
    b) Predictive modeling
    c) Communicating insights clearly
    d) Building algorithms

48. **What is a group project typically designed to teach?** [a]
    a) Advanced coding skills
    b) Collaborative problem-solving
    c) Data storage techniques
    d) Statistical tests

49. **Which industry is NOT commonly associated with data analytics?** [a]
    a) Healthcare
    b) Agriculture
    c) Retail
    d) Finance

50. **What is the final step in a data analytics project?** [b]
    a) Data collection
    b) Data cleaning
    c) Presenting findings
    d) Statistical testing

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB102	**Training Program on Data Analytics**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	K. Sathwika	**Invigilator Sign**	
Hall Ticket Number	13032 3672009	**Student Sign**	
Course	MBA	**Marks**	27

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the primary purpose of data analytics?** [d]
   a) Storing data
   b) Cleaning data
   c) Deriving insights from data
   d) Predicting future trends
2. **Which of the following is a type of data?** [d]
   a) Structured
   b) Unstructured
   c) Semi-structured
   d) All of the above
3. **What does the data life cycle NOT include?** [b]
   a) Collection
   b) Guesswork
   c) Analysis
   d) Archiving
4. **Which tool is commonly used for data visualization?** [ ]
   a) SQL
   b) Python
   c) Tableau
   d) Hadoop
5. **What is a key feature of descriptive analytics?** [C]
   a) Predicts future outcomes
   b) Optimizes processes
   c) Summarizes historical data
   d) Creates machine learning models
6. **What is the first step in data collection?** [ ]
   a) Cleaning the data
   b) Identifying data sources
   c) Creating visualizations
   d) Performing analysis

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7. **What does data cleaning involve?** [b]
   a) Removing or handling inconsistencies
   b) Building models
   c) Designing dashboards
   d) Creating features

8. **Which technique is used to handle missing values?** [b]
   a) Regression analysis
   b) Clustering
   c) Imputation
   d) Overfitting

9. **What is feature engineering?** [a]
   a) Creating new variables from existing data
   b) Cleaning data
   c) Removing duplicates
   d) Testing hypotheses

10. **Which process converts data into a common scale?** [b]
    a) Aggregation
    b) Normalization
    c) Transformation
    d) Encoding

11. **What is a measure of central tendency?** [a]
    a) Range
    b) Mean
    c) Variance
    d) Standard deviation

12. **What is used to visualize data distributions?** [d]
    a) Scatter plots
    b) Histograms
    c) Box plots
    d) All of the above

13. **What does EDA stand for?** [b]
    a) Exploratory Data Analysis
    b) Extensive Data Assessment
    c) Easy Data Analytics
    d) Enterprise Data Application

14. **Which of the following identifies outliers?** [a]
    a) Box plots
    b) Line graphs
    c) Bar charts
    d) Pie charts

15. **What is the purpose of EDA?** [a]
    a) Create predictive models
    b) Explore and summarize data
    c) Develop dashboards
    d) Conduct hypothesis testing

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16. **What is an essential principle of data visualization?** [c]
    a) Complexity
    b) Irregularity
    c) Clarity
    d) Overloading visuals

17. **Which tool is NOT used for creating data visualizations?** [d]
    a) Power BI
    b) MySQL
    c) Excel
    d) Tableau

18. **What does an interactive dashboard allow users to do?** [b]
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    b) Explore data through filters and actions
    c) Perform hypothesis testing
    d) Predict future outcomes

19. **What is the benefit of using scatter plots?** [b]
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    b) Identifying relationships between two variables
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22. **Which test is used for comparing means between two groups?** [a]
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23. **What is the null hypothesis?** [b]
    a) A hypothesis you want to prove
    b) A default assumption of no effect
    c) The result of hypothesis testing
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24. **When is a chi-square test used?** [b]
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    c) For time series
    d) For regression analysis

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    a) Linear regression
    b) Logistic regression
    c) Both a and b
    d) None of the above

28. **What is multicollinearity?** [c]
    a) When a model is too simple
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    c) When there are missing values
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29. **What does R-squared measure?** [c]
    a) Model complexity
    b) Proportion of variance explained by the model
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30. **What is a key assumption of linear regression?** [a]
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    d) No missing values

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    a) Forecast future outcomes
    b) Summarize past data
    c) Create dashboards
    d) Explore data distributions

32. **Which algorithm is used for classification?** [c]
    a) k-means
    b) Linear regression
    c) Decision trees
    d) PCA

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    b) Unsupervised learning
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34. **What does k-nearest neighbors (k-NN) classify based on?** [b]
    a) Decision boundaries
    b) Distance to neighboring data points
    c) Statistical tests
    d) Tree structures

35. **Which algorithm works by creating hyperplanes?** [c]
    a) Decision trees
    b) k-NN
    c) Support Vector Machines (SVM)
    d) PCA

36. **What is clustering?** [c]
    a) Predicting values
    b) Visualizing data
    c) Grouping similar data points
    d) Cleaning data

37. **Which algorithm is NOT used for clustering?** [c]
    a) k-means
    b) Hierarchical clustering
    c) Linear regression
    d) DBSCAN

38. **What is the purpose of PCA?** [d]
    a) Regression modeling
    b) Classification tasks
    c) Reducing dimensionality of data
    d) Predictive analytics

39. **Which metric evaluates clustering performance?** [b]
    a) R-squared
    b) Silhouette score
    c) p-value
    d) Mean squared error

40. **What type of learning is clustering associated with?** [a]
    a) Supervised learning
    b) Unsupervised learning
    c) Reinforcement learning
    d) Predictive modeling

41. **What is time series analysis used for?** [a]
    a) Forecasting future trends
    b) Classifying images
    c) Detecting clusters
    d) Creating dashboards

42. **What does NLP stand for?** [b]
    a) Network Layer Processing
    b) Natural Language Processing
    c) Neural Learning Paradigm
    d) Node-Level Prediction

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    b) Tableau
    c) Excel
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    b) Data visualization
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    a) Advanced coding skills
    b) Collaborative problem-solving
    c) Data storage techniques
    d) Statistical tests

49. **Which industry is NOT commonly associated with data analytics?** [b]
    a) Healthcare
    b) Agriculture
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50. **What is the final step in a data analytics project?** [a]
    a) Data collection
    b) Data cleaning
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    d) Statistical testing

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College code **1303**		**Aurora's PG College (MBA)** Uppal, Hyderabad		
Course Code	TMB102	**Training Program on Data Analytics**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	G. Vijaya Laxmi	**Invigilator Sign**	
Hall Ticket Number	130323672004	**Student Sign**	Laxmi
Course	MBA	**Marks**	30

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is the primary purpose of data analytics?** [d]
   a) Storing data
   b) Cleaning data
   c) Deriving insights from data
   d) Predicting future trends
2. **Which of the following is a type of data?** [d]
   a) Structured
   b) Unstructured
   c) Semi-structured
   d) All of the above
3. **What does the data life cycle NOT include?** [✗]
   a) Collection
   b) Guesswork
   c) Analysis
   d) Archiving
4. **Which tool is commonly used for data visualization?** [c]
   a) SQL
   b) Python
   c) Tableau
   d) Hadoop
5. **What is a key feature of descriptive analytics?** [b]
   a) Predicts future outcomes
   b) Optimizes processes
   c) Summarizes historical data
   d) Creates machine learning models
6. **What is the first step in data collection?** [c]
   a) Cleaning the data
   b) Identifying data sources
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   d) Performing analysis

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    d) PCA

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB102	**Training Program on Data Analytics**	Max Marks:50	Time: 1 Hr

Date : 26.04.2024

Name of the Student	P. Hymavathi	**Invigilator Sign**	
Hall Ticket Number	130323672005	**Student Sign**	
Course	MBA	**Marks**	33

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    c) Detecting clusters
    d) Creating dashboards

42. **What does NLP stand for?** [d]
    a) Network Layer Processing
    b) Natural Language Processing
    c) Neural Learning Paradigm
    d) Node-Level Prediction

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43. **Which is a characteristic of big data?** [d]
    a) Volume
    b) Velocity
    c) Variety
    d) All of the above

44. **Which tool is commonly used for distributed computing?** [a]
    a) Apache Hadoop
    b) Tableau
    c) Excel
    d) SQL

45. **What is sentiment analysis?** [a]
    a) Cleaning data
    b) Analyzing emotions in text data
    c) Visualizing trends
    d) Forecasting sales

46. **What is a key component of case studies?** [c]
    a) Model selection
    b) Data visualization
    c) Real-world application of analytics
    d) Performing clustering

47. **What does stakeholder presentation involve?** [c]
    a) Cleaning data
    b) Predictive modeling
    c) Communicating insights clearly
    d) Building algorithms

48. **What is a group project typically designed to teach?** [b]
    a) Advanced coding skills
    b) Collaborative problem-solving
    c) Data storage techniques
    d) Statistical tests

49. **Which industry is NOT commonly associated with data analytics?** [d]
    a) Healthcare
    b) Agriculture
    c) Retail
    d) Finance

50. **What is the final step in a data analytics project?** [c]
    a) Data collection
    b) Data cleaning
    c) Presenting findings
    d) Statistical testing

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

14. Training Program on Chatbots

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC201	**Training Program on Chatbots**	Max Marks:50	Time: 1 Hr

Date : 25.02.2022

Name of the Student	Baley hamydas Vivek	**Invigilator Sign**	
Hall Ticket Number	130320862001	**Student Sign**	
Course	MCA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is a chatbot?** [B]
   a) A type of hardware device
   b) A software application designed to simulate human conversation
   c) A type of programming language
   d) None of the above
2. **Which of the following is a common application of chatbots?** [B]
   a) Customer support
   b) Online gaming
   c) Text editing
   d) Website design
3. **Which milestone event contributed significantly to chatbot development?** [B]
   a) The invention of the smartphone
   b) The creation of ELIZA in the 1960s
   c) The launch of Windows 95
   d) The invention of email
4. **Chatbots are commonly used in which industries?** [D]
   a) Healthcare
   b) Retail
   c) Banking
   d) All of the above
5. **What is one key trend in the future of chatbots?** [A]
   a) Less personalization
   b) Increased use of AI and machine learning
   c) Decrease in automation
   d) Reduced integration with IoT
6. **What does NLP stand for?** [ ]
   a) Natural Linguistic Programming
   b) Neural Linguistic Processing
   c) Natural Language Processing
   d) Network Layer Programming

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7. **Which of the following is NOT an NLP technique?** [C]
   a) Sentiment analysis
   b) Tokenization
   c) Encryption
   d) Entity recognition

8. **What is tokenization in NLP?** [D]
   a) Dividing text into smaller units
   b) Encrypting a message
   c) Translating text into another language
   d) Assigning emotions to text

9. **Sentiment analysis helps to:** [A]
   a) Recognize entities in text
   b) Determine the emotional tone of text
   c) Translate languages
   d) Break down sentences into tokens

10. **Which algorithm is often used for text classification?** [C]
    a) K-means clustering
    b) Decision trees
    c) Naive Bayes
    d) Principal Component Analysis (PCA)

11. **What is the primary goal of conversational design?** [D]
    a) Creating complex algorithms
    b) Developing engaging and natural dialogue flows
    c) Optimizing chatbot storage
    d) Minimizing NLP usage

12. **User intent refers to:** [B]
    a) The background information of a user
    b) The action or goal a user wants to achieve
    c) The error rate of a chatbot
    d) None of the above

13. **Which of the following improves conversational design?** [B]
    a) Static responses
    b) Contextual understanding
    c) Minimal testing
    d) Limited options for user input

14. **What is a dialogue flow?** [A]
    a) The backend system of a chatbot
    b) The path a conversation takes based on user inputs
    c) A technique for data encryption
    d) None of the above

15. **What helps chatbots handle user errors?** [B]
    a) Rigid structures
    b) Predefined fallback messages
    c) Ignoring inputs
    d) Disconnecting users

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16. **Which is NOT a popular chatbot development framework?** [A]
    a) Dialog Flow
    b) Rasa
    c) Microsoft Bot Framework
    d) MS Paint

17. **What programming language is commonly used with Rasa?** [A]
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    b) Java
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    b) Apple
    c) Google
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19. **Which chatbot framework allows integration with multiple platforms?** [A]
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    b) Microsoft Bot Framework
    c) Dialog Flow
    d) All of the above

20. **During chatbot development, what is a key step?** [B]
    a) Ignoring testing
    b) Defining intents and entities
    c) Avoiding user input handling
    d) Skipping dialogue flows

21. **Which is NOT a messaging platform?** [C]
    a) Facebook Messenger
    b) WhatsApp
    c) Slack
    d) Microsoft Word

22. **Which messaging platform is owned by Meta?** [B]
    a) Slack
    b) Facebook Messenger
    c) Telegram
    d) Discord

23. **Why is chatbot integration important?** [A]
    a) To enable chatbots to communicate with users on different platforms
    b) To increase chatbot storage
    c) To avoid API usage
    d) To reduce compatibility

24. **What is typically required for platform integration?** [B]
    a) APIs
    b) Tokens
    c) Authentication
    d) All of the above

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25. **Deployment of a chatbot includes:** [B]
    a) Designing conversational flows
    b) Running the chatbot on a specific platform
    c) Both a and b
    d) None of the above

26. **Multi-turn conversations involve:** [B]
    a) Single-step responses
    b) Multiple interactions between the user and the bot
    c) Static answers
    d) None of the above

27. **Contextual understanding allows chatbots to:** [B]
    a) Ignore user input
    b) Use prior conversation context to improve responses
    c) Increase processing time
    d) Avoid user errors

28. **Personalization in chatbots refers to:** [C]
    a) Customizing responses based on user data
    b) Adding static responses
    c) Avoiding user-specific details
    d) Disabling contextual understanding

29. **Handling ambiguity in chatbot design means:** [B]
    a) Ignoring user confusion
    b) Providing clarification or asking follow-up questions
    c) Using complex language
    d) Avoiding NLP altogether

30. **What is the key for designing complex interactions?** [B]
    a) Simple user flows
    b) Robust error handling mechanisms
    c) Avoiding advanced NLP techniques
    d) Ignoring feedback

31. **What is the purpose of chatbot testing?** [C]
    a) To improve performance and identify issues
    b) To avoid user interactions
    c) To reduce storage size
    d) To disable fallback messages

32. **Which method is used to analyze chatbot interactions?** [D]
    a) Data analysis
    b) User feedback
    c) Session logs
    d) All of the above

33. **A/B testing in chatbots involves:** [A]
    a) Comparing different versions of responses or designs
    b) Automating responses
    c) Ignoring performance metrics
    d) Avoiding user feedback

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34. **What is a common optimization strategy for chatbots?** [B]
    a) Ignoring analytics
    b) Regularly updating intents and entities
    c) Avoiding user input analysis
    d) Reducing testing efforts

35. **What tool can help monitor chatbot performance?** [D]
    a) Analytics platforms
    b) User interface tools
    c) Spreadsheet software
    d) Chatbot flow editors

36. **Why is security important in chatbot development?** [B]
    a) To prevent unauthorized access to sensitive data
    b) To increase bot speed
    c) To simplify responses
    d) To improve design quality

37. **Which is a potential security risk in chatbots?** [D]
    a) Data breaches
    b) Weak authentication mechanisms
    c) Injection attacks
    d) All of the above

38. **What is a best practice for data protection in chatbots?** [B]
    a) Storing sensitive data unencrypted
    b) Using secure APIs for data transfer
    c) Sharing user data with third parties
    d) Avoiding authentication mechanisms

39. **Which regulation governs data privacy in the European Union?** [A]
    a) GDPR
    b) HIPAA
    c) PCI DSS
    d) CCPA

40. **Chatbots should inform users about:** [B]
    a) Data collection and usage policies
    b) Technical implementation details
    c) API specifications
    d) Developer credentials

41. **Which industry has widely adopted chatbots for customer service?** [D]
    a) Healthcare
    b) Banking
    c) Retail
    d) All of the above

42. **A successful chatbot implementation in healthcare involves:** [A]
    a) Providing appointment scheduling and symptom checks
    b) Replacing doctors
    c) Avoiding patient interaction
    d) Diagnosing diseases without supervision

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43. **In banking, chatbots are commonly used for:** [D]
    a) Transaction history inquiries
    b) Fraud detection alerts
    c) Customer support
    d) All of the above

44. **What is a key lesson learned from real-world chatbot deployments?** [A]
    a) User feedback improves chatbot performance
    b) Chatbots eliminate human roles entirely
    c) NLP is unnecessary for success
    d) Security concerns are negligible

45. **A retail chatbot can help users by:** [D]
    a) Offering product recommendations
    b) Assisting with order tracking
    c) Providing personalized discounts
    d) All of the above

46. **Chatbots integrated with IoT devices are likely to:** [A]
    a) Enable smart home automation
    b) Provide limited functionality
    c) Avoid voice interaction
    d) Focus on text-based input only

47. **What emerging technology can enhance chatbot interactions?** [B]
    a) Augmented Reality (AR)
    b) Blockchain
    c) Virtual Reality (VR)
    d) All of the above

48. **Future chatbots will rely more on:** [A]
    a) Artificial Intelligence and machine learning
    b) Manual scripting of responses
    c) Static dialogue flows
    d) Limited user personalization

49. **How might AR/VR impact chatbot use cases?** [A]
    a) By creating immersive conversational experiences
    b) By reducing their importance
    c) By eliminating the need for NLP
    d) By focusing solely on text interactions

50. **A key future trend in chatbot development is:** [A]
    a) Advanced contextual understanding
    b) Decline in chatbot applications
    c) Reduced automation
    d) Simpler conversational designs

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC201	**Training Program on Chatbots**	Max Marks:50	Time: 1 Hr

Date : 25.02.2022

Name of the Student	CHAM BETI SHIVA SAI PRASAD	**Invigilator Sign**	
Hall Ticket Number	130320862002	**Student Sign**	
Course	MCA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is a chatbot?** [a]
   a) A type of hardware device
   b) A software application designed to simulate human conversation
   c) A type of programming language
   d) None of the above
2. **Which of the following is a common application of chatbots?** [a]
   a) Customer support
   b) Online gaming
   c) Text editing
   d) Website design
3. **Which milestone event contributed significantly to chatbot development?** [b]
   a) The invention of the smartphone
   b) The creation of ELIZA in the 1960s
   c) The launch of Windows 95
   d) The invention of email
4. **Chatbots are commonly used in which industries?** [d]
   a) Healthcare
   b) Retail
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   d) All of the above
5. **What is one key trend in the future of chatbots?** [a]
   a) Less personalization
   b) Increased use of AI and machine learning
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6. **What does NLP stand for?** 2
   a) Natural Linguistic Programming
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10. **Which algorithm is often used for text classification?** [c]
    a) K-means clustering
    b) Decision trees
    c) Naive Bayes
    d) Principal Component Analysis (PCA)

11. **What is the primary goal of conversational design?** [b]
    a) Creating complex algorithms
    b) Developing engaging and natural dialogue flows
    c) Optimizing chatbot storage
    d) Minimizing NLP usage

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    b) Facebook Messenger
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC201	**Training Program on Chatbots**	Max Marks:50	Time: 1 Hr

Date : 25.02.2022

Name of the Student	Singathi Ravichandhar	**Invigilator Sign**	
Hall Ticket Number	130320862003	**Student Sign**	
Course	MCA	**Marks**	34

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    c) Both a and b
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    d) None of the above

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    d) Avoid user errors

28. **Personalization in chatbots refers to:** [C K]
    a) Customizing responses based on user data
    b) Adding static responses
    c) Avoiding user-specific details
    d) Disabling contextual understanding

29. **Handling ambiguity in chatbot design means:** [B]
    a) Ignoring user confusion
    b) Providing clarification or asking follow-up questions
    c) Using complex language
    d) Avoiding NLP altogether

30. **What is the key for designing complex interactions?** [C K]
    a) Simple user flows
    b) Robust error handling mechanisms
    c) Avoiding advanced NLP techniques
    d) Ignoring feedback

31. **What is the purpose of chatbot testing?** [A]
    a) To improve performance and identify issues
    b) To avoid user interactions
    c) To reduce storage size
    d) To disable fallback messages

32. **Which method is used to analyze chatbot interactions?** [C K]
    a) Data analysis
    b) User feedback
    c) Session logs
    d) All of the above

33. **A/B testing in chatbots involves:** [B K]
    a) Comparing different versions of responses or designs
    b) Automating responses
    c) Ignoring performance metrics
    d) Avoiding user feedback

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34. **What is a common optimization strategy for chatbots?** [B]
    a) Ignoring analytics
    b) Regularly updating intents and entities
    c) Avoiding user input analysis
    d) Reducing testing efforts

35. **What tool can help monitor chatbot performance?** [C]
    a) Analytics platforms
    b) User interface tools
    c) Spreadsheet software
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36. **Why is security important in chatbot development?** [A]
    a) To prevent unauthorized access to sensitive data
    b) To increase bot speed
    c) To simplify responses
    d) To improve design quality

37. **Which is a potential security risk in chatbots?** [D]
    a) Data breaches
    b) Weak authentication mechanisms
    c) Injection attacks
    d) All of the above

38. **What is a best practice for data protection in chatbots?** [B]
    a) Storing sensitive data unencrypted
    b) Using secure APIs for data transfer
    c) Sharing user data with third parties
    d) Avoiding authentication mechanisms

39. **Which regulation governs data privacy in the European Union?** [C]
    a) GDPR
    b) HIPAA
    c) PCI DSS
    d) CCPA

40. **Chatbots should inform users about:** [B]
    a) Data collection and usage policies
    b) Technical implementation details
    c) API specifications
    d) Developer credentials

41. **Which industry has widely adopted chatbots for customer service?** [A]
    a) Healthcare
    b) Banking
    c) Retail
    d) All of the above

42. **A successful chatbot implementation in healthcare involves:** [C]
    a) Providing appointment scheduling and symptom checks
    b) Replacing doctors
    c) Avoiding patient interaction
    d) Diagnosing diseases without supervision

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    a) Transaction history inquiries
    b) Fraud detection alerts
    c) Customer support
    d) All of the above

44. **What is a key lesson learned from real-world chatbot deployments?** [A]
    a) User feedback improves chatbot performance
    b) Chatbots eliminate human roles entirely
    c) NLP is unnecessary for success
    d) Security concerns are negligible

45. **A retail chatbot can help users by:** [D]
    a) Offering product recommendations
    b) Assisting with order tracking
    c) Providing personalized discounts
    d) All of the above

46. **Chatbots integrated with IoT devices are likely to:** [A]
    a) Enable smart home automation
    b) Provide limited functionality
    c) Avoid voice interaction
    d) Focus on text-based input only

47. **What emerging technology can enhance chatbot interactions?** [D]
    a) Augmented Reality (AR)
    b) Blockchain
    c) Virtual Reality (VR)
    d) All of the above

48. **Future chatbots will rely more on:** [A]
    a) Artificial Intelligence and machine learning
    b) Manual scripting of responses
    c) Static dialogue flows
    d) Limited user personalization

49. **How might AR/VR impact chatbot use cases?** [A]
    a) By creating immersive conversational experiences
    b) By reducing their importance
    c) By eliminating the need for NLP
    d) By focusing solely on text interactions

50. **A key future trend in chatbot development is:** [A]
    a) Advanced contextual understanding
    b) Decline in chatbot applications
    c) Reduced automation
    d) Simpler conversational designs

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC201	**Training Program on Chatbots**	Max Marks:50	Time: 1 Hr

Date : 25.02.2022

Name of the Student	Thota Alekhya	Invigilator Sign	
Hall Ticket Number	130320862004	Student Sign	
Course	MCA	Marks	33

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What is a chatbot?** [a] ✓
   a) A type of hardware device
   b) A software application designed to simulate human conversation
   c) A type of programming language
   d) None of the above
2. **Which of the following is a common application of chatbots?** [a] ✓
   a) Customer support
   b) Online gaming
   c) Text editing
   d) Website design
3. **Which milestone event contributed significantly to chatbot development?** [C] ✗
   a) The invention of the smartphone
   b) The creation of ELIZA in the 1960s
   c) The launch of Windows 95
   d) The invention of email
4. **Chatbots are commonly used in which industries?** [d] ✓
   a) Healthcare
   b) Retail
   c) Banking
   d) All of the above
5. **What is one key trend in the future of chatbots?** [a] ✓
   a) Less personalization
   b) Increased use of AI and machine learning
   c) Decrease in automation
   d) Reduced integration with IoT
6. **What does NLP stand for?** [d] ✓
   a) Natural Linguistic Programming
   b) Neural Linguistic Processing
   c) Natural Language Processing
   d) Network Layer Programming

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7. **Which of the following is NOT an NLP technique?** [C]
   a) Sentiment analysis
   b) Tokenization
   c) Encryption
   d) Entity recognition

8. **What is tokenization in NLP?** [a]
   a) Dividing text into smaller units
   b) Encrypting a message
   c) Translating text into another language
   d) Assigning emotions to text

9. **Sentiment analysis helps to:** [b]
   a) Recognize entities in text
   b) Determine the emotional tone of text
   c) Translate languages
   d) Break down sentences into tokens

10. **Which algorithm is often used for text classification?** [a]
    a) K-means clustering
    b) Decision trees
    c) Naive Bayes
    d) Principal Component Analysis (PCA)

11. **What is the primary goal of conversational design?** [b]
    a) Creating complex algorithms
    b) Developing engaging and natural dialogue flows
    c) Optimizing chatbot storage
    d) Minimizing NLP usage

12. **User intent refers to:** [b]
    a) The background information of a user
    b) The action or goal a user wants to achieve
    c) The error rate of a chatbot
    d) None of the above

13. **Which of the following improves conversational design?** [a]
    a) Static responses
    b) Contextual understanding
    c) Minimal testing
    d) Limited options for user input

14. **What is a dialogue flow?** [b]
    a) The backend system of a chatbot
    b) The path a conversation takes based on user inputs
    c) A technique for data encryption
    d) None of the above

15. **What helps chatbots handle user errors?** [c]
    a) Rigid structures
    b) Predefined fallback messages
    c) Ignoring inputs
    d) Disconnecting users

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16. **Which is NOT a popular chatbot development framework?** [d]
    a) Dialog Flow
    b) Rasa
    c) Microsoft Bot Framework
    d) MS Paint

17. **What programming language is commonly used with Rasa?** [a]
    a) Python
    b) Java
    c) C++
    d) Ruby

18. **Dialog Flow is a chatbot framework developed by:** [d]
    a) Microsoft
    b) Apple
    c) Google
    d) Amazon

19. **Which chatbot framework allows integration with multiple platforms?** [d]
    a) Rasa
    b) Microsoft Bot Framework
    c) Dialog Flow
    d) All of the above

20. **During chatbot development, what is a key step?** [b]
    a) Ignoring testing
    b) Defining intents and entities
    c) Avoiding user input handling
    d) Skipping dialogue flows

21. **Which is NOT a messaging platform?** [d]
    a) Facebook Messenger
    b) WhatsApp
    c) Slack
    d) Microsoft Word

22. **Which messaging platform is owned by Meta?** [a]
    a) Slack
    b) Facebook Messenger
    c) Telegram
    d) Discord

23. **Why is chatbot integration important?** [a]
    a) To enable chatbots to communicate with users on different platforms
    b) To increase chatbot storage
    c) To avoid API usage
    d) To reduce compatibility

24. **What is typically required for platform integration?** [c]
    a) APIs
    b) Tokens
    c) Authentication
    d) All of the above

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25. **Deployment of a chatbot includes:** [b]
    a) Designing conversational flows
    b) Running the chatbot on a specific platform
    c) Both a and b
    d) None of the above

26. **Multi-turn conversations involve:** [b]
    a) Single-step responses
    b) Multiple interactions between the user and the bot
    c) Static answers
    d) None of the above

27. **Contextual understanding allows chatbots to:** [a]
    a) Ignore user input
    b) Use prior conversation context to improve responses
    c) Increase processing time
    d) Avoid user errors

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    a) Customizing responses based on user data
    b) Adding static responses
    c) Avoiding user-specific details
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39. **Which regulation governs data privacy in the European Union?** [a]
    a) GDPR
    b) HIPAA
    c) PCI DSS
    d) CCPA

40. **Chatbots should inform users about:** [c]
    a) Data collection and usage policies
    b) Technical implementation details
    c) API specifications
    d) Developer credentials

41. **Which industry has widely adopted chatbots for customer service?** [d]
    a) Healthcare
    b) Banking
    c) Retail
    d) All of the above

42. **A successful chatbot implementation in healthcare involves:** [a]
    a) Providing appointment scheduling and symptom checks
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    a) Advanced contextual understanding
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC201	**Training Program on Chatbots**	Max Marks:50	Time: 1 Hr

Date : 25.02.2022

Name of the Student	P. Sai Kumar Reddy	**Invigilator Sign**	
Hall Ticket Number	130320862005	**Student Sign**	
Course	MCA	**Marks**	33

Answer the following Multiple Choice Questions:
Each question carries equal marks:

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   a) The invention of the smartphone
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   c) The launch of Windows 95
   d) The invention of email
4. **Chatbots are commonly used in which industries?** [D]
   a) Healthcare
   b) Retail
   c) Banking
   d) All of the above
5. **What is one key trend in the future of chatbots?** [A]
   a) Less personalization
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6. **What does NLP stand for?**
   a) Natural Linguistic Programming
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    b) Fraud detection alerts
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    c) By eliminating the need for NLP
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    a) Advanced contextual understanding
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    d) Simpler conversational designs

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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

15. Training Program on DataScience with Python

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC101	**Training Program on Data Science with Python**	Max Marks:50	Time: 1 Hr

Date : 10.01.2020

Name of the Student	Rulla Shireesha	**Invigilator Sign**	
Hall Ticket Number	130319862001	**Student Sign**	P. Shireesha
Course	MCA	**Marks**	39

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which of the following is a valid Python data type?** [D]
   a) String
   b) Integer
   c) List
   d) All of the above
2. **Which library is primarily used for numerical computations in Python?** [B]
   a) Pandas
   b) NumPy
   c) Matplotlib
   d) Scikit-learn
3. **What is the command to install a Python package using pip?** [B]
   a) python install package_name
   b) install pip package_name
   c) pip remove package_name
   d) pip install package_name
4. **In Pandas, which method is used to read a CSV file?** [B]
   a) csv_open()
   b) read_csv()
   c) load_csv()
   d) open_csv()
5. **Which IDE is popular for Python development?** [B]
   a) Eclipse
   b) Jupyter Notebook
   c) IntelliJ
   d) NetBeans
6. **What does API stand for?** [A]
   a) Automated Program Interaction
   b) Application Programming Interface
   c) Application Programming Interface
   d) Advanced Programming Interaction

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7. **Which library is commonly used for web scraping in Python?** [C]
   a) Pandas
   b) Seaborn
   c) BeautifulSoup
   d) NumPy

8. **JSON is short for:** [C]
   a) Java Script Object Notation
   b) Java Series Object Notation
   c) JavaScript Object Notation
   d) Joint Script Object Naming

9. **Which Python library is best suited for working with Excel files?** [C]
   a) matplotlib
   b) NumPy
   c) openpyxl
   d) sklearn

10. **What is a data pipeline?** [A]
    a) A database querying method
    b) A process for deploying machine learning models
    c) A series of steps to collect, process, and store data
    d) A function in Python

11. **What is data wrangling?** [B]
    a) Formatting data for storage
    b) Cleaning and organizing raw data for analysis
    c) Collecting data
    d) Visualizing data

12. **Which method is used to fill missing values in Pandas?** [C]
    a) fill_null()
    b) replace()
    c) fillna()
    d) dropna()

13. **How can outliers be detected in a dataset?** [D]
    a) Using histograms
    b) Using box plots
    c) Using standard deviation thresholds
    d) All of the above

14. **What is feature engineering?** [D]
    a) Collecting additional data
    b) Creating new features from existing data to improve model performance
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC101	**Training Program on Data Science with Python**	Max Marks:50	Time: 1 Hr

Date : 10.01.2020

Name of the Student	KHUSHBOO KUMARI	Invigilator Sign	
Hall Ticket Number	130319862002	Student Sign	
Course	MCA	Marks	38

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC101	**Training Program on Data Science with Python**	Max Marks:50	Time: 1 Hr

Date : 10.01.2020

Name of the Student	Yelagani Nithish	Invigilator Sign	
Hall Ticket Number	1303198620003	Student Sign	Nithish
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   a) Automated Program Interaction
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   c) Application Programming Interface
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    b) Predicting continuous values
    c) Visualizing data
    d) Reducing data dimensions

29. **What is overfitting?** [b]
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    c) Gradient Boosting
    d) Linear Regression

33. **Neural networks are commonly used for:** [b]
    a) Visualizing data
    b) Deep learning tasks
    c) Statistical inference
    d) Cleaning data

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34. **What library is used for building deep learning models?** [a]
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    d) Scikit-learn

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    a) Optimizing models
    b) Cleaning data
    c) Introducing non-linearity into the model
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    a) Sequential Query Language
    b) Structured Query Language
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39. **Which function in PySpark is used to read data?** [a]
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40. **What is the primary advantage of big data tools?** [b]
    a) Data cleaning
    b) Handling large-scale data efficiently
    c) Visualization
    d) Model evaluation

41. **What does Apache Airflow do?** [b]
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42. **What is a DAG in Airflow?** [b]
    a) Data Aggregation Graph
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43. **Which tool can automate repetitive tasks in Python?** [b]
    a) Matplotlib
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44. **Why are workflows important in data science?** [d]
    a) To ensure reproducibility
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45. **Which library can be used for automating ETL tasks?** [b]
    a) Matplotlib
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    c) Apache Airflow
    d) Pandas

46. **What is a key concern in data ethics?** [c]
    a) Data visualization
    b) Protecting user privacy
    c) Analyzing large datasets
    d) Automating workflows

47. **What is GDPR?** [c]
    a) Global Data Privacy Regulation
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48. **Which is an example of unethical data use?** [c]
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49. **What is a capstone project?** [c]
    a) A final exam
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50. **Why is data privacy important?** [b]
    a) To follow ethical guidelines
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMC101	**Training Program on Data Science with Python**	Max Marks:50	Time: 1 Hr

Date : 10.01.2020

Name of the Student	Jorinala vinay Kumar	**Invigilator Sign**	
Hall Ticket Number	1303198620 05	**Student Sign**	Vinay
Course	MCA	**Marks**	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **Which of the following is a valid Python data type?** [b]
   a) String
   b) Integer
   c) List
   d) All of the above
2. **Which library is primarily used for numerical computations in Python?** [b]
   a) Pandas
   b) NumPy
   c) Matplotlib
   d) Scikit-learn
3. **What is the command to install a Python package using pip?** [d]
   a) python install package_name
   b) install pip package_name
   c) pip remove package_name
   d) pip install package_name
4. **In Pandas, which method is used to read a CSV file?** [b]
   a) csv_open()
   b) read_csv()
   c) load_csv()
   d) open_csv()
5. **Which IDE is popular for Python development?** [d]
   a) Eclipse
   b) Jupyter Notebook
   c) IntelliJ
   d) NetBeans
6. **What does API stand for?** [c]
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1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

16. Training Program on IT Fundamentals

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB201	**Training Program on IT Fundamentals**	Max Marks:50	Time: 1 Hr

Date : 10.02.2023

Name of the Student	P. Venkatesh Sagar	**Invigilator Sign**	
Hall Ticket Number	130321672001	**Student Sign**	Venkat
Course	MBA	**Marks**	49

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What does IT stand for?** [b]
   a) Internet Technology
   b) Information Technology
   c) Intelligent Technology
   d) Interactive Technology
2. **Which of the following is NOT a key concept in IT?** [c]
   a) Data Storage
   b) Data Transmission
   c) Rocket Propulsion
   d) Data Security
3. **What is the primary role of IT in modern organizations?** [b]
   a) Creating physical products
   b) Supporting business processes through technology
   c) Manufacturing hardware
   d) Replacing employees with machines
4. **Which component is known as the "brain" of the computer?** [b]
   a) RAM
   b) CPU
   c) Hard Drive
   d) Motherboard
5. **What does RAM stand for?** [b]
   a) Read-Only Memory
   b) Random Access Memory
   c) Rapid Application Module
   d) Random Allocation Mechanism
6. **Which type of storage is non-volatile?** [b]
   a) RAM
   b) SSD
   c) Cache Memory
   d) Registers

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7. **What is the primary function of peripherals?** [c]
   a) To connect devices to the internet
   b) To store data permanently
   c) To expand the functionality of a computer
   d) To cool the CPU

8. **Which of these is NOT an operating system?** [c]
   a) Windows
   b) Linux
   c) macOS
   d) Google Chrome

9. **What is the primary role of an operating system?** [a]
   a) Manage hardware and software resources
   b) Provide antivirus protection
   c) Develop applications
   d) Maintain internet connectivity

10. **Which file system is commonly used by Windows operating systems?** [a]
    a) NTFS
    b) EXT4
    c) APFS
    d) FAT32

11. **Which of these is considered a productivity tool?** [a]
    a) Microsoft Word
    b) Adobe Photoshop
    c) Mozilla Firefox
    d) Steam

12. **What is the purpose of software updates?** [c]
    a) To uninstall unused applications
    b) To fix bugs and improve functionality
    c) To increase hardware speed
    d) To reset the operating system

13. **Which of these is an example of open-source software?** [c]
    a) Microsoft Office
    b) Google Chrome
    c) LibreOffice
    d) Adobe Acrobat

14. **What does LAN stand for?** [c]
    a) Large Area Network
    b) Local Area Network
    c) Linked Access Network
    d) Logical Area Network

15. **Which device is used to connect multiple devices on the same network?** [a]
    a) Router
    b) Switch
    c) Modem
    d) Firewall

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16. **Which protocol is primarily used for web browsing?** [c]
    a) FTP
    b) TCP
    c) HTTP
    d) SMTP

17. **Which of the following is an example of a cybersecurity threat?** [b]
    a) Phishing
    b) VPN
    c) Cloud Computing
    d) LAN

18. **What does a firewall do?** [a]
    a) Protects against overheating
    b) Filters incoming and outgoing network traffic
    c) Prevents hardware failures
    d) Encrypts user data

19. **Which is the best practice for password management?** [c]
    a) Using the same password for all accounts
    b) Sharing passwords with colleagues
    c) Using a password manager
    d) Avoiding passwords longer than six characters

20. **What is the first step in systematic troubleshooting?** [b]
    a) Implementing a solution
    b) Identifying the problem
    c) Replacing hardware
    d) Restarting the system

21. **Which tool can help diagnose network issues?** [c]
    a) Disk Cleanup
    b) Task Manager
    c) Ping Command
    d) System Restore

22. **What does "blue screen of death" indicate?** [a]
    a) A hardware upgrade
    b) A critical system error
    c) A virus infection
    d) A power failure

23. **What is a key responsibility of IT support?** [b]
    a) Designing hardware
    b) Resolving technical issues
    c) Marketing new products
    d) Writing user manuals

24. **Which is an example of a service desk best practice?** [a]
    a) Ignoring unresolved issues
    b) Documenting all interactions
    c) Prioritizing new customers over existing ones
    d) Limiting communication channels

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25. **What is a common IT support scenario?** [a]
    a) Software installation requests
    b) Hardware manufacturing
    c) Creating financial reports
    d) Marketing campaigns

26. **What does IoT stand for?** [c]
    a) Internet of Tools
    b) Internet of Things
    c) Integration of Technology
    d) Intelligent Operations Terminal

27. **Which technology allows storing and accessing data over the internet?** [a]
    a) Cloud Computing
    b) Blockchain
    c) Artificial Intelligence
    d) Virtual Reality

28. **What is a key benefit of emerging technologies in IT?** [b]
    a) Increased hardware costs
    b) Enhanced efficiency and innovation
    c) Reduced system compatibility
    d) Limited user accessibility

29. **What is the purpose of practical exercises in IT training?** [c]
    a) To memorize concepts
    b) To apply theoretical knowledge
    c) To skip assessments
    d) To avoid hands-on experience

30. **Which certification is commonly pursued by IT beginners?** [b]
    a) AWS Certified Solutions Architect
    b) CompTIA A+
    c) CCIE
    d) PMP

31. **Which of the following is an example of IT enabling business growth?** [a]
    a) Implementing automated customer service
    b) Reducing staff numbers
    c) Increasing manual paperwork
    d) Avoiding technology upgrades

32. **What is the primary goal of IT governance in an organization?** [b]
    a) Reducing operational costs
    b) Aligning IT strategy with business goals
    c) Increasing data redundancy
    d) Limiting employee access to systems

33. **Which device converts digital signals to analog signals for internet Connectivity?** [b]
    a) Router
    b) Modem
    c) Switch
    d) NIC

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34. **What is the purpose of a power supply unit (PSU) in a computer?** [b]
    a) Store data
    b) Provide electrical power to components
    c) Process calculations
    d) Connect peripherals

35. **Which of the following is an example of input hardware?** [c]
    a) Monitor
    b) Printer
    c) Keyboard
    d) Speakers

36. **What is the default file manager for macOS?** [a]
    a) Finder
    b) File Explorer
    c) Nautilus
    d) Thunar

37. **What feature of an operating system allows multiple applications to run simultaneously?** [b]
    a) Multithreading
    b) Multitasking
    c) Virtualization
    d) Caching

38. **What does the Linux command "ls" do?** [b]
    a) Displays the contents of a file
    b) Lists files and directories
    c) Deletes a file
    d) Copies a file

39. **Which software application is used primarily for spreadsheets?** [b]
    a) Adobe Acrobat
    b) Microsoft Excel
    c) Google Chrome
    d) VLC Media Player

40. **What is the main purpose of antivirus software?** [b]
    a) Optimize system performance
    b) Protect against malware
    c) Manage user accounts
    d) Enhance graphic quality

41. **What is the primary purpose of a DNS (Domain Name System)?** [b]
    a) To manage file permissions
    b) To translate domain names into IP addresses
    c) To monitor network speed
    d) To secure network traffic

42. **What does TCP in TCP/IP stand for?** [b]
    a) Transfer Control Protocol
    b) Transmission Control Protocol
    c) Telecommunication Protocol
    d) Temporary Connection Protocol

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43. **Which network topology connects all devices in a closed loop?** [c]
    a) Star
    b) Mesh
    c) Ring
    d) Bus

44. **What is a common method used in phishing attacks?** [a]
    a) Sending fraudulent emails to trick users into revealing personal information
    b) Encrypting files for data protection
    c) Installing firewalls
    d) Blocking access to websites

45. **Which of the following is a strong password example?** [c]
    a) password123
    b) 123456789
    c) P@ssw0rd!2024
    d) qwerty

46. **Which tool is commonly used to check hard drive health?** [c]
    a) Disk Management
    b) Task Manager
    c) CHKDSK
    d) Notepad

47. **If a computer won't boot, what should you check first?** [b]
    a) Network connectivity
    b) Power supply
    c) Installed applications
    d) Antivirus software

48. **Which IT support role focuses on addressing customer-reported technical issues?** [b]
    a) Network Engineer
    b) Service Desk Analyst
    c) Systems Administrator
    d) Database Manager

49. **What is a Service Level Agreement (SLA)?** [b]
    a) A hardware installation manual
    b) A contract outlining expected IT support levels
    c) A software update process
    d) A troubleshooting guide

50. **Which technology uses distributed ledgers for secure transactions?** [b]
    a) Artificial Intelligence
    b) Blockchain
    c) IoT
    d) Cloud Computing

DIRECTOR
Aurora's PG College (MBA)
Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB201	**Training Program on IT Fundamentals**	Max Marks:50	Time: 1 Hr

Date : 10.02.2023

Name of the Student	Arakala Tulasi	Invigilator Sign	
Hall Ticket Number	1303 21 6 7 2002	Student Sign	Tulasi
Course	MBA	Marks	35

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What does IT stand for?** [D]
   a) Internet Technology
   b) Information Technology
   c) Intelligent Technology
   d) Interactive Technology
2. **Which of the following is NOT a key concept in IT?** [C]
   a) Data Storage
   b) Data Transmission
   c) Rocket Propulsion
   d) Data Security
3. **What is the primary role of IT in modern organizations?** [D]
   a) Creating physical products
   b) Supporting business processes through technology
   c) Manufacturing hardware
   d) Replacing employees with machines
4. **Which component is known as the "brain" of the computer?** [B]
   a) RAM
   b) CPU
   c) Hard Drive
   d) Motherboard
5. **What does RAM stand for?** [C]
   a) Read-Only Memory
   b) Random Access Memory
   c) Rapid Application Module
   d) Random Allocation Mechanism
6. **Which type of storage is non-volatile?** [B]
   a) RAM
   b) SSD
   c) Cache Memory
   d) Registers

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7. **What is the primary function of peripherals?** [C]
   a) To connect devices to the internet
   b) To store data permanently
   c) To expand the functionality of a computer
   d) To cool the CPU

8. **Which of these is NOT an operating system?** [D]
   a) Windows
   b) Linux
   c) macOS
   d) Google Chrome

9. **What is the primary role of an operating system?** [C]
   a) Manage hardware and software resources
   b) Provide antivirus protection
   c) Develop applications
   d) Maintain internet connectivity

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    c) APFS
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    b) Adobe Photoshop
    c) Mozilla Firefox
    d) Steam

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    b) To fix bugs and improve functionality
    c) To increase hardware speed
    d) To reset the operating system

13. **Which of these is an example of open-source software?** [C]
    a) Microsoft Office
    b) Google Chrome
    c) LibreOffice
    d) Adobe Acrobat

14. **What does LAN stand for?** [D]
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    b) Local Area Network
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DIRECTOR
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19. **Which is the best practice for password management?** [C]
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    b) Sharing passwords with colleagues
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21. **Which tool can help diagnose network issues?** [A]
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22. **What does "blue screen of death" indicate?** [B]
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23. **What is a key responsibility of IT support?** [B]
    a) Designing hardware
    b) Resolving technical issues
    c) Marketing new products
    d) Writing user manuals

24. **Which is an example of a service desk best practice?** [D]
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    b) Enhanced efficiency and innovation
    c) Reduced system compatibility
    d) Limited user accessibility

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    b) To apply theoretical knowledge
    c) To skip assessments
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    c) CCIE
    d) PMP

31. **Which of the following is an example of IT enabling business growth?** [C]
    a) Implementing automated customer service
    b) Reducing staff numbers
    c) Increasing manual paperwork
    d) Avoiding technology upgrades

32. **What is the primary goal of IT governance in an organization?** [B]
    a) Reducing operational costs
    b) Aligning IT strategy with business goals
    c) Increasing data redundancy
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33. **Which device converts digital signals to analog signals for internet Connectivity?** [A]
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36. **What is the default file manager for macOS?** [A]
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    a) Optimize system performance
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    c) Manage user accounts
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41. **What is the primary purpose of a DNS (Domain Name System)?** [B]
    a) To manage file permissions
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    c) To monitor network speed
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42. **What does TCP in TCP/IP stand for?** [C]
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB201	**Training Program on IT Fundamentals**	Max Marks:50	Time: 1 Hr

Date : 10.02.2023

Name of the Student	potharla laharika	**Invigilator Sign**	
Hall Ticket Number	130321672003	**Student Sign**	
Course	MBA	**Marks**	30

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Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB201	**Training Program on IT Fundamentals**	Max Marks:50	Time: 1 Hr

Date : 10.02.2023

Name of the Student	G. SANDANA	Invigilator Sign	KJ
Hall Ticket Number	130321672004	Student Sign	G. Sandana
Course	MBA	Marks	25

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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		
Course Code	TMB201	**Training Program on IT Fundamentals**	Max Marks:50	Time: 1 Hr

Date : 10.02.2023

Name of the Student	M. Sunitha Chandra	**Invigilator Sign**	
Hall Ticket Number	130321672005	**Student Sign**	Sunitha
Course	MBA	**Marks**	

Answer the following Multiple Choice Questions:
Each question carries equal marks:

1. **What does IT stand for?** [D]
   a) Internet Technology
   b) Information Technology
   c) Intelligent Technology
   d) Interactive Technology
2. **Which of the following is NOT a key concept in IT?** [C]
   a) Data Storage
   b) Data Transmission
   c) Rocket Propulsion
   d) Data Security
3. **What is the primary role of IT in modern organizations?** [D]
   a) Creating physical products
   b) Supporting business processes through technology
   c) Manufacturing hardware
   d) Replacing employees with machines
4. **Which component is known as the "brain" of the computer?** [B]
   a) RAM
   b) CPU
   c) Hard Drive
   d) Motherboard
5. **What does RAM stand for?** [C]
   a) Read-Only Memory
   b) Random Access Memory
   c) Rapid Application Module
   d) Random Allocation Mechanism
6. **Which type of storage is non-volatile?** [B]
   a) RAM
   b) SSD
   c) Cache Memory
   d) Registers

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7. **What is the primary function of peripherals?** [C]
   a) To connect devices to the internet
   b) To store data permanently
   c) To expand the functionality of a computer
   d) To cool the CPU

8. **Which of these is NOT an operating system?** [D]
   a) Windows
   b) Linux
   c) macOS
   d) Google Chrome

9. **What is the primary role of an operating system?** [A]
   a) Manage hardware and software resources
   b) Provide antivirus protection
   c) Develop applications
   d) Maintain internet connectivity

10. **Which file system is commonly used by Windows operating systems?** [B]
    a) NTFS
    b) EXT4
    c) APFS
    d) FAT32

11. **Which of these is considered a productivity tool?** [A]
    a) Microsoft Word
    b) Adobe Photoshop
    c) Mozilla Firefox
    d) Steam

12. **What is the purpose of software updates?** [B]
    a) To uninstall unused applications
    b) To fix bugs and improve functionality
    c) To increase hardware speed
    d) To reset the operating system

13. **Which of these is an example of open-source software?** [C]
    a) Microsoft Office
    b) Google Chrome
    c) LibreOffice
    d) Adobe Acrobat

14. **What does LAN stand for?** [A]
    a) Large Area Network
    b) Local Area Network
    c) Linked Access Network
    d) Logical Area Network

15. **Which device is used to connect multiple devices on the same network?** [B]
    a) Router
    b) Switch
    c) Modem
    d) Firewall

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16. **Which protocol is primarily used for web browsing?** [C]
    a) FTP
    b) TCP
    c) HTTP
    d) SMTP

17. **Which of the following is an example of a cybersecurity threat?** [A]
    a) Phishing
    b) VPN
    c) Cloud Computing
    d) LAN

18. **What does a firewall do?** [A]
    a) Protects against overheating
    b) Filters incoming and outgoing network traffic
    c) Prevents hardware failures
    d) Encrypts user data

19. **Which is the best practice for password management?** [C]
    a) Using the same password for all accounts
    b) Sharing passwords with colleagues
    c) Using a password manager
    d) Avoiding passwords longer than six characters

20. **What is the first step in systematic troubleshooting?** [B]
    a) Implementing a solution
    b) Identifying the problem
    c) Replacing hardware
    d) Restarting the system

21. **Which tool can help diagnose network issues?** [C]
    a) Disk Cleanup
    b) Task Manager
    c) Ping Command
    d) System Restore

22. **What does "blue screen of death" indicate?** [C]
    a) A hardware upgrade
    b) A critical system error
    c) A virus infection
    d) A power failure

23. **What is a key responsibility of IT support?** [B]
    a) Designing hardware
    b) Resolving technical issues
    c) Marketing new products
    d) Writing user manuals

24. **Which is an example of a service desk best practice?** [C]
    a) Ignoring unresolved issues
    b) Documenting all interactions
    c) Prioritizing new customers over existing ones
    d) Limiting communication channels

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25. **What is a common IT support scenario?** [A]
    a) Software installation requests
    b) Hardware manufacturing
    c) Creating financial reports
    d) Marketing campaigns

26. **What does IoT stand for?** [B]
    a) Internet of Tools
    b) Internet of Things
    c) Integration of Technology
    d) Intelligent Operations Terminal

27. **Which technology allows storing and accessing data over the internet?** [A]
    a) Cloud Computing
    b) Blockchain
    c) Artificial Intelligence
    d) Virtual Reality

28. **What is a key benefit of emerging technologies in IT?** [C]
    a) Increased hardware costs
    b) Enhanced efficiency and innovation
    c) Reduced system compatibility
    d) Limited user accessibility

29. **What is the purpose of practical exercises in IT training?** [B]
    a) To memorize concepts
    b) To apply theoretical knowledge
    c) To skip assessments
    d) To avoid hands-on experience

30. **Which certification is commonly pursued by IT beginners?** [B]
    a) AWS Certified Solutions Architect
    b) CompTIA A+
    c) CCIE
    d) PMP

31. **Which of the following is an example of IT enabling business growth?** [A]
    a) Implementing automated customer service
    b) Reducing staff numbers
    c) Increasing manual paperwork
    d) Avoiding technology upgrades

32. **What is the primary goal of IT governance in an organization?** [B]
    a) Reducing operational costs
    b) Aligning IT strategy with business goals
    c) Increasing data redundancy
    d) Limiting employee access to systems

33. **Which device converts digital signals to analog signals for internet Connectivity?** [C]
    a) Router
    b) Modem
    c) Switch
    d) NIC

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34. **What is the purpose of a power supply unit (PSU) in a computer?** [B]
    a) Store data
    b) Provide electrical power to components
    c) Process calculations
    d) Connect peripherals

35. **Which of the following is an example of input hardware?** [C]
    a) Monitor
    b) Printer
    c) Keyboard
    d) Speakers

36. **What is the default file manager for macOS?** [A]
    a) Finder
    b) File Explorer
    c) Nautilus
    d) Thunar

37. **What feature of an operating system allows multiple applications to run simultaneously?** [C]
    a) Multithreading
    b) Multitasking
    c) Virtualization
    d) Caching

38. **What does the Linux command "ls" do?** [B]
    a) Displays the contents of a file
    b) Lists files and directories
    c) Deletes a file
    d) Copies a file

39. **Which software application is used primarily for spreadsheets?** [B]
    a) Adobe Acrobat
    b) Microsoft Excel
    c) Google Chrome
    d) VLC Media Player

40. **What is the main purpose of antivirus software?** [B]
    a) Optimize system performance
    b) Protect against malware
    c) Manage user accounts
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