

#1-118/10, Peerzadiguda, Uppal, Hyderabad-500 092 T.S.

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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r a	
Course Code	CMC107	Certificate Program on Ethical Hacking	Max Marks:50	Time: 1 Hr

Name of the Student	Cr. Lavanya	Invigilator Sign	Muy
Hall Ticket Number	130323862001	Student Sign	(avony)
Course	MCA	Marks	38

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

1.	What is the primary goal of ethical hacking? a) To cause system downtime b) To secure systems by identifying vulnerabilities c) To create malware	1B1
2.	d) To exploit systems for personal gain Which of the following is NOT a type of hacking? a) White-hat hacking b) Green-hat hacking c) Black-hat hacking d) Gray-hat hacking	1 B 1
3.	Which of these is a key ethical consideration for penetration testers? a) Exploiting vulnerabilities for personal gain b) Conducting tests without permission c) Maintaining confidentiality of client data d) Sharing vulnerabilities publicly without consent	[A]
4.	What does the scope of a penetration test define? 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	I Alx
5.	Which of these activities is typically illegal unless authorized? a) White-hat hacking b) Gray-hat hacking c) Black-hat hacking d) Ethical hacking	[]

6.	What is the purpose of setting up a controlled testing environment? a) To protect live systems from accidental damage	[A]
	b) To expose sensitive client data	
	c) To avoid legal requirements	
7	d) To bypass security measures	/
	Which of these tools is commonly used in penetration testing? a) Microsoft Excel	181
	b) Wireshark	
	c) Adobe Photoshop	
	d) SAP ERP	
8.	Why is a secure testing environment important?	(D)
	a) To ensure test results are accurate	ין עו
	b) To prevent test activities from impacting production systems	
	c) To avoid data breaches during testing	
	d) All of the above	
9.	What is one best practice for maintaining a secure testing environment?	181
	a) Testing on production servers	
	b) Isolating test systems from production systems	
	c) Using outdated testing tools	
	d) Sharing credentials freely	
10.	Which software is essential for creating virtual testing environments?	[Q h
	a) VMware or VirtualBox	5 ~
	b) Microsoft Word	
	c) Google Chrome	
	d) Apache Web Server	
11.	What is the primary purpose of reconnaissance?	1B1,
	a) To launch an attack	
	b) To gather information about a target	
	c) To exploit vulnerabilities	
12	d) To delete logs	
12.	Which technique involves gathering publicly available information	
	about a target?	1B1
	a) Active scanning b) Passive reconnaissance	
	c) Exploitation	
	d) Privilege escalation	
13	Which tool is widely used for network scanning?	
13.	a) Burp Suite	
	b) Metasploit	
	c) Nmap	
	d) Nessus	
14.	What does enumeration typically focus on?	1R 1.
	a) Identifying specific vulnerabilities in a system	ID 1
	b) Collecting usernames, groups, and shared resources	
	c) Executing privilege escalation attacks	
	d) Disabling antivirus software	

15	. What is the goal of footprinting?	181
	a) To remove traces of an attack	101/
	b) To understand the network structure of the target	
	c) To gain administrator access	
	d) To install malware	
16.	What is vulnerability assessment primarily used for?	[B]
	a) Exploiting vulnerabilities	יו בי
	b) Identifying potential security issues	
	c) Gaining persistence in a system	
	d) Deleting logs of attacks	
17.	Which tool is commonly used for vulnerability scanning?	(A)
	a) Nessus	
	b) Wireshark	
	c) Metasploit	
	d) Nmap	
18.	What should be the first step after a vulnerability scan?	101
	a) Exploit the vulnerabilities	
	b) Document the vulnerabilities	
	c) Prioritize remediation efforts	
	d) Perform a system restart	
19.	Which of the following is NOT an output of a vulnerability scanner?	1 B 1
	a) Open ports	
	b) Exploit code	
	c) Weak configurations	
20	d) Known vulnerabilities	
20.	What is the main goal of prioritizing vulnerabilities?	[B]
	a) To determine which vulnerabilities are the easiest to exploit	
	b) To focus on vulnerabilities that pose the highest risk	
	c) To decide which tools to use for exploitation	
21	d) To identify all low-risk vulnerabilities first	. 0 .
21.	Which of the following tools is commonly used for exploitation? a) Nessus	131
	b) Metasploit	
	c) Wireshark	
	d) Snort	
22.	What is privilege escalation?	[A]
	a) Gaining unauthorized higher-level access within a system	141
	b) Scanning the network for open ports	
	c) Crashing a system to cause downtime	
	d) Creating new vulnerabilities in a system	
23.	Which of these is considered an ethical approach to exploitation?	181.
	a) Using malware to exploit vulnerabilities	
	b) Exploiting vulnerabilities only in an authorized testing environment	
	c) Targeting live systems without permission	
	d) Sharing exploit scripts online Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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	Auroral, Hyderaus	

	24.	What is the main purpose of documenting exploitation methods?	[] ~
		a) To assist attackers in their activities	
		b) To provide clients with evidence of vulnerabilities and risks	
		c) To prevent detection of the tester's activities	
	25	d) To identify untested systems	-
	25.	What is a buffer overflow exploit?	[B]
٠		a) Exploiting a lack of encryption	
		b) Overwriting a program's memory to execute malicious code	
		c) Injecting malicious SQL queries	
		d) Bypassing a network firewall	
	26.	What is the primary goal of post-exploitation activities?	1B1 -
		a) To crash the system	
		b) To maintain access and gather additional information	
		c) To ensure vulnerabilities remain unpatched	
		d) To conduct denial-of-service attacks	
	27.	Which of the following is an example of a persistence technique?	[]
		a) Creating backdoor account	. 1) 1
		b) Performing vulnerability scans	
		c) Logging out after an exploit	
		d) Running a denial-of-service attack	
	28.	What is lateral movement in a compromised network?	IB 1
		a) Spreading ransomware across systems	
		b) Moving from one compromised system to another to gain higher privileges	
		c) Blocking user access to systems	
		d) Restarting the target system	
	29.	What is one method for covering tracks in post-exploitation?	1A 1
		a) Deleting logs	(1) E
		b) Leaving visible exploit scripts	
		c) Not encrypting communications	
		d) Not documenting actions	
	30.	Why is documentation critical during post-exploitation activities?	1 By
		a) To help others exploit the system later	. D
		b) To provide evidence of the impact of vulnerabilities	
		c) To avoid prosecution	
		d) To hide the tester's identity	
		Which of the following is a common web application vulnerability?	101
		a) SQL Injection	1 44 1
		b) Buffer overflow	
		c) ARP poisoning	
		d) WPA2 cracking	
;	32.	What does XSS stand for?	101
		a) Extended Secure Sockets	1 12 1
		b) Cross-Site Scripting	
		c) Cross-Server Security	
		d) XML Secure Scripting	
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		Aurora's Poderabad-5000	
		Uppal, Hyder	
		d) XML Secure Scripting Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092	

33.	What is the primary goal of web application penetration testing?	1B	1
	a) To crash the application		
	b) To identify vulnerabilities in the web application		
	c) To slow down the server		
24	d) To modify user data permanently	_	
34.	Which tool is commonly used for web application testing?	[]	1
	a) Burp Suite		
	b) Nmap		
	c) Wireshark		
25	d) Nessus		
35.	What is CSRF in web application security?	[C	
	a) Cross-Site Request Forgery		
	b) Client-Side Resource Finder		
	c) Content-Side Response Failure		
26	d) Cross-Site Resource Filter		
36.	Which of the following is a common network vulnerability?	[C	
	a) Weak encryption protocols		
	b) Lack of SQL validation		
	c) Unvalidated input fields		
27	d) Missing firewalls on browsers		
3/.	What is the purpose of wireless penetration testing?	13	
	a) To gain access to unprotected Wi-Fi networks		
	b) To identify vulnerabilities in wireless networks		
	c) To delete Wi-Fi configuration files		
20	d) To disable other users on the network	. ^	
30.	Which tool is often used for wireless network security testing?	[1
	a) Aircrack-ng b) Nessus		
	c) Metasploit		
	d) Nmap		
39	What is WPA2 cracking?	. 0	,
55.	a) Exploiting a vulnerability in WPA2 encryption to gain network access	[
	b) Sending spam packets over a network		
	c) Disabling all Wi-Fi-connected devices		
	d) Creating a new WPA2 protocol		
	What is network sniffing?	Ω	1
	a) Sending large packets to crash a server		
	b) Intercepting and analyzing network traffic		
	c) Changing router configurations without permission		
	d) Deleting a network's encryption key		
	What is the primary purpose of a penetration testing report?	A 1	1 0
	a) To document successful exploitation only	. , ,	
	b) To communicate findings and remediation recommendations to stakeholders		
	c) To provide exploit code for future use		
	d) To summarize testing tools used		
	d) To summarize testing tools used Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092		
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42	. Which of the following should NOT be included in a pe a) Vulnerabilities identified	netration testing report	t?[Ď] —
	b) Detailed remediation steps			
	c) Exploitation techniques			
12	d) Unapproved test results from unrelated systems			
43	. Why is it important to prioritize vulnerabilities in a rep		13	
	a) To make it easier to fix all vulnerabilities simultaneous	sly		
	b) To focus on addressing the most critical risks first			
	c) To reduce the length of the report			
	d) To highlight exploits that were easiest to perform			
44.	. Which of these is an essential skill for creating a penetr	ration testing report?	A. 1	
	a) Data analysis			
	b) Exploitation			
	c) Social engineering			
	d) Writing malware scripts			
45.	. Who are the primary stakeholders for a penetration tes	sting report?	[A]	
	a) Cybersecurity teams, executives, and IT staff		7	
	b) Hackers and exploit developers			
	c) Competitors of the organization			
	d) Government regulators only			
46.	Which of the following frameworks governs ethical hac	king practices?	[A]	
	a) GDPR			
	b) PCI-DSS			
	c) Cybersecurity laws and industry standards			
	d) Agile development frameworks	,		
47.	Why is professional conduct important in ethical hacking	g?	[12]	-
	a) To avoid legal repercussions and maintain client trust			
	b) To create new exploits			
	c) To hack into systems without being noticed			
	d) To avoid industry certifications			
48.	Which certification is recognized in the ethical hacking f	ield?	[A]	
	a) CEH (Certified Ethical Hacker)			
	b) CISSP			
	c) PMP			
	d) ITIL			
	What should an ethical hacker always obtain before test	ting?	[]	
	a) Exploit scripts			*/
	b) Legal authorization from the client			
	c) A list of critical systems to avoid			
	d) Permission to keep test results private			
50.	Continuous learning in cybersecurity is important becau	se:	[A]	
	a) Security threats and technologies evolve rapidly			
	b) Certification renewal is expensive			
	c) New tools make old vulnerabilities irrelevant			
	d) It replaces practical experience in hacking			
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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	auro 1644-16 EAMANNO	X
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Name of the Student	k. Akshaya	Invigilator Sign	Muys
Hall Ticket Number	130323862002	Student Sign	Abilians
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	a) SQL Injection	[43].
- 1	b) Buffer overflow	
	c) ARP poisoning	
	d) WPA2 cracking	
	What does XSS stand for?	1.9.1
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	c) Cross-Server Security	
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	Aurora's PG College (Aurora's PG College)	10 m
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	DIRECTOR (MBA)		

Aurora's PG College (MBA)

Aurora's PG College (MBA)

Uppal, Hyderabad-500092

4	 Which of the following should NOT be included in a penetration testing repo a) Vulnerabilities identified b) Detailed remediation steps 	ut;[0]
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4	 c) Competitors of the organization d) Government regulators only 6. Which of the following frameworks governs ethical hacking practices? a) GDPR b) PCI-DSS 	[C]
4	c) Cybersecurity laws and industry standards d) Agile development frameworks 7. Why is professional conduct important in ethical hacking? a) To avoid legal repercussions and maintain client trust b) To create new exploits	[B]~
48	c) To hack into systems without being noticed d) To avoid industry certifications 3. Which certification is recognized in the ethical hacking field? a) CEH (Certified Ethical Hacker) b) CISSP	[]
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Name of the Student	Sattfraju Naga sir Ram	Invigilator Sign	Mung
Hall Ticket Number	13032386 2003	Student Sign	Se Dam
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Aurora's PG College (MBA)

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Uppal, Hyderabad-500092

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a) Exploiting vulnerabilities	
b) Identifying potential security issues	
c) Gaining persistence in a system	
d) Deleting logs of attacks	^
17. Which tool is commonly used for vulnerability scanning? a) Nessus	[†\]
b) Wireshark	
c) Metasploit	
d) Nmap	
18. What should be the first step after a vulnerability scan?	1 21-1
a) Exploit the vulnerabilities	1010
b) Document the vulnerabilities	
c) Prioritize remediation efforts	
d) Perform a system restart	
19. Which of the following is NOT an output of a vulnerability scanner?	IRI
a) Open ports	. 1> 1
b) Exploit code	
c) Weak configurations	
d) Known vulnerabilities	
20. What is the main goal of prioritizing vulnerabilities?	IRI
a) To determine which vulnerabilities are the easiest to exploit	//
b) To focus on vulnerabilities that pose the highest risk	
c) To decide which tools to use for exploitation	
d) To identify all low-risk vulnerabilities first	
21. Which of the following tools is commonly used for exploitation? a) Nessus	131
b) Metasploit	
c) Wireshark	
d) Snort	
22. What is privilege escalation?	1 1/1
a) Gaining unauthorized higher-level access within a system	, ,
b) Scanning the network for open ports	
c) Crashing a system to cause downtime	
d) Creating new vulnerabilities in a system	
23. Which of these is considered an ethical approach to exploitation?	[8]
a) Using malware to exploit vulnerabilities	7
b) Exploiting vulnerabilities only in an authorized testing environment	
c) Targeting live systems without permission	
d) Sharing exploit scripts online April 108 (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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24. What is the main purpose of documenting exploitation methods?	121
a) To assist attackers in their activities	- 5
b) To provide clients with evidence of vulnerabilities and risks	
c) To prevent detection of the tester's activities	
d) To identify untested systems	
25. What is a buffer overflow exploit?	[(]
a) Exploiting a lack of encryption	
b) Overwriting a program's memory to execute malicious code	
c) injecting malicious SQL queries	
d) Bypassing a network firewall	
26. What is the primary goal of post-exploitation activities?	101
a) To crash the system	. 15 1
b) To maintain access and gather additional information	
c) To ensure vulnerabilities remain unpatched	
d) To conduct denial-of-service attacks	
27. Which of the following is an example of a persistence technique?	1 / 1
a) Creating backdoor account	·H
b) Performing vulnerability scans	
c) Logging out after an exploit	
d) Running a denial-of-service attack	
28. What is lateral movement in a compromised network?	[C
a) Spreading ransomware across systems	
b) Moving from one compromised system to another to gain higher privileges	
c) Blocking user access to systems	
d) Restarting the target system	
29. What is one method for covering tracks in post-exploitation?	[]
a) Deleting logs	L # J(.
b) Leaving visible exploit scripts	
c) Not encrypting communications	
d) Not documenting actions	
30. Why is documentation critical during post-exploitation activities?	131
a) To help others exploit the system later	1 > Y
b) To provide evidence of the impact of vulnerabilities	
c) To avoid prosecution	
d) To hide the tester's identity	
31. Which of the following is a common web application vulnerability?	1 1
a) SQL Injection	I HV
b) Buffer overflow	
c) ARP poisoning	
d) WPA2 cracking	
32. What does XSS stand for?	131
a) Extended Secure Sockets	
b) Cross-Site Scripting	
c) Cross-Server Security	
d) XML Secure Scripting	
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d) XML Secure Scripting Aurora's PG College (MBA) Aurora's PG College (MBA)	
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33	. What is the primary goal of web application penetration testing?	[3]
	a) To crash the application	
	b) To identify vulnerabilities in the web application	
	c) To slow down the server	
24	d) To modify user data permanently	
34	. Which tool is commonly used for web application testing?	[4]
,	a) Burp Suite	
	b) Nmap c) Wireshark	*
	d) Nessus	
35		
33.	What is CSRF in web application security? a) Cross-Site Request Forgery	[B]
	b) Client-Side Resource Finder	
	c) Content-Side Response Failure	
	d) Cross-Site Resource Filter	
36		. ^ .
50.	Which of the following is a common network vulnerability? a) Weak encryption protocols	[/+]
	b) Lack of SQL validation	B: A
	c) Unvalidated input fields	
	d) Missing firewalls on browsers	
37	What is the purpose of wireless penetration testing?	1 2 12
٠,,	a) To gain access to unprotected Wi-Fi networks	1 1) 1~
	b) To identify vulnerabilities in wireless networks	
	c) To delete Wi-Fi configuration files	
	d) To disable other users on the network	
38.	Which tool is often used for wireless network security testing?	1 0 1
	a) Aircrack-ng	r \(\forall \)
	b) Nessus	
	c) Metasploit	
	d) Nmap	
39.	What is WPA2 cracking?	1 A 1
	a) Exploiting a vulnerability in WPA2 encryption to gain network access	. // .
	b) Sending spam packets over a network	
	c) Disabling all Wi-Fi-connected devices	
	d) Creating a new WPA2 protocol	
40.	What is network sniffing?	[R]
	a) Sending large packets to crash a server	
	b) Intercepting and analyzing network traffic	
	c) Changing router configurations without permission	
	d) Deleting a network's encryption key	
	What is the primary purpose of a penetration testing report?	
	a) To document successful exploitation only	
	b) To communicate findings and remediation recommendations to stakeholde	rs
	c) To provide exploit code for future use	
	d) To summarize testing tools used	
	d) To summarize testing tools used Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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42	Which of the following should NOT be included in a penetration testing report a) Vulnerabilities identified	t?[♠]	1
	b) Detailed remediation steps			
	c) Exploitation techniques			
	d) Unapproved test results from unrelated systems			
43.	Why is it important to prioritize vulnerabilities in a report?		<u> </u>	
	a) To make it easier to fix all vulnerabilities simultaneously	l	15]	
	b) To focus on addressing the most critical risks first			
	c) To reduce the length of the report			
	d) To highlight exploits that were easiest to perform			
44		_	^	
77.	Which of these is an essential skill for creating a penetration testing report? a) Data analysis	[H	
	b) Exploitation			
	c) Social engineering			
	•			
15	d) Writing malware scripts		\wedge	
45.	Who are the primary stakeholders for a penetration testing report?	[H]	
	a) Cybersecurity teams, executives, and IT staff			
	b) Hackers and exploit developers			
	c) Competitors of the organization			
16	d) Government regulators only	_		
40.	Which of the following frameworks governs ethical hacking practices? a) GDPR	[·C]	
	b) PCI-DSS			
	c) Cybersecurity laws and industry standards			
	d) Agile development frameworks			
47	Why is professional conduct important in ethical hacking?		1	
	a) To avoid legal repercussions and maintain client trust	L	+ 1/	
	b) To create new exploits			
	c) To hack into systems without being noticed			
	d) To avoid industry certifications			
48.	Which certification is recognized in the ethical hacking field?	r	A 1-	
	a) CEH (Certified Ethical Hacker)	L	1.1.1	
	b) CISSP			
	c) PMP			
	d) ITIL			
49.	What should an ethical hacker always obtain before testing?	r	Ω 1	
	a) Exploit scripts		13,6	
	b) Legal authorization from the client			
	c) A list of critical systems to avoid			
	d) Permission to keep test results private			
	Continuous learning in cybersecurity is important because:	ſ	C_{1}	1
	a) Security threats and technologies evolve rapidly	L		
	b) Certification renewal is expensive			
	c) New tools make old vulnerabilities irrelevant			
	d) It replaces practical experience in hacking			
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	d) It replaces practical experience in hacking Aurora's PG College (MBA) Uppal, Hyderabad-500092			

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

Name of the Student	Annarapu Shasha	Invigilator Sign	flugs
Hall Ticket Number	13.0.3.28862004	Student Sign	e
Course	MCA '	Marks	36

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

1.	What is the primary goal of ethical hacking? a) To cause system downtime	[A]
	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?	[D],
	a) White-hat hacking	1 13 1
	b) Green-hat hacking	
	c) Black-hat hacking	
	d) Gray-hat hacking	
3.	Which of these is a key ethical consideration for penetration testers?	101
	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?	1011
	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?	- (A)
	a) White-hat hacking	
	b) Gray-hat hacking	
	c) Black-hat hacking	
	d) Ethical hacking	

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Uppal, Hyderabad-500092

6.	What is the purpose of setting up a controlled testing environment?	15.1~
	a) To protect live systems from accidental damage	1810
	b) To expose sensitive client data	
	c) To avoid legal requirements	
	d) To bypass security measures	
7.	Which of these tools is commonly used in penetration testing?	1001
	a) Microsoft Excel	1151
	b) Wireshark	
	c) Adobe Photoshop	
	d) SAP ERP	
8.	Why is a secure testing environment important?	101
	a) To ensure test results are accurate	1 1/1
	b) To prevent test activities from impacting production systems	
	c) To avoid data breaches during testing	
	d) All of the above	
9.	What is one best practice for maintaining a secure testing environment?	131
	a) Testing on production servers	
	b) Isolating test systems from production systems	
	c) Using outdated testing tools	
	d) Sharing credentials freely	
10.	Which software is essential for creating virtual testing environments?	1 A 1
	a) VMware or VirtualBox	• • •
	b) Microsoft Word	
	c) Google Chrome	
	d) Apache Web Server	
11.	What is the primary purpose of reconnaissance?	181
	a) To launch an attack	. 1> 1
	b) To gather information about a target	
	c) To exploit vulnerabilities	
	d) To delete logs	
12.	Which technique involves gathering publicly available information	
	about a target?	[C] 0x
	a) Active scanning	
	b) Passive reconnaissance	
	c) Exploitation	
	d) Privilege escalation	
13.	Which tool is widely used for network scanning?	[6]
	a) Burp Suite	
	b) Metasploit	
	c) Nmap	
	d) Nessus	
14.	What does enumeration typically focus on?	[B] _
	a) Identifying specific vulnerabilities in a system	
	b) Collecting usernames, groups, and shared resources	
	c) Executing privilege escalation attacks	
	d) Disabling antivirus software Aurora's PG College (MBA) Aurora's Hyderabad-500092	
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	15.	What is the goal of footprinting?	13	1
		a) To remove traces of an attack		
		b) To understand the network structure of the target		
		c) To gain administrator access		
		d) To install malware		
	16.	What is vulnerability assessment primarily used for?	[P	1
		a) Exploiting vulnerabilities		
		b) Identifying potential security issues		
		c) Gaining persistence in a system		
		d) Deleting logs of attacks		
	17.	Which tool is commonly used for vulnerability scanning?	IC] ~
		a) Nessus		
		b) Wireshark		
		c) Metasploit		
		d) Nmap		
	18.	What should be the first step after a vulnerability scan?	1 (]-
		a) Exploit the vulnerabilities		
		b) Document the vulnerabilities		
		c) Prioritize remediation efforts		
		d) Perform a system restart		
		Which of the following is NOT an output of a vulnerability scanner?	1 3	, 1
		a) Open ports		
		b) Exploit code		
		c) Weak configurations		
		d) Known vulnerabilities		
		What is the main goal of prioritizing vulnerabilities?	13	1
		a) To determine which vulnerabilities are the easiest to exploit		
		b) To focus on vulnerabilities that pose the highest risk		
		c) To decide which tools to use for exploitation		
		d) To identify all low-risk vulnerabilities first		
•		Which of the following tools is commonly used for exploitation?	1 B] (
		a) Nessus		
		b) Metasploit		
		c) Wireshark		
		d) Snort		
4		What is privilege escalation?	[(14
		a) Gaining unauthorized higher-level access within a system		
		b) Scanning the network for open ports		
		c) Crashing a system to cause downtime		
		d) Creating new vulnerabilities in a system	. 5	
4		Which of these is considered an ethical approach to exploitation? a) Using malware to exploit vulnerabilities	1 1	1-
		b) Exploiting vulnerabilities only in an authorized testing environment		
		c) Targeting live systems without permission		
		d) Sharing exploit scripts online		
		a, sharing exploit scripts offillie		
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		PG College Con092		
		Aurora's Luderabad-5000		
		Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092		

24	What is the main purpose of documenting exploitation methods?	1 B 1
	a) To assist attackers in their activities	
	b) To provide clients with evidence of vulnerabilities and risks	
	c) To prevent detection of the tester's activities	
20	d) To identify untested systems	<u> </u>
23	What is a buffer overflow exploit?	[[]
	a) Exploiting a lack of encryption	
	b) Overwriting a program's memory to execute malicious code	
	c) Injecting malicious SQL queries	
20	d) Bypassing a network firewall	
26	. What is the primary goal of post-exploitation activities?	[R]
	a) To crash the system	
	b) To maintain access and gather additional information	
	c) To ensure vulnerabilities remain unpatched	
	d) To conduct denial-of-service attacks	
21	. Which of the following is an example of a persistence technique?	[A]
	a) Creating backdoor account	
	b) Performing vulnerability scans	
	c) Logging out after an exploit	
20	d) Running a denial-of-service attack	
28	What is lateral movement in a compromised network?	[R]
	a) Spreading ransomware across systems	. 3
	b) Moving from one compromised system to another to gain higher privileges	
	c) Blocking user access to systems	*
20	d) Restarting the target system	
29	What is one method for covering tracks in post-exploitation?	[A]
	a) Deleting logs	# 1 · · · · · · · · · · · · · · · · · ·
	b) Leaving visible exploit scripts	
	c) Not encrypting communications	
20	d) Not documenting actions	
30.	Why is documentation critical during post-exploitation activities?	[
	a) To help others exploit the system later	
	b) To provide evidence of the impact of vulnerabilities	
	c) To avoid prosecution	
24	d) To hide the tester's identity	
31.	Which of the following is a common web application vulnerability?	[A]
	a) SQL Injection	
	b) Buffer overflow	
	c) ARP poisoning	
22	d) WPA2 cracking	
32.	What does XSS stand for?	1 B1
	a) Extended Secure Sockets	
	b) Cross-Site Scripting	
	c) Cross-Server Security	
	d) XML Secure Scripting Aurora's PG College (MBA) Aurora's PG College (MBA) Aurora's PG College (MBA)	
	. BG College	
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	Aurora's PG College (Marabad-500092	

33	What is the primary goal of web application penetration testing?	1B1
	a) To crash the application b) To identify yull perabilities in the web application	
	b) To identify vulnerabilities in the web applicationc) To slow down the server	
	d) To modify user data permanently	
3/		
54	Which tool is commonly used for web application testing? a) Burp Suite	
	b) Nmap	
	c) Wireshark	
	d) Nessus	
35	What is CSRF in web application security?	
55.	a) Cross-Site Request Forgery	1 41
	b) Client-Side Resource Finder	
	c) Content-Side Response Failure	
	d) Cross-Site Resource Filter	
36.	Which of the following is a common network vulnerability?	r +\ 1
	a) Weak encryption protocols	r 🖅 1
	b) Lack of SQL validation	
	c) Unvalidated input fields	
	d) Missing firewalls on browsers	
37.	What is the purpose of wireless penetration testing?	1 6 1
3779351	a) To gain access to unprotected Wi-Fi networks	[3]
	b) To identify vulnerabilities in wireless networks	
	c) To delete Wi-Fi configuration files	
	d) To disable other users on the network	
38.	Which tool is often used for wireless network security testing?	[D] ~
	a) Aircrack-ng	
	b) Nessus	
	c) Metasploit	
	d) Nmap	
39.	What is WPA2 cracking?	
	a) Exploiting a vulnerability in WPA2 encryption to gain network access	
	b) Sending spam packets over a network	
	c) Disabling all Wi-Fi-connected devices	
	d) Creating a new WPA2 protocol	. 100
40.	What is network sniffing?	[13]
	a) Sending large packets to crash a server	
	b) Intercepting and analyzing network traffic	
	c) Changing router configurations without permission	
	d) Deleting a network's encryption key	
41.	What is the primary purpose of a penetration testing report?	$[C] \times$
	a) To document successful exploitation only	
	b) To communicate findings and remediation recommendations to stakeholders	
	c) To provide exploit code for future use	
	d) To summarize testing tools used Aurora's PG College (MBA) Uppal, Hyderabad-500092	-99
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42	 Which of the following should NOT be included in a penetration testing reports a) Vulnerabilities identified b) Detailed remediation steps 	rt?[🏳	
43	c) Exploitation techniques d) Unapproved test results from unrelated systems . Why is it important to prioritize vulnerabilities in a report? a) To make it easier to fix all vulnerabilities simultaneously b) To focus on addressing the most critical risks first c) To reduce the length of the report	ιß	1
44	 d) To highlight exploits that were easiest to perform Which of these is an essential skill for creating a penetration testing report? a) Data analysis b) Exploitation 	[A	1
45	c) Social engineering d) Writing malware scripts Who are the primary stakeholders for a penetration testing report? a) Cybersecurity teams, executives, and IT staff b) Hackers and exploit developers	ے ا]~
46.	c) Competitors of the organization d) Government regulators only Which of the following frameworks governs ethical hacking practices? a) GDPR b) PCI-DSS	[]	10
47.	c) Cybersecurity laws and industry standards d) Agile development frameworks Why is professional conduct important in ethical hacking? a) To avoid legal repercussions and maintain client trust b) To create new exploits	[]] ∝
48.	c) To hack into systems without being noticed d) To avoid industry certifications Which certification is recognized in the ethical hacking field? a) CEH (Certified Ethical Hacker) b) CISSP	ı A	1
49.	c) PMP d) ITIL What should an ethical hacker always obtain before testing? a) Exploit scripts b) Legal authorization from the client	[]	°1
50.	c) A list of critical systems to avoid d) Permission to keep test results private Continuous learning in cybersecurity is important because: a) Security threats and technologies evolve rapidly	A 1	1
	b) Certification renewal is expensive c) New tools make old vulnerabilities irrelevant d) It replaces practical experience in hacking Aurora's PG College (MBA Uppal, Hyderabad-500092	.)	
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	aurora TEMPIE TEMPIE		
Course Code	CMC107	Certificate Program on Ethical Hacking	Max Marks:50	Time: 1 Hr	

Name of the Student	M. Nithya Hadika	Invigilator Sign	Muye
Hall Ticket Number	130323862005	Student Sign	Harka
Course	MCA	Marks	40

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

d) Ethical hacking

1.	What is the primary goal of ethical hacking?	1 B 1
	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?	131
	a) White-hat hacking	1 -7
	b) Green-hat hacking	
	c) Black-hat hacking	
	d) Gray-hat hacking	
3.	Which of these is a key ethical consideration for penetration testers?	1 A 1
	a) Exploiting vulnerabilities for personal gain	1111
	b) Conducting tests without permission	
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4.	What does the scope of a penetration test define?	.0.
	a) The list of tools used	
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5.	d) The boundaries of the testing activities	
5.	Which of these activities is typically illegal unless authorized?	ICT
	a) White-hat hacking	
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	c) Black-hat hacking	

6.	What is the purpose of setting up a controlled testing environment? a) To protect live systems from accidental damage	IAF
	b) To expose sensitive client data	
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10.	Which software is essential for creating virtual testing environments?	[A]
	a) VMware or VirtualBox	
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11.	What is the primary purpose of reconnaissance?	[B]
	a) To launch an attack	
	b) To gather information about a target	
	c) To exploit vulnerabilities	
12	d) To delete logs	
12.	Which technique involves gathering publicly available information	/
	about a target?	1131
	a) Active scanning	
	b) Passive reconnaissance	
	c) Exploitation	
12	d) Privilege escalation	
15.	Which tool is widely used for network scanning?	[C]
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	c) Nmap	
	d) Nessus	
1/1	What does enumeration typically focus on?	
14.	a) Identifying specific vulnerabilities in a system	1 KI
	b) Collecting usernames, groups, and shared resources	
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	c) Executing privilege escalation attacks d) Disabling antivirus software Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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	Aurora's Political Aurora Sunderabad-5000	
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15.	What is the goal of footprinting?	1 B
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	a) Nessus	. – .,
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22.	What is privilege escalation?	I A I
	a) Gaining unauthorized higher-level access within a system	1 1
	b) Scanning the network for open ports	
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	d) Creating new vulnerabilities in a system	
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	b) Exploiting vulnerabilities only in an authorized testing environment	
	d) Sharing exploit scripts online Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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	PG College 200092	
	Aurora's Hyderabad-300	
	Uppal, "	

	24.	. What is the main purpose of documenting exploitati	on methods?	1 8	1
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		c) To prevent detection of the tester's activities			
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	25.	. What is a buffer overflow exploit?		[1	1
		a) Exploiting a lack of encryption			
		b) Overwriting a program's memory to execute malici	ous code		
		c) Injecting malicious SQL queries			
		d) Bypassing a network firewall			
	26.	What is the primary goal of post-exploitation activiti	es?	I A	X
		a) To crash the system			
		b) To maintain access and gather additional information	on .		
		c) To ensure vulnerabilities remain unpatched			
		d) To conduct denial-of-service attacks			
	27.	Which of the following is an example of a persistence	e technique?	[F]
		a) Creating backdoor account		1	
		b) Performing vulnerability scans			
		c) Logging out after an exploit			
		d) Running a denial-of-service attack			
00000	28.	What is lateral movement in a compromised networ	k?	[N	1
		a) Spreading ransomware across systems		_	
		b) Moving from one compromised system to another	to gain higher privileges		
		c) Blocking user access to systems			
		d) Restarting the target system			
	29.	What is one method for covering tracks in post-explo	itation?	[A	
		a) Deleting logs			
		b) Leaving visible exploit scripts			
		c) Not encrypting communications			
9		d) Not documenting actions			
	30.	Why is documentation critical during post-exploitation	on activities?	[A] 4
		a) To help others exploit the system later		- 1	
		b) To provide evidence of the impact of vulnerabilities			
		c) To avoid prosecution			
		d) To hide the tester's identity			
		Which of the following is a common web application	vulnerability?	[A]
		a) SQL Injection			
		b) Buffer overflow			
		c) ARP poisoning	ı		
		d) WPA2 cracking			
		What does XSS stand for?]
		a) Extended Secure Sockets			
		b) Cross-Site Scripting			
		c) Cross-Server Security			
		d) XML Secure Scripting	RECTOR (MBA) PG College (MBA) Hyderabad-500092		
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		2			

33.	What is the primary goal of web application penetration testing?	[0	1	
	a) To crash the application				
	b) To identify vulnerabilities in the web application				
	c) To slow down the server				
21	d) To modify user data permanently	_	^		
54.	Which tool is commonly used for web application testing? a) Burp Suite	l	6	1	
	b) Nmap				
	c) Wireshark				
	d) Nessus				
35	What is CSRF in web application security?	r	1	1/	
55.	a) Cross-Site Request Forgery	l	H	1	
	b) Client-Side Resource Finder				
	c) Content-Side Response Failure				
	d) Cross-Site Resource Filter				
36	Which of the following is a common network vulnerability?	г	0	10	
50.	a) Weak encryption protocols	ı	r		
	b) Lack of SQL validation				
	c) Unvalidated input fields				
	d) Missing firewalls on browsers				
37	What is the purpose of wireless penetration testing?	r	13	1	
	a) To gain access to unprotected Wi-Fi networks	L	9	, (
	b) To identify vulnerabilities in wireless networks				
	c) To delete Wi-Fi configuration files				
	d) To disable other users on the network				
38.	Which tool is often used for wireless network security testing?	ſ	A	1	
-	a) Aircrack-ng	·	e /	1	
	b) Nessus				
	c) Metasploit				
	d) Nmap				
	What is WPA2 cracking?	ſ	B	1	
	a) Exploiting a vulnerability in WPA2 encryption to gain network access	•	(C)	-(
	b) Sending spam packets over a network				
	c) Disabling all Wi-Fi-connected devices				
	d) Creating a new WPA2 protocol				
40.	What is network sniffing?	[13	1	
	a) Sending large packets to crash a server	57			
	b) Intercepting and analyzing network traffic				
	c) Changing router configurations without permission				
	d) Deleting a network's encryption key				
41.	What is the primary purpose of a penetration testing report?	[17]	
	a) To document successful exploitation only				
	b) To communicate findings and remediation recommendations to stakeholders				
	c) To provide exploit code for future use				
	d) To summarize testing tools used				
	Jackyon (UBA)				
	M DIKE College (MD.				
	rora's PG Compad-500092				
	d) To summarize testing tools used Apple TOR Aurora's PG College (MBA) Uppal, Hyderabad-500092				
	. 071				

42.	Which of the following should NOT be included in a penetration testing report	?[C	
	a) Vulnerabilities identified			
	b) Detailed remediation steps			
	c) Exploitation techniques			
	d) Unapproved test results from unrelated systems			
43.	Why is it important to prioritize vulnerabilities in a report?	1	17	1
	a) To make it easier to fix all vulnerabilities simultaneously	•	1	
	b) To focus on addressing the most critical risks first			
	c) To reduce the length of the report			
	d) To highlight exploits that were easiest to perform			
44.	Which of these is an essential skill for creating a penetration testing report?	ſ	A	1
	a) Data analysis	٠	41	**
	b) Exploitation			
	c) Social engineering			
	d) Writing malware scripts			
45.	Who are the primary stakeholders for a penetration testing report?	ſ	A	1
	a) Cybersecurity teams, executives, and IT staff	•	• /	- (
	b) Hackers and exploit developers			
	c) Competitors of the organization			
	d) Government regulators only			
46.	Which of the following frameworks governs ethical hacking practices?	ſ	0	
	a) GDPR			•
	b) PCI-DSS			
	c) Cybersecurity laws and industry standards			
	d) Agile development frameworks			
47.	Why is professional conduct important in ethical hacking?	1	3	
	a) To avoid legal repercussions and maintain client trust	•		•
	b) To create new exploits			
	c) To hack into systems without being noticed			
	d) To avoid industry certifications			
48.	Which certification is recognized in the ethical hacking field?	1	R	1 🛇
	a) CEH (Certified Ethical Hacker)		_	
	b) CISSP			
	c) PMP			
	d) ITIL			
49.	What should an ethical hacker always obtain before testing?	[13	1
	a) Exploit scripts			
	b) Legal authorization from the client			
	c) A list of critical systems to avoid			
	d) Permission to keep test results private			
50.	Continuous learning in cybersecurity is important because:	[A	1
	a) Security threats and technologies evolve rapidly		. 1	(
	b) Certification renewal is expensive			
	c) New tools make old vulnerabilities irrelevant			
	d) It replaces practical experience in hacking			
	M. Parok			

Aurora's PG College (MBA)

Aurora's PG College (MBA)

Uppal, Hyderabad-500092



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	a u rora		
Course Code	CMB108	Certificate Program on Financial Modeling	Max Marks:50	Time: 1 Hr	

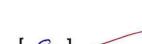
Date: 21.12.2023

		Date: 21.12.2023		
Name of the Student	Gorla Chithra	Invigilator Sign	any	
Hall Ticket Number	130323672001	Student Sign	Gichitha	
Course	MBA	Marks	38	

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

c. Ignoring historical data

d. Frequent changes to assumptions



1. What are the three main components of financial models? 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. Photoshop b. Excel c. Word d. PowerPoint 3. What is the primary purpose of financial modeling? 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? a. Balance Sheet b. Income Statement c. Cash Flow Statement d. Equity Statement 5. How are the Income Statement and Balance Sheet connected? 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? a. Using only external data b. Consistency in linking formulas

7.	What is a common method for projecting revenue? a. Using arbitrary percentages b. Analyzing historical trends and market data	1014
	c. Ignoring previous performance	
	d. Only using current cash flow data	
8.	What should be incorporated into financial forecasts?	1 6
	a. External assumptions only	
	b. Internal assumptions and external data	
	c. Arbitrary predictions d. Only financial ratios	
9.	Which cost is considered variable?	. 1/1
	a. Rent	181
	b. Raw materials	
	c. Salaries	e e
	d. Loan repayments	
10.	Which valuation method involves future cash flows?	[CY
	a. Comparable Company Analysis	- 9 -
	b. Precedent Transactions	
	c. Discounted Cash Flow (DCF)	
11	d. Net Present Value (NPV) What does Comparable Company Analysis use for valuation?	/
	What does Comparable Company Analysis use for valuation? a. Market multiples	101
	b. Future projections	,
	c. Present value of dividends	
	d. Historical revenues	
12.	Which data is analyzed in Precedent Transactions?	[6]
	a. Future growth estimates	
	b. Historical transaction data	
	c. Competitor market share d. Risk tolerance	
	What does scenario analysis evaluate?	
10.	a. Current financial stability	las
	b. Different business conditions	
	c. Competitor performance	
	d. Historical performance only	. /
	Which Excel tool is commonly used for sensitivity analysis?	[6]
	a. Solver	- :
	b. Data Tables	
	c. Pivot Charts d. VBA Macros	
	What is the focus of sensitivity analysis?	101
10.	a. Impact of changing assumptions	
	b. Future market trends	
	c. Previous financial statements	
	d. Fixed cost changes only	
	What type of risk involves fluctuating exchange rates?	[6]
	a. Credit risk	
	b. Market risk	
	c. Operational risk	
	d. Liquidity risk Which method is used for stress testing?	18,
	a. Adjusting formulas in Excel	
	b. Simulating extreme scenarios	
	c. Comparing past trends	
(d. Analyzing industry benchmarks	
	March 1	

	18	. Monte Carlo simulations are used to:		[a] ×
		a. Generate deterministic results		
		b. Model uncertainty in financial projectionsc. Avoid forecasting risks		
		d. Simplify calculations		/
	10	. Which function combines data from different shee	4-0	/
	13	a. OFFSET	ts?	
		b. VLOOKUP		
		c. INDEX-MATCH		
		d. CONCATENATE		
	20			
	20.	What is the purpose of data validation?		
		a. To restrict input values		
		b. To highlight data		
		c. To create dynamic graphs d. To summarize tables		
	21			
	۷١.	What enhances interactivity in financial models?		[[
		a. VBA scripting		
		b. Conditional formatting	¥	
		c. Data validation and dynamic ranges d. Pivot Charts		
	22			
	۷۷.	Why is documenting assumptions important? a. To make the model more complex		
		도 있는 이 이 이 있는 것이 하는 이 것 같은 이 이 이 이 이 이 이 이 이 이 이 이 이 이 이 이 이 이		
		b. For transparency and reproducibility		
		c. To limit user inputs		
	23	d. To increase confidentiality What should a well-structured model prioritize?		/
	20.	a. Aesthetic appeal	G.	1 6 1
		b. Clarity and efficiency		
		c. Maximum number of tabs		
		d. External references		
	24.	What is a key best practice in financial modeling?		1 6 1/
		a. Using minimal comments		101
		b. Linking cells clearly and consistently		2
		c. Avoiding cell references		
		d. Relying on assumptions without sources		
		What do real-world case studies in financial modeli	ing help with?	100
		a. Simplifying theories	ng neip with.	
		b. Applying concepts to practice		
		c. Avoiding group work		
		d. Standardizing all models		
1		Which industries often use financial modeling?		101
		a. Finance, retail, and technology		
		b. Education, healthcare, and arts		
		c. Construction, government, and sports		
		d. Tourism, agriculture, and hospitality		
1	27.	Why is reviewing past models useful?		[6]
		a. To repeat mistakes		
		b. To analyze lessons learned		
		c. To reduce documentation efforts		
		d. To avoid new ideas		
2	28.	What is a future trend in financial modeling?		[]
		a. Manual calculations		
		b. Al and machine learning integration		
		c. Avoiding advanced technologies		
		d. Reducing automation	Q O. V	
			Jum	
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29. What does ER a. Isolating final	P integration help with?	[C]
h Synchronizin	ng financial systems	
c. Limiting data		
d. Ignoring histo	accessibility	
30 Which advance	od topic deale with the total	
a. DCF analysis	ed topic deals with derivative pricing?	[6]
b. Monte Carlo		
c. Corporate fina		
d. Risk assessm		
on Vollat is the firs	st step in building a financial model?	[\(\ell \)]
a. Designing ou		
b. Inputting rand		
c. identifying op	jectives and assumptions	
d. Choosing the		
32. Why is Excel w	videly used for financial modeling?	[2]
a. It is free to us		
	ed visualization tools	
c. It supports po	owerful functions and customization	
d. It automatical	lly generates financial statements	
33. Which financia	I statement provides a snapshot of a	. /
	ancial position?	[💆]
a. Income State		
b. Balance Shee		
c. Cash Flow Sta		
	Retained Earnings	
34. What does the	Cash Flow Statement primarily track?	[C]
a. Revenue grov		
b. Profitability rat		
c. Sources and u		
d. Market trends		2
	links all three financial statements?	1 69
a. Total Revenue	9	
b. Net Income		
c. Operating Exp	penses	
d. Depreciation		. /
36. What is a fixed	cost example?	[🗠]
a. Utility bills		· · · · · · · · · · · ·
b. Rent		
c. Raw material of		
d. Commission fe		
37. How can assum	nptions in forecasts be validated?	[0/1
a. By comparing	with industry benchmarks	- / -
b. By ignoring his		
 c. By using arbitr 		
d. By relying sole	ely on internal data	
38. Which techniqu	e helps refine revenue forecasting?	[C/1
a. Randomized n		/-
b. Sensitivity ana		
	ing based on trends	
 d. Using fixed for 	mulas	

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

a. Future b. Weigh c. Gross	the discount rate in DCF analysis often based on? e revenue growth ited Average Cost of Capital (WACC) profit margin it liabilities	161
as a be	arable Company Analysis	161
d. Risk A 41. What is a. Equity b. Asset c. Marke	djustment the primary output of DCF analysis? value turnover ratio t share	101
42. What do a. Impac b. Histori	cal revenue growth es sensitivity analysis highlight? t of varying key drivers cal performance only est-case scenario	101
43. What is a. Autom b. Evalua c. Predic	ry-wide trends an advantage of using Excel's Scenario Manager? lates cash flow projections ates multiple input sets easily ts future profits	
44. Which ty worst-ca a. Base of b. Optimi		[0]
d. Break- 45. What is a. Risk o b. Risk o	even case	[CK
d. Risk of 46. Which m a. Stress	f stock price declines nethod evaluates the impact of extreme market conditions testing cal analysis	? [\[\]
d. Compa 47. What is a. Reduc b. Gener	arable company valuation a key benefit of Monte Carlo simulations? sing model complexity ating probabilistic outcomes ating income statements	16/
48. Which fu two-dim a. VLOO b. HLOO	KUP	1 ag
c. INDEX d. OFFSI		5

49. How can financial models be made more user-friendly?

51

- 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?
 - a. Minimal transparency
 - b. Clearly defined inputs, calculations, and outputs
 - c. Multiple sources for every formula
 - d. Using hardcoded data throughout

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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro Tomme	r a
Course Code	CMB108	Certificate Program on Financial Modeling	Max Marks:50	Time: 1 Hr

Date: 21.12.2023

		Date . 21.12.2023		
Name of the Student	AMGOTH SHIVARAM	Invigilator Sign	Oleu	
Hall Ticket Number	130323672002	Student Sign	A-Shivar	
Course	MBA	Marks	3811	

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

1.	What are the three main components of financial models? a. Inputs, calculations, outputs b. Assets, liabilities, equity	161
*	c. Income, expenses, cash flow	
2.	d. Tools, formulas, reports Which software is commonly used for financial modeling?	IBL
	a. Photoshop b. Excel	
	c. Word	
	d. PowerPoint	
3.	What is the primary purpose of financial modeling?	[6]
	a. Designing marketing strategies b. Predicting financial outcomes	
	c. Developing software systems	1
	d. Creating organizational policies	
4.	Which financial statement shows a company's profitability	
	over a period?	1 6 11
	a. Balance Sheet	l b
	b. Income Statement	
	c. Cash Flow Statement	
_	d. Equity Statement	
5.	How are the Income Statement and Balance Sheet connected?	[al
	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?	

6. What is critical to ensure accuracy in financial statements?

a. Using only external data

b. Consistency in linking formulas

c. Ignoring historical data

d. Frequent changes to assumptions

	7.	What is a common method for projecting revenue?	[h]
		a. Using arbitrary percentages	. 0
		 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?	100
		a. External assumptions only	
		b. Internal assumptions and external data	
		c. Arbitrary predictions	
		d. Only financial ratios	
	9	Which cost is considered variable?	
	٥.	a. Rent	
		b. Raw materials	
		c. Salaries	
	10	d. Loan repayments	
	10.	Which valuation method involves future cash flows?	
		a. Comparable Company Analysis	
		b. Precedent Transactions	
		c. Discounted Cash Flow (DCF)	
		d. Net Present Value (NPV)	
	11.	What does Comparable Company Analysis use for valuation?	101
		a. Market multiples	
		b. Future projections	
		c. Present value of dividends	
		d. Historical revenues	
		Which data is analyzed in Precedent Transactions?	r h
		a. Future growth estimates	1
		b. Historical transaction data	
		c. Competitor market share	
		d. Risk tolerance	
		What does scenario analysis evaluate?	
		a. Current financial stability	1 5
		b. Different business conditions	
•		c. Competitor performance	
		d. Historical performance only	
	14.	Which Excel tool is commonly used for sensitivity analysis? a. Solver	1 6 1
		b. Data Tables	
		c. Pivot Charts	
		d. VBA Macros	
	15.	What is the focus of sensitivity analysis?	
		a. Impact of changing assumptions	
		b. Future market trends	
		c. Previous financial statements	
		d. Fixed cost changes only	1
	16.	What type of risk involves fluctuating exchange rates?	
		a. Credit risk	-/-
		o. Market risk	
		c. Operational risk	
		d. Liquidity risk	
	17.1	Which method is used for stress testing?	1 6 1
	6	a. Adjusting formulas in Excel	. 5
		o. Simulating extreme scenarios	
	(c. Comparing past trends	
		d. Analyzing industry benchmarks	
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		Uppal, Hyderabad-5	00092

18	. Monte Carlo simulations are used to:	[b]
	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?	[(1 -
	a. OFFSET	1
	b. VLOOKUP	
	c. INDEX-MATCH	
	d. CONCATENATE	
20	. What is the purpose of data validation?	[0]
	a. To restrict input values	10.1
	b. To highlight data	
	c. To create dynamic graphs	
	d. To summarize tables	
21	. What enhances interactivity in financial models?	101
	a. VBA scripting	191
	b. Conditional formatting	
	c. Data validation and dynamic ranges	
	d. Pivot Charts	1
22	. Why is documenting assumptions important?	1 - 01
-01.000.0000000000000000000000000000000	a. To make the model more complex	14
	b. For transparency and reproducibility	
	c. To limit user inputs	
	d. To increase confidentiality	
23.	What should a well-structured model prioritize?	1 1
	a. Aesthetic appeal	10 1
	b. Clarity and efficiency	
	c. Maximum number of tabs	
	d. External references	
24.	What is a key best practice in financial modeling?	
	a. Using minimal comments	1 0 1
	b. Linking cells clearly and consistently	
	c. Avoiding cell references	
	d. Relying on assumptions without sources	
25.	What do real-world case studies in financial modeling help with?	r 1 1 -
	a. Simplifying theories	16
	b. Applying concepts to practice	
	c. Avoiding group work	
	d. Standardizing all models	,
26.	Which industries often use financial modeling?	r 🙆 1
	a. Finance, retail, and technology	[0]
	b. Education, healthcare, and arts	
	c. Construction, government, and sports	
	d. Tourism, agriculture, and hospitality	
27	Why is reviewing past models useful?	r 1. 1
	a. To repeat mistakes	1 9 1
	b. To analyze lessons learned	
	c. To reduce documentation efforts	
	d. To avoid new ideas	
28	What is a future trend in financial modeling?	[0]
	a. Manual calculations	1)]
	b. Al and machine learning integration	\sim
	c. Avoiding advanced technologies	
	d. Reducing automation	7 5 S
	L. U	1-5
	Home	

29. What does ERP integration help with? a. Isolating financial models b. Synchronizing financial systems	161
 c. Limiting data accessibility d. Ignoring historical trends 30. Which advanced topic deals with derivative pricing? a. DCF analysis b. Monte Carlo simulations 	161
c. Corporate financial strategyd. Risk assessment techniques	
31. What is the first step in building a financial model?a. Designing outputsb. Inputting random data	101
c. Identifying objectives and assumptionsd. Choosing the software	
32. Why is Excel widely used for financial modeling?a. It is free to useb. It has advanced visualization tools	
c. It supports powerful functions and customization d. It automatically generates financial statements	8
33. Which financial statement provides a snapshot of a company's financial position? a. Income Statement	[6]
b. Balance Sheet c. Cash Flow Statement	
d. Statement of Retained Earnings34. What does the Cash Flow Statement primarily track?a. Revenue growth	ICT
b. Profitability ratiosc. Sources and uses of cash	
d. Market trends 35. Which line item links all three financial statements? a. Total Revenue	161
b. Net Incomec. Operating Expenses	
d. Depreciation 36. What is a fixed cost example? a. Utility bills	
b. Rent c. Raw material costs d. Commission fees	
37. How can assumptions in forecasts be validated? a. By comparing with industry benchmarks 	las
b. By ignoring historical datac. By using arbitrary multipliersd. By relying solely on internal data	
38. Which technique helps refine revenue forecasting? a. Randomized modeling	ICI
b. Sensitivity analysisc. Scenario building based on trendsd. Using fixed formulas	(

	39. What is the discount rate in DCF analysis often based on? a. Future revenue growth b. Weighted Average Cost of Capital (WACC) c. Gross profit margin d. Current liabilities	161
	 40. Which valuation technique uses a company's peers as a benchmark? a. DCF Analysis b. Comparable Company Analysis c. Stress Testing 	[ON
	d. Risk Adjustment 41. What is the primary output of DCF analysis? a. Equity value	101
	b. Asset turnover ratioc. Market shared. Historical revenue growth42. What does sensitivity analysis highlight?	
	a. Impact of varying key drivers b. Historical performance only c. The best-case scenario	121
	 d. Industry-wide trends 43. What is an advantage of using Excel's Scenario Manager? a. Automates cash flow projections b. Evaluates multiple input sets easily 	
	c. Predicts future profits d. Eliminates manual data input 44. Which type of scenario typically assumes the	
	worst-case business outcome? a. Base case b. Optimistic case c. Pessimistic case	[2]
	d. Break-even case 45. What is credit risk? a. Risk of currency fluctuations b. Risk of customer payment defaults	1 /5 1
3	 c. Risk of internal operational errors d. Risk of stock price declines 46. Which method evaluates the impact of extreme market condit a. Stress testing 	tions? [@]
	b. Historical analysisc. Forecastingd. Comparable company valuation	
	47. What is a key benefit of Monte Carlo simulations? a. Reducing model complexity b. Generating probabilistic outcomes c. Automating income statements	1 8 1
	 d. Improving operational efficiency 48. Which function is best for referencing data in a two-dimensional table? a. VLOOKUP 	[A]
	b. HLOOKUP c. INDEX-MATCH d. OFFSET	0.1
	Man	

49. How can financial models be made more user-friendly?

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?

a. Minimal transparency

b. Clearly defined inputs, calculations, and outputs

c. Multiple sources for every formula

d. Using hardcoded data throughout

161

131

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a uro	
Course Code	CMB108	Certificate Program on Financial Modeling	Max Marks:50	Time: 1 Hr

Date : 21.12.2	023	
Invigilator Sign	ollu	
Student Sign	and a	
Marks	38/1	
	Invigilator Sign Student Sign	

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

1.	What are the three main components of financial models? a. Inputs, calculations, outputs b. Assets, liabilities, equity c. Income, expenses, cash flow	[a]
2.	d. Tools, formulas, reports Which software is commonly used for financial modeling? a. Photoshop	161
	b. Excel c. Word	
	d. PowerPoint	
3.	What is the primary purpose of financial modeling?	161
	Designing marketing strategies	,
	b. Predicting financial outcomesc. Developing software systems	
	d. Creating organizational policies	
4.	Which financial statement shows a company's profitability	
	over a period?	
	a. Balance Sheet	1 9 1
	b. Income Statement	
	c. Cash Flow Statement	
5	d. Equity Statement	
٥.	How are the Income Statement and Balance Sheet connected? 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 formulasc. Ignoring historical data	
	d. Frequent changes to assumptions	
	4-1-1-300 to doodinphono	

7. What is a common method for projecting revenue?	161
a. Using arbitrary percentagesb. 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?	. /
a. External assumptions only	165
b. Internal assumptions and external data	
c. Arbitrary predictions	
d. Only financial ratios	
9. Which cost is considered variable?	r A o on
a. Rent	
b. Raw materials	
c. Salaries	
d. Loan repayments	
10. Which valuation method involves future cash flows?	
a. Comparable Company Analysis	
b. Precedent Transactions	
c. Discounted Cash Flow (DCF)	
d. Net Present Value (NPV)	
11. What does Comparable Company Analysis use for valuation?	$[\land ca]$
a. Market multiples	1 ()
b. Future projections	
c. Present value of dividends	
d. Historical revenues	
12. Which data is analyzed in Precedent Transactions?	161
a. Future growth estimates	[6]
b. Historical transaction data	
c. Competitor market share	
d. Risk tolerance	
13. What does scenario analysis evaluate?	[6]
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?	[6h
a. Solver	
b. Data Tables c. Pivot Charts	•
d. VBA Macros	
	_
15. What is the focus of sensitivity analysis? 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?	
a. Credit risk	
b. Market risk	
c. Operational risk	
d. Liquidity risk	
17. Which method is used for stress testing?	r /- 1
a. Adjusting formulas in Excel	1 6
b. Simulating extreme scenarios	
c. Comparing past trends	
d Analyzing industry honohmarks	
belli	

18	Monte Carlo simulations are used to: a. Generate deterministic results	161
	b. Model uncertainty in financial projections	
	c. Avoid forecasting risks	
	d. Simplify calculations	
19	9. Which function combines data from different sheets?	[_ 1 _
	a. OFFSET	
	b. VLOOKUP	
	c. INDEX-MATCH	
0.0	d. CONCATENATE	
20	. What is the purpose of data validation?	
	a. To restrict input values	9
	b. To highlight data	
	c. To create dynamic graphs	. *
24	d. To summarize tables	
21	. What enhances interactivity in financial models?	[]
	a. VBA scripting	0
	b. Conditional formatting	
	c. Data validation and dynamic ranges d. Pivot Charts	
22		2
22	. Why is documenting assumptions important? a. To make the model more complex	
	b. For transparency and reproducibility	
	c. To limit user inputs	
	d. To increase confidentiality	
23	. What should a well-structured model prioritize?	r /- 1
	a. Aesthetic appeal	
	b. Clarity and efficiency	
	c. Maximum number of tabs	
	d. External references	
24	What is a key best practice in financial modeling?	
	a. Using minimal comments	
	b. Linking cells clearly and consistently	
	c. Avoiding cell references	
	d. Relying on assumptions without sources	
25.	What do real-world case studies in financial modeling help with?	[6]
	a. Simplifying theories	
	b. Applying concepts to practice	
	c. Avoiding group work	
00	d. Standardizing all models	
26.	Which industries often use financial modeling?	[al
	a. Finance, retail, and technology	
	b. Education, healthcare, and arts	
	c. Construction, government, and sports	
27	d. Tourism, agriculture, and hospitality	. 10
21.	Why is reviewing past models useful? 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?	r LX
	a. Manual calculations	
	b. Al and machine learning integration	
	c. Avoiding advanced technologies	
	d. Reducing automation	
	la la la	

 29. What does ERP integration help with? a. Isolating financial models b. Synchronizing financial systems c. Limiting data accessibility d. Ignoring historical trends 	[6]
 30. Which advanced topic deals with derivative pricing? 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? 	
a. Designing outputsb. Inputting random datac. Identifying objectives and assumptionsd. Choosing the software	
 32. Why is Excel widely used for financial modeling? a. It is free to use b. It has advanced visualization tools c. It supports powerful functions and customization d. It automatically generates financial statements 	lei
 33. Which financial statement provides a snapshot of a company's financial position? a. Income Statement b. Balance Sheet c. Cash Flow Statement d. Statement of Retained Earnings 	
34. What does the Cash Flow Statement primarily track? a. Revenue growth b. Profitability ratios c. Sources and uses of cash d. Market trends	[]
 35. Which line item links all three financial statements? a. Total Revenue b. Net Income c. Operating Expenses d. Depreciation 	[6]
36. What is a fixed cost example? a. Utility bills b. Rent c. Raw material costs d. Commission fees	161
 37. How can assumptions in forecasts be validated? a. By comparing with industry benchmarks b. By ignoring historical data c. By using arbitrary multipliers 	Tal 1
d. By relying solely on internal data 38. Which technique helps refine revenue forecasting? a. Randomized modeling b. Sensitivity analysis c. Scenario building based on trends d. Using fixed formulas	401

39	What is the discount rate in DCF analysis often based on? a. Future revenue growth	[6]
	b. Weighted Average Cost of Capital (WACC)c. Gross profit margind. Current liabilities	
40	. Which valuation technique uses a company's peers	
	as a benchmark?	41
	a. DCF Analysis	
	b. Comparable Company Analysis	
	c. Stress Testing d. Risk Adjustment	
41	. What is the primary output of DCF analysis?	- A
•	a. Equity value	1
	b. Asset turnover ratio	
	c. Market share	
	d. Historical revenue growth	
42	. What does sensitivity analysis highlight?	[a]
	a. Impact of varying key drivers	
	b. Historical performance only c. The best-case scenario	
	d. Industry-wide trends	
43	What is an advantage of using Excel's Scenario Manager?	161
	a. Automates cash flow projections	
	b. Evaluates multiple input sets easily	
	c. Predicts future profits	
11	d. Eliminates manual data input	
44	Which type of scenario typically assumes the worst-case business outcome?	
	a. Base case	101
	b. Optimistic case	
	c. Pessimistic case	
	d. Break-even case	
45	What is credit risk?	$[\infty]$
	a. Risk of currency fluctuations	
	b. Risk of customer payment defaultsc. Risk of internal operational errors	
	d. Risk of stock price declines	
46	Which method evaluates the impact of extreme market conditions?	[A]
	a. Stress testing	
	b. Historical analysis	
	c. Forecasting	
17	d. Comparable company valuation	. 6
47.	What is a key benefit of Monte Carlo simulations? a. Reducing model complexity	
	b. Generating probabilistic outcomes	
	c. Automating income statements	
	d. Improving operational efficiency	61
48.	Which function is best for referencing data in a	
	two-dimensional table?	le 1
	a. VLOOKUP b. HLOOKUP	300
	c. INDEX-MATCH	
	d. OFFSET	
	L., Out	5
	A Property of the Control of the Con	·
	DIRECTOR	

49. How can financial models be made more user-friendly?

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?

a. Minimal transparency

b. Clearly defined inputs, calculations, and outputs

c. Multiple sources for every formula

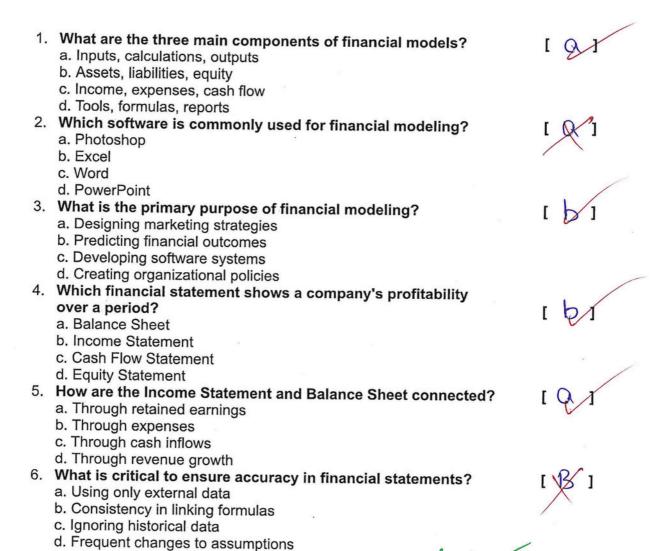
d. Using hardcoded data throughout

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

Date: 21.12.2023

		Date: 21.12.2023		
Name of the Student	G. vijaya Larmi	Invigilator Sign	gn Cerry	
Hall Ticket Number	130323672004	Student Sign	laxmi	
Course	MRA	Marks	41	

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



 7. What is a common method for projecting revenue? a. Using arbitrary percentages b. Analyzing historical trends and market data 	[B]
c. Ignoring previous performance	-
d. Only using current cash flow data	
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9. Which cost is considered variable?	
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b. Raw materials	
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a. Comparable Company Analysis	. y
b. Precedent Transactions	
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11. What does Comparable Company Analysis use for valuation? a. Market multiples	[💢]
b. Future projections	√
c. Present value of dividends	
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13. What does scenario analysis evaluate?	
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?	1 4 1
a. Solver	
b. Data Tables	
c. Pivot Charts	
d. VBA Macros	
15. What is the focus of sensitivity analysis?	[0]
a. Impact of changing assumptions b. Future market trends	O.
c. Previous financial statements	
d. Fixed cost changes only	
16. What type of risk involves fluctuating exchange rates?	1 /2
a. Credit risk	1 13
b. Market risk	
c. Operational risk	/-
d. Liquidity risk	
17. Which method is used for stress testing?	$[\ \ \ \ \ \ \]$
a. Adjusting formulas in Excel	
b. Simulating extreme scenarios	
c. Comparing past trends	
d. Analyzing industry benchmarks	

 18. Monte Carlo simulations are used to: a. Generate deterministic results b. Model uncertainty in financial projections c. Avoid forecasting risks]	A
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b. To highlight datac. To create dynamic graphs		
d. To summarize tables		
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b. Conditional formatting		
Data validation and dynamic ranges d. Pivot Charts		
	2	1
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b. For transparency and reproducibility		V
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d. To increase confidentiality		
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a. Aesthetic appeal	- 0	0 -
b. Clarity and efficiency	ta	
c. Maximum number of tabs d. External references		
24. What is a key best practice in financial modeling?	. r 1	
a. Using minimal comments	L	5/1
 b. Linking cells clearly and consistently 	# (*)	
c. Avoiding cell references		
d. Relying on assumptions without sources	^	1
25. What do real-world case studies in financial mode	eling help with?	S]
a. Simplifying theoriesb. Applying concepts to practice		
c. Avoiding group work		
d. Standardizing all models		
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a. Finance, retail, and technology	. 6	\ J
b. Education, healthcare, and arts		
c. Construction, government, and sports		
d. Tourism, agriculture, and hospitality27. Why is reviewing past models useful?		
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28. What is a future trend in financial modeling? a. Manual calculations	[1	5]
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c. Avoiding advanced technologies	0 0	
d. Reducing automation	Jaulus	
	(X-	

29. What does ERP integration help with?	r 1/2
a. Isolating financial models	1 00 1
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b. Inputting random data	**
c. Identifying objectives and assumptions	
d. Choosing the software	
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a. It is free to use	1 6/1
b. It has advanced visualization tools	
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 40. Which valuation technique uses a company's peers as a benchmark? a. DCF Analysis b. Comparable Company Analysis c. Stress Testing 	161
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	ra
Course Code	CMB108	Certificate Program on Financial Modeling	Max Marks:50	Time: 1 Hr

Date: 21.12.2023

		2410.22.2023	
Name of the Student	P HYMAUATHI	Invigilator Sign	celou
Hall Ticket Number	130323672005	Student Sign	Hy mounthi
Course	MBA	Marks	40

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

d. Frequent changes to assumptions

1.	What are the three main components of financial models?	[C]
	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. Photoshop	/
	b. Excel	
	c. Word	
	d. PowerPoint	
3.	What is the primary purpose of financial modeling?	(C)
	a. Designing marketing strategies	- 0 - /
	b. Predicting financial outcomes	
	c. Developing software systems	
	d. Creating organizational policies	
4.	Which financial statement shows a company's profitability	
	over a period?	[]
	a. Balance Sheet	-)
	b. Income Statement	
	c. Cash Flow Statement	
	d. Equity Statement	
5.	How are the Income Statement and Balance Sheet connected?	[9]
	a. Through retained earnings	
	b. Through expenses	
	c. Through cash inflows	
	d. Through revenue growth	1
6.	What is critical to ensure accuracy in financial statements?	
	a. Using only external data	
	b. Consistency in linking formulas	
	c. Ignoring historical data	
	d Francisch about a to a constitution	

7.	What is a common method for projecting revenue? a. Using arbitrary percentages b. Applyzing biotorical transle and market data	161/
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48. V	a. Automating income statements bl. Improving operational efficiency blich function is best for referencing data in a blockwo-dimensional table? bl. VLOOKUP	[]
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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 130	20 T MARKS 14 TO 18 TO 1	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	CMC206	Certificate Program on Google Cloud	Max Marks:50	Time: 1 Hr

Date: 26.04.2024

Name of the Student	Valam Girace	Invigilator Sign	R
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) 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?	131
	a) Manage virtual machines	
	b) Interact with Google Cloud services via command-line	
	c) Visualize billing data	
	d) Create Al 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?	[X]
	a) Virtual machines	
	b) Containerized applications	
	c) Object storage	
	d) IAM roles	
6.	Which computer service is a PaaS offering from Google Cloud?	131
	a) Google Compute Engine	
	b) Google App Engine	
	c) Google Kubernetes Engine	
	d) Cloud Run	

7.	Which service provides object storage in Google Cloud?	$I \subset V$
	a) Bigtable	11/
	b) Cloud SQL	
	c) Google Cloud Storage	
	d) Datastore	
8.	Which database service is designed for globally distributed,	
	strongly consistent relational databases?	[12]
	a) Cloud SQL	
	b) Cloud Spanner	
	c) BigQuery	
	d) Datastore	
9.	Which NoSQL database is optimized for wide-column storage?	[4]
	a) Bigtable	
	b) Datastore	/
	c) Cloud SQL	
	d) Pub/Sub	
10.	What does VPC stand for in Google Cloud?	M.C.
	a) Virtual Private Cloud	. 7
	b) Virtual Protocol Container	
	c) Virtual Process Configuration	
	d) Virtualized Platform Cluster	
11.	What is the purpose of Identity and Access Management (IAM)?	101
	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?	181
	a) Disabling VPCs	
	b) Using strong IAM policies	
	c) Avoiding monitoring tools	
	d) Running unpatched systems	
13.	What is the primary use of BigQuery?	IBL
	a) NoSQL database	. 1)
	b) Data warehousing and analysis	
	c) Virtual machine management	
	d) Stream processing	
14.	Which service supports both stream and batch data processing?	[2]
	a) Bigtable	. 15/
	b) Dataflow	
	c) Datastore	P.
	d) Pub/Sub	
15.	Which service is used to implement event-driven architecture?	[🐼 1
	a) BigQuery	- 1- 1
	b) Dataflow	
	c) Pub/Sub	
	d) Cloud SQL	

16. Which service allows you to train machine learning models	
on Google Cloud?	$[\mathcal{L}]$
a) AutoML	
b) App Engine	
c) Cloud SQL	
d) Cloud Functions	
17. What is TensorFlow used for in Google Cloud?	[84]
a) Data storage	. +0.
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?	1 1
a) Al Platform	
b) BigQuery	
c) VPC	*
d) Cloud Storage	
19. What is the main purpose of Google Cloud Functions?	1021
a) Deploying relational databases	, 113
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?	
a) App Engine	
b) Cloud Run	,
c) Kubernetes Engine	
d) Cloud Functions	
21. Which compute service supports automatic scaling for applications?	18/1
a) App Engine	, ,
b) Cloud Functions	1
c) Compute Engine	
d) Cloud Storage	
22. What is the primary purpose of Cloud Monitoring?	101
a) Managing IAM policies	1 1
b) Monitoring and logging resource performance	
c) Hosting web applications	
d) Storing analytics data	
23. Which tool is used for alerting in Google Cloud?	[/]
a) Cloud Storage	1
b) Cloud Logging	
c) Cloud Monitoring	
d) BigQuery	
24. Resource optimization involves which of the following?	121
a) Increasing VM sizes unnecessarily	, 0,
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?	1 M 1
a) IAM policies	101
b) Cloud Billing Budgets	
c) Cloud Functions	
d) BigQuery quotas	
LACE DOC	

26	What is a best practice for cost management?	131
	a) Disabling alerts	
	b) Reviewing unused resources regularly	
	c) Allocating maximum resource limits	
	d) Avoiding auto-scaling features	/
21	Which tool can provide cost analysis for resource usage?	[3]
	a) Cloud Storage	(
	b) BigQuery	
	c) Cost Management Dashboard	
	d) Cloud Spanner	
28	What is the first step in preparing for Google Cloud certification?	[R]
	a) Skipping practice exams	1
	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?	121
	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?	101
	a) Exams are entirely theoretical	1 12 1
	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	,
J	machines with custom configurations?	1 001
	a) App Engine	I C
	b) Compute Engine	
	c) Cloud Functions	
	d) Kubernetes Engine	
32	Which of the following is true about Google Cloud?	
J2.	a) Google Cloud is limited to data storage only.	[C]
	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.
22	d) Google Cloud only supports open-source applications.	
55.	Which of the following does Google Kubernetes Engine (GKE)	. ~ .
	use for managing containers?	181
	a) Virtual machines	
	b) Pods	
	c) Functions	
24	d) Databases	- 0/
34.	Google App Engine offers which of the following features?	[35/5]
	a) Virtual machine management	
	b) A fully managed platform for application deployment	
	c) Container orchestration	
	d) NoSQL database	

35	Which of the following Google Cloud storage services is ideal for structured relational data? a) Cloud Storage b) Cloud SQL c) BigQuery d) Cloud Datastore	131
36.	Which Google Cloud service is recommended for real-time analytics on large datasets? a) BigQuery b) Datastore	IAI
	c) Cloud Storage	
37.	d) Cloud SQL What type of network is created using Google Cloud's VPC?	[9]
	a) Public network	, 5
	b) Private and isolated network	
	c) Hybrid cloud network	
38	d) Global CDN network What is a key security practice in Google Cloud related to managing	
50.	user access?	1771
	a) Use a single global administrator account	1 18 1
	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?	
	a) Cloud SQL b) Dataflow	
	c) BigQuery	
	d) Cloud Datastore	
40.	What is Pub/Sub primarily used for?	[[]
	a) Data warehousing	
	b) Real-time analytics	
	c) Event-driven messaging and data streaming	
11	d) NoSQL database management	
41.	Which Google Cloud service automates the process of training and tuning machine learning models?	1 1
	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?	[/]
	a) Cloud Run b) TensorFlow	
	c) AI Platform	
	d) Kubernetes Engine	
	,	

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DIRECTOR

Aurora's PG College (N ** \times \text{V}

Uppal, Hyderabad-500092

 43. Which Google Cloud service allows you to run stateless containers without managing servers? a) Cloud Run b) App Englne c) Compute Engine 	(A)
d) Kubernetes Engine 44. Which is the primary benefit of serverless computing on Google Cloud? a) No need to manage infrastructure b) Lower storage costs c) Pre-configured virtual machines	IAI
d) Real-time monitoring of cloud instances 45. Which Google Cloud service provides centralized logging? a) Cloud Monitoring b) Cloud Logging c) Cloud Storage	131
d) Cloud Functions 46. What is a key feature of Google Cloud's incident management? a) Real-time billing alerts b) Automated resolution of all issues c) Proactive monitoring and alerting	
 d) Manual tracking of incidents only 47. Which tool helps users forecast and analyze cloud costs in Google Cloud? a) Cloud Storage b) Cloud Billing Reports c) BigQuery d) Google Cloud SDK 	131
 48. Which of the following is a recommended strategy to optimize Cloud resource usage? a) Always overprovision resources b) Use auto-scaling based on actual demand c) Disable all cost management features 	IS i
d) Ignore unused resources 49. Which of the following should be avoided when preparing for Google Cloud certification exams? a) Reviewing real-world case studies b) Skipping practice exams c) Studying exam guides	1 B
d) Understanding cloud service limitations 50. Which study resource is most effective for Google Cloud certification preparation? a) Only reading Google Cloud documentation b) Practice exams and hands-on labs c) Watching webinars only d) Memorizing Google Cloud services	IBI

DIRECTOR
Aurora's PG College (MP 1)

Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	TEMPLE	U T O T a	
Course Code	CMC206	Certificate Program on Google Cloud	Max Marks:50	Time: 1 Hr	

Date: 26.04.2024

Name of the Student	kammari Sei Klishna	Invigilator Sign	(R)
Hall Ticket Number	130322862002.	Student Sign	South
Course	MCA	Marks	35

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

c) Google Kubernetes Engine

d) Cloud Run

1. Which tool provides a web-based interface to interact with Google Cloud? 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? a) Manage virtual machines b) Interact with Google Cloud services via command-line c) Visualize billing data d) Create Al models 3. Which of the following is not a core component of Google Cloud Platform? a) Compute services b) Data analytics c) Physical server maintenance d) Networking 4. What is the primary function of Google Compute Engine? 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? a) Virtual machines b) Containerized applications c) Object storage d) IAM roles 6. Which computer service is a PaaS offering from Google Cloud? a) Google Compute Engine b) Google App Engine

7.	Which service provides object storage in Google Cloud? a) Bigtable	14
	b) Cloud SQL	
	c) Google Cloud Storage	
	d) Datastore	
8		
0.	Which database service is designed for globally distributed,	- la /
	strongly consistent relational databases? a) Cloud SQL	
	b) Cloud Spanner	
	c) BigQuery	-
	d) Datastore	
٥	•	
9.	Which NoSQL database is optimized for wide-column storage?	[0]
	a) Bigtable	
	b) Datastore	
	c) Cloud SQL	
10	d) Pub/Sub	
10.	What does VPC stand for in Google Cloud?	$[b \propto]$
	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?	[6]
	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?	[6]
	a) Bigtable	7
	b) Dataflow	
	c) Datastore	
	d) Pub/Sub	/
	Which service is used to implement event-driven architecture?	[ax]
	a) BigQuery	
,	b) Dataflow	
	c) Pub/Sub	
	d) Cloud SQL	*

16	. Which service allows you to train machine learning models	
	on Google Cloud?	$[\ \ \ \ \ \ \ \ \]$
	a) AutoML	rciá
	b) App Engine	
	c) Cloud SQL	
	d) Cloud Functions	
17	. What is TensorFlow used for in Google Cloud?	101
	a) Data storage	1 0 1
	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?	1 1
	a) Al Platform	1 00
	b) BigQuery	
	c) VPC	19
	d) Cloud Storage	
19.	What is the main purpose of Google Cloud Functions?	1 6/1
	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?	1 6 1
	a) App Engine	1 6 1/3
	b) Cloud Run	
	c) Kubernetes Engine	
	d) Cloud Functions	
21.	Which compute service supports automatic scaling for applications?	r bd1
	a) App Engine	. 0//
	b) Cloud Functions	
	c) Compute Engine	
	d) Cloud Storage	
22.	What is the primary purpose of Cloud Monitoring?	1 1
	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?	ILX
	a) Cloud Storage	. 0/.
	b) Cloud Logging	-
	c) Cloud Monitoring	
	d) BigQuery	
24.	Resource optimization involves which of the following?	[b/]
	a) Increasing VM sizes unnecessarily	7
	b) Using the right size and type of resources	,
	c) Disabling cost monitoring tools	
	d) Over provisioning storage	1
	Which feature helps you set spending limits in Google Cloud?	$[d\Lambda]$
	a) IAM policies	
	b) Cloud Billing Budgets	
	c) Cloud Functions	
	d) BigQuery quotas	
	$-\sqrt{\alpha}\sqrt{1/1}$	

26.	What is a best practice for cost management?	[6]
	a) Disabling alerts	
	b) Reviewing unused resources regularly	_
	c) Allocating maximum resource limits d) Avoiding auto-scaling features	
27		- 1 /-
27.	Which tool can provide cost analysis for resource usage? a) Cloud Storage	[px]
	b) BigQuery	
	c) Cost Management Dashboard	
	d) Cloud Spanner	
28		. 1/.
20.	What is the first step in preparing for Google Cloud certification? 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	
23.	Cloud certification?	16/
	a) Essay	10/1
	b) Multiple-choice questions	
	c) Open-book questions	
	d) True/False questions	
30.	Why is understanding real-world scenarios important for certification exams?	1 10 1/
	a) Exams are entirely theoretical	l b x
	b) Exams test practical knowledge of Google Cloud services	
	c) Exams do not cover scenarios	
	d) Real-world scenarios are optional to study	
	Which Google Cloud service allows you to provision virtual	
	machines with custom configurations?	$\Gamma \subset \Lambda$
	a) App Engine	
	b) Compute Engine	1.0
	c) Cloud Functions	
	d) Kubernetes Engine	
	Which of the following is true about Google Cloud?	101
	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.	
	Which of the following does Google Kubernetes Engine (GKE)	
	use for managing containers?	I h
	a) Virtual machines	. 7
	b) Pods	
	c) Functions	
	d) Databases	
34.	Google App Engine offers which of the following features?	[6]
	a) Virtual machine management	/
	o) A fully managed platform for application deployment	
	c) Container orchestration	
(d) NoSQL database	

35	Which of the following Google Cloud storage services is ideal for structured relational data? a) Cloud Storage b) Cloud SQL	1,61
	c) BigQuery d) Cloud Datastore	
36	Which Google Cloud service is recommended for real-time analytics on large datasets?	
	a) BigQuery	191
	b) Datastore	
	c) Cloud Storage	
	d) Cloud SQL	
37	. What type of network is created using Google Cloud's VPC?	r b T
	a) Public network	
	b) Private and isolated network	
	c) Hybrid cloud network	
	d) Global CDN network	
38.	. What is a key security practice in Google Cloud related to managing	. /
	user access?	
	a) Use a single global administrator account	
	b) Assign minimal IAM roles with the principle of least privilege	
	c) Avoid using multi-factor authentication	
20	d) Use public IP addresses for sensitive data storage	
39.	Which Google Cloud service is primarily used for large-scale	. 16
	real-time data processing? a) Cloud SQL	1 4
	b) Dataflow	
	c) BigQuery	
	d) Cloud Datastore	
40.	What is Pub/Sub primarily used for?	1 0/1
	a) Data warehousing	1
	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	
12	d) Al Platform	
42.	Which Google Cloud service can be used to integrate machine learning models into production applications?	1 0/1
	a) Cloud Run	1 9 1
	b) TensorFlow	
	c) Al Platform	
	d) Kubernetes Engine	

43.	Which Google Cloud service allows you to run stateless containers without managing servers? a) Cloud Run	101
	b) App Englne c) Compute Engine d) Kubernetes Engine	
44.	Which is the primary benefit of serverless computing on Google Cloud? a) No need to manage infrastructure b) Lower storage costs	I a
	c) Pre-configured virtual machines d) Real-time monitoring of cloud instances	
45.	Which Google Cloud service provides centralized logging?	1/1
	a) Cloud Monitoring	1/
	b) Cloud Logging	2
	c) Cloud Storage	
	d) Cloud Functions	
46.	What is a key feature of Google Cloud's incident management?	[dx]
	a) Real-time billing alerts	
	b) Automated resolution of all issues	
	c) Proactive monitoring and alerting d) Manual tracking of incidents only	
47	Which tool helps users forecast and analyze cloud costs in Google Cloud?	r h x
٠,,	a) Cloud Storage	1 0 1
	b) Cloud Billing Reports	
	c) BigQuery	
	d) Google Cloud SDK	
48.	Which of the following is a recommended strategy to optimize	
	Cloud resource usage?	ICA
	a) Always overprovision resources	
	b) Use auto-scaling based on actual demand	
	c) Disable all cost management features	
40	d) Ignore unused resources	
49.	Which of the following should be avoided when preparing for	- 1
	Google Cloud certification exams?	[6]
	a) Reviewing real-world case studies b) Skipping practice exams	1.
	c) Studying exam guides	
	d) Understanding cloud service limitations	
50.	Which study resource is most effective for Google Cloud	
	certification preparation?	rdh
	a) Only reading Google Cloud documentation	
	b) Practice exams and hands-on labs	
	c) Watching webinars only	
	d) Memorizing Google Cloud services	

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	ra
Course Code	CMC206	Certificate Program on Google Cloud	Max Marks:50	Time: 1 Hr

Date: 26.04.2024

			02-4
Name of the Student	Vanga Bhangay Kuman	Invigilator Sign	(1)
Hall Ticket Number	130322862003	Student Sign	Ral
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) Google SDK	[al]
	b) Google Cloud CLI	
	c) Google Cloud Console	
	d) Google Compute Engine	
2.	What is the primary function of the Google Cloud CLI?	1 hot
	a) Manage virtual machines	
	b) Interact with Google Cloud services via command-line	
	c) Visualize billing data	
	d) Create Al models	
3.	Which of the following is not a core component of Google Cloud Platform?	$\Gamma \subset \Gamma$
	a) Compute services	
	b) Data analytics	
	c) Physical server maintenance	
	d) Networking	
4.	What is the primary function of Google Compute Engine?	1 0 1
	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?	r -1 /2
	a) Virtual machines	101
	b) Containerized applications	
	c) Object storage	
	d) IAM roles	
6.	Which computer service is a PaaS offering from Google Cloud?	1 6/1
	a) Google Compute Engine	191
	b) Google App Engine	
	c) Google Kubernetes Engine	
	d) Cloud Run	
	a, oloua han	

7.	Which service provides object storage in Google Cloud?	[C]
	a) Bigtable	
	b) Cloud SQL	1
	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 1
	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?	[6]
	a) Disabling VPCs	
	b) Using strong IAM policies	
	c) Avoiding monitoring tools	
	d) Running unpatched systems	•
13.	What is the primary use of BigQuery?	[6]
	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?	
	a) Bigtable	
	b) Dataflow	
	c) Datastore	
	d) Pub/Sub	^
15.	Which service is used to implement event-driven architecture?	[
	a) BigQuery	
9	b) Dataflow	
8	c) Pub/Sub	14
	d) Cloud SQL	14

16.	Which service allows you to train machine learning models	
	on Google Cloud?	[C X
	a) AutoML	
	b) App Engine	
	c) Cloud SQL	
	d) Cloud Functions	
17.	What is TensorFlow used for in Google Cloud?	$[\alpha]$
	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) Al 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?	id 1/
	a) App Engine	, ,
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	c) Compute Engine	
	d) Cloud Storage	
22.	What is the primary purpose of Cloud Monitoring?	[6]
	a) Managing IAM policies	
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	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?	[6]
	a) Increasing VM sizes unnecessarily	
	b) Using the right size and type of resources	
	c) Disabling cost monitoring tools	
	d) Over provisioning storage	. 1
25.	Which feature helps you set spending limits in Google Cloud?	1 dal
	a) IAM policies	and a state of the
	b) Cloud Billing Budgets	
	c) Cloud Functions	
	d) BigQuery quotas	

26.	What is a best practice for cost management? a) Disabling alerts b) Reviewing unused resources regularly c) Allocating maximum resource limits	161
27.	d) Avoiding auto-scaling features Which tool can provide cost analysis for resource usage? a) Cloud Storage b) BigQuery	[b]
122121	c) Cost Management Dashboard d) Cloud Spanner	- 1
28.	What is the first step in preparing for Google Cloud certification? a) Skipping practice exams	[6]
	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	
23.	Cloud certification?	161
	a) Essay	
	b) Multiple-choice questions	
	c) Open-book questions	
W. E.	d) True/False questions	
30.	Why is understanding real-world scenarios important for certification exams?	
	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	
51.	machines with custom configurations?	1 (8
	a) App Engine	i Un
	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.
22	d) Google Cloud only supports open-source applications.	
33 .	Which of the following does Google Kubernetes Engine (GKE) use for managing containers?	1 6
	a) Virtual machines	101
	b) Pods	
	c) Functions	150
	d) Databases	. /
34.	Google App Engine offers which of the following features?	[b/1
	a) Virtual machine management	
	b) A fully managed platform for application deployment	
	c) Container orchestration	
	d) NoSQL database	

35.	Which of the following Google Cloud storage services is ideal	
	for structured relational data?	[]
	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?	[h]
	a) Public network	
	b) Private and isolated network	
	c) Hybrid cloud network	
	d) Global CDN network	
38.	What is a key security practice in Google Cloud related to managing	
	user access?	161
	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?	1 d 1
	a) Cloud SQL	
	b) Dataflow	
	c) BigQuery	
	d) Cloud Datastore	
40.	What is Pub/Sub primarily used for?	101
	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?	1 ar
	a) Cloud AutoML	
	b) TensorFlow	
	c) Cloud Functions	
	d) Al Platform	E
42.	Which Google Cloud service can be used to integrate machine	
	learning models into production applications?	ICV
	a) Cloud Run	
	b) TensorFlow	
	c) Al Platform	
	d) Kubernetes Engine	

43.	Which Google Cloud service allows you to run stateless containers without managing servers? a) Cloud Run b) App Englne	[a]
44.	c) Compute Engine d) Kubernetes Engine Which is the primary benefit of serverless computing on Google Cloud? a) No need to manage infrastructure b) Lower storage costs c) Pre-configured virtual machines	[0]
45.	d) Real-time monitoring of cloud instances Which Google Cloud service provides centralized logging? a) Cloud Monitoring b) Cloud Logging c) Cloud Storage	161
46.	d) Cloud Functions What is a key feature of Google Cloud's incident management? a) Real-time billing alerts b) Automated resolution of all issues	151
47.	c) Proactive monitoring and alerting d) Manual tracking of incidents only Which tool helps users forecast and analyze cloud costs in Google Cloud? a) Cloud Storage b) Cloud Billing Reports	1 6/1
48.	c) BigQuery d) Google Cloud SDK Which of the following is a recommended strategy to optimize Cloud resource usage? a) Always overprovision resources b) Use auto-scaling based on actual demand	1 C K
49.	c) Disable all cost management features d) Ignore unused resources Which of the following should be avoided when preparing for Google Cloud certification exams? a) Reviewing real-world case studies b) Skipping practice exams	اطر ا
50.	c) Studying exam guides d) Understanding cloud service limitations Which study resource is most effective for Google Cloud certification preparation? a) Only reading Google Cloud documentation b) Practice exams and hands-on labs c) Watching webinars only	rd K
	d) Memorizing Google Cloud services	

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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	auro	r a
Course Code	CMC206	Certificate Program on Google Cloud	Max Marks:50	Time: 1 Hr

Date: 26.04.2024

Name of the Student	Dwatala Nikitha	Invigilator Sign	(W)
Hall Ticket Number	130322862004	Student Sign	Minds
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) Google SDK	I AN
	b) Google Cloud CLI	
	c) Google Cloud Console	
2	d) Google Compute Engine	. 0
2.	What is the primary function of the Google Cloud CLI?	
	a) Manage virtual machines	
	b) Interact with Google Cloud services via command-line	
	c) Visualize billing data	
	d) Create Al 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?	[2]
	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?	1 12
	a) Virtual machines	
	b) Containerized applications	
	c) Object storage	
	d) IAM roles	
6.	Which computer service is a PaaS offering from Google Cloud?	INV
	a) Google Compute Engine	
	b) Google App Engine	
	c) Google Kubernetes Engine	¥.
	d) Cloud Run	-

7.	Which service provides object storage in Google Cloud?	ICT	
	a) Bigtable		
	b) Cloud SQL		
	c) Google Cloud Storage		
_	d) Datastore		
8.	Which database service is designed for globally distributed,		
	strongly consistent relational databases?	[13]	
	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?	1131	
	a) Virtual Private Cloud	7	
	b) Virtual Protocol Container		
	c) Virtual Process Configuration		
	d) Virtualized Platform Cluster		
11.	What is the purpose of Identity and Access Management (IAM)?	[13]	
	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?	INX	
	a) Disabling VPCs	. 1	
	b) Using strong IAM policies		
	c) Avoiding monitoring tools		
	d) Running unpatched systems		
13.	What is the primary use of BigQuery?	1 Rt	
	a) NoSQL database		
	b) Data warehousing and analysis		
	c) Virtual machine management		
	d) Stream processing	112	
14.	Which service supports both stream and batch data processing?	[N]	
	a) Bigtable	-	
	b) Dataflow		
	c) Datastore		
	d) Pub/Sub	1	
15.	Which service is used to implement event-driven architecture?	1 Ad	
	a) BigQuery	1 14/1	
	b) Dataflow		
	c) Pub/Sub	*	
	d) Cloud SQL	*	

16	. Which service allows you to train machine learning models	
	on Google Cloud?	r Chi
	a) AutoML	. 7
	b) App Engine	
	c) Cloud SQL	
	d) Cloud Functions	
17	. What is TensorFlow used for in Google Cloud?	101
	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?	r Δ 1
	a) Al Platform	ا ها ۱
	b) BigQuery	
	c) VPC	
	d) Cloud Storage	1
19.	What is the main purpose of Google Cloud Functions?	r M 1
	a) Deploying relational databases	1 7 1
	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?	100
	a) App Engine	1 6
	b) Cloud Run	
	c) Kubernetes Engine	
	d) Cloud Functions	
21.	Which compute service supports automatic scaling for applications?	I OA
	a) App Engine	1 13/1
	b) Cloud Functions	
	c) Compute Engine	
	d) Cloud Storage	
22.	What is the primary purpose of Cloud Monitoring?	(A)
	a) Managing IAM policies	1 7
	b) Monitoring and logging resource performance	
	c) Hosting web applications	
	d) Storing analytics data	
23.	Which tool is used for alerting in Google Cloud?	$\Gamma \subset \Gamma$
	a) Cloud Storage	
	b) Cloud Logging	
	c) Cloud Monitoring	1
	d) BigQuery	
24.	Resource optimization involves which of the following?	INI
	a) Increasing VM sizes unnecessarily	
	b) Using the right size and type of resources	
	c) Disabling cost monitoring tools	4
	d) Over provisioning storage	1
25.	Which feature helps you set spending limits in Google Cloud?	
	a) IAM policies	
	b) Cloud Billing Budgets	
	c) Cloud Functions	
	d) BigQuery quotas	

26.	What is a best practice for cost management?	[131
	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?	[O/J
	a) Cloud Storage		
	b) BigQuery		
	c) Cost Management Dashboard		
20	d) Cloud Spanner	_	1
28.	What is the first step in preparing for Google Cloud certification?	[K
	a) Skipping practice exams	4	
	b) Reviewing key services and concepts		
	c) Ignoring study guides		
20	d) Only memorizing CLI commands		
25.	Which type of exam question should you practice the most for Google Cloud certification?		11.
		l	1
	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?	r	NY
50.	a) Exams are entirely theoretical	L	1
	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?	ſ	CL
	a) App Engine		
	b) Compute Engine		
	c) Cloud Functions		
	d) Kubernetes Engine		
32.	Which of the following is true about Google Cloud?	1	MI
	a) Google Cloud is limited to data storage only.		7
	b) Google Cloud is primarily used for artificial intelligence and machine learning.	1	
	c) Google Cloud provides a variety of services, including computing, storage, and	ne	tworking.
	d) Google Cloud only supports open-source applications.		=
33.	Which of the following does Google Kubernetes Engine (GKE)		. /
	use for managing containers?	[91
	a) Virtual machines	/	
	b) Pods	1	
	c) Functions		
	d) Databases		-/
34.	Google App Engine offers which of the following features?	[YX 1
	a) Virtual machine management		
	b) A fully managed platform for application deployment	/	
	c) Container orchestration		
	d) NoSQL database		

35	Which of the following Google Cloud storage services is ideal for structured relational data? a) Cloud Storage b) Cloud SQL c) BigQuery	[K]
36	d) Cloud Datastore Which Google Cloud service is recommended for real-time analytics on large datasets? a) BigQuery b) Datastore c) Cloud Storage	[A]
37.	d) Cloud SQL What type of network is created using Google Cloud's VPC? a) Public network b) Private and isolated network c) Hybrid cloud network	[13]
38.	d) Global CDN network What is a key security practice in Google Cloud related to managing user access? a) Use a single global administrator account b) Assign minimal IAM roles with the principle of least privilege	i M
39.	c) Avoid using multi-factor authentication d) Use public IP addresses for sensitive data storage Which Google Cloud service is primarily used for large-scale real-time data processing?	102
40.	a) Cloud SQL b) Dataflow c) BigQuery d) Cloud Datastore What is Pub/Sub primarily used for?	[]
41.	a) Data warehousing b) Real-time analytics c) Event-driven messaging and data streaming d) NoSQL database management Which Google Cloud service automates the process of training and	
	tuning machine learning models? a) Cloud AutoML b) TensorFlow c) Cloud Functions d) Al Platform	IAI
42.	Which Google Cloud service can be used to integrate machine learning models into production applications? a) Cloud Run b) TensorFlow	1/1
	c) AI Platform d) Kubernetes Engine	

 43. Which Google Cloud service allocations without managing s a) Cloud Run b) App Engine 		IAI
 c) Compute Engine d) Kubernetes Engine 44. Which is the primary benefit of a) No need to manage infrastruction b) Lower storage costs 	serverless computing on Google Cloud?	[A]
 c) Pre-configured virtual machine d) Real-time monitoring of cloud 45. Which Google Cloud service pro a) Cloud Monitoring 	instances	[A]
b) Cloud Logging c) Cloud Storage d) Cloud Functions 46. What is a key feature of Google	Cloud's incident management?	1 101
 a) Real-time billing alerts b) Automated resolution of all iss c) Proactive monitoring and alert d) Manual tracking of incidents of 	ting	
a) Cloud Storage b) Cloud Billing Reports c) BigQuery d) Google Cloud SDK	ana analyze dioaa costs in coogie cioaa.	
48. Which of the following is a record Cloud resource usage? a) Always overprovision resource b) Use auto-scaling based on act c) Disable all cost management for the cost ma	es ual demand	1 131
d) Ignore unused resources 49. Which of the following should b Google Cloud certification exam a) Reviewing real-world case stud b) Skipping practice exams	e avoided when preparing for as?	1 27
 c) Studying exam guides d) Understanding cloud service li 50. Which study resource is most effication preparation? a) Only reading Google Cloud do 	fective for Google Cloud	1 Del
b) Practice exams and hands-onc) Watching webinars onlyd) Memorizing Google Cloud services		

	e code 03	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o l	a
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	W
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?	I Ani
4.	a) Google SDK	. 466
	b) Google Cloud CLI	
	c) Google Cloud Console	
	d) Google Compute Engine	
2.	What is the primary function of the Google Cloud CLI?	1BL
	a) Manage virtual machines	
	b) Interact with Google Cloud services via command-line	
	c) Visualize billing data	
	d) Create Al models	
3.		ICI
٥.	a) Compute services	-
	b) Data analytics	1
	c) Physical server maintenance	
	d) Networking	
Δ	What is the primary function of Google Compute Engine?	
	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?	101
	a) Virtual machines	1
	b) Containerized applications	
	c) Object storage	
	d) IAM roles	0/
6.		
	a) Google Compute Engine	
	b) Google App Engine	
	c) Google Kubernetes Engine	
	d) Cloud Run	
	1 0,	

7.	Which service provides object storage in Google Cloud? a) Bigtable	[_]
	b) Cloud SQL	2
	c) Google Cloud Storage	
	d) Datastore	
8	Which database service is designed for globally distributed,	
٥.	strongly consistent relational databases?	1 0 1
	a) Cloud SQL	. 5
	b) Cloud Spanner	
	c) BigQuery	•
	d) Datastore	
9	Which NoSQL database is optimized for wide-column storage?	r A-1
٥.	a) Bigtable	
	b) Datastore	
	c) Cloud SQL	
	d) Pub/Sub	
10	. What does VPC stand for in Google Cloud?	182
10	a) Virtual Private Cloud	
	b) Virtual Protocol Container	1
	c) Virtual Process Configuration	
	d) Virtualized Platform Cluster	
11	. What is the purpose of Identity and Access Management (IAM)?	13
	a) Encrypt data in storage	
	b) Assign roles and manage permissions	1
	c) Monitor network traffic	
	d) Deploy virtual machines	
12	. Which practice is essential for securing your Google Cloud environment?	131
	a) Disabling VPCs	
	b) Using strong IAM policies	
	c) Avoiding monitoring tools	
	d) Running unpatched systems	
13	. What is the primary use of BigQuery?	
	a) NoSQL database	9
	b) Data warehousing and analysis	
	c) Virtual machine management	
	d) Stream processing	
14	. Which service supports both stream and batch data processing?	[P
	a) Bigtable	1
	b) Dataflow	
	c) Datastore	
	d) Pub/Sub	
15	. Which service is used to implement event-driven architecture?	[A]
	a) BigQuery	1 1
	b) Dataflow	
	c) Pub/Sub	
	d) Cloud SQL	
	- 200 Sept 200	

16.	Which service allows you to train machine learning models	1
	on Google Cloud?	I CA
	a) AutoML	
	b) App Engine	
	c) Cloud SQL	
	d) Cloud Functions	
17.	What is TensorFlow used for in Google Cloud?	[1
	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) Al Platform	
	b) BigQuery	
	c) VPC	
	d) Cloud Storage	
19.	What is the main purpose of Google Cloud Functions?	[2]
	a) Deploying relational databases	. 6
	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?	$\mathcal{L} \subset \mathcal{A}$
	a) App Engine	
	b) Cloud Run	1
	c) Kubernetes Engine	
	d) Cloud Functions	
21.	Which compute service supports automatic scaling for applications?	[7]
	a) App Engine	-/
	b) Cloud Functions	
	c) Compute Engine	
	d) Cloud Storage	
22.	What is the primary purpose of Cloud Monitoring?	[]
	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?	
	a) Cloud Storage	
	b) Cloud Logging	
	c) Cloud Monitoring	
	d) BigQuery	
24.	Resource optimization involves which of the following?	1 151
	a) Increasing VM sizes unnecessarily	
	b) Using the right size and type of resources	
	c) Disabling cost monitoring tools	
	d) Over provisioning storage	1 5/1
25.	Which feature helps you set spending limits in Google Cloud?	1 Di
	a) IAM policies	
	b) Cloud Billing Budgets	
	c) Cloud Functions	
	d) BigQuery quotas DIRECTOR	
	DIRECTOR	
	Aurora's PG College (MI	3A)
	Uppal, Hyderabad-500092	
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26.	What is a best practice for cost management? a) Disabling alerts	[B]
	b) Reviewing unused resources regularly	1
	c) Allocating maximum resource limits	
	d) Avoiding auto-scaling features	
27.	Which tool can provide cost analysis for resource usage?	1
	a) Cloud Storage	. 10%
	b) BigQuery	
	c) Cost Management Dashboard	
	d) Cloud Spanner	
28.	What is the first step in preparing for Google Cloud certification?	[2]
	a) Skipping practice exams	10
	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	0
	Cloud certification?	181
	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?	1331
	a) Exams are entirely theoretical	
	b) Exams test practical knowledge of Google Cloud services	
	c) Exams do not cover scenarios	0.5
	d) Real-world scenarios are optional to study	
31.	Which Google Cloud service allows you to provision virtual	6/
	machines with custom configurations?	
	a) App Engine	
	b) Compute Engine	
	c) Cloud Functions	
	d) Kubernetes Engine	. 6
32.	Which of the following is true about Google Cloud?	
	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.
22	d) Google Cloud only supports open-source applications.	
33.	Which of the following does Google Kubernetes Engine (GKE)	r 🙈 1
	use for managing containers?	
	a) Virtual machines b) Pods	
	c) Functions	
	d) Databases	
3/	Google App Engine offers which of the following features?	1 12 1
54.	a) Virtual machine management	1/13
	b) A fully managed platform for application deployment	
	c) Container orchestration	
	d) NoSQL database	
	1	
	_ baulus	

	35.	Which of the following Google Cloud storage services is ideal for structured relational data?	1 0 1
		a) Cloud Storage	
		b) Cloud SQL	d
		c) BigQuery	
		d) Cloud Datastore	
	36.	Which Google Cloud service is recommended for real-time	
		analytics on large datasets?	r 🕰 ı
		a) BigQuery	
		b) Datastore	
		c) Cloud Storage	
		d) Cloud SQL	
	37.	What type of network is created using Google Cloud's VPC?	181
		a) Public network	, 15
		b) Private and isolated network	
		c) Hybrid cloud network	
•		d) Global CDN network	
	38.	What is a key security practice in Google Cloud related to managing	
		user access?	IRV
		a) Use a single global administrator account	· P/
	350	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?	1 1 1
		a) Cloud SQL	. 07
		b) Dataflow	
		c) BigQuery	
		d) Cloud Datastore	
	40.	What is Pub/Sub primarily used for?	[C]
		a) Data warehousing	2
		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	1
		tuning machine learning models?	[🔏]
		a) Cloud AutoML	
		b) TensorFlow	
		c) Cloud Functions	
		d) Al Platform	
	42.	Which Google Cloud service can be used to integrate machine	
		learning models into production applications?	(C)
		a) Cloud Run	7
		b) TensorFlow	
		c) AI Platform	
		d) Kubernetes Engine	

43.	Which Google Cloud service allows you to run stateless containers without managing servers? a) Cloud Run b) App Engine c) Compute Engine	IAT
44.	d) Kubernetes Engine Which is the primary benefit of serverless computing on Google Cloud? a) No need to manage infrastructure b) Lower storage costs c) Pre-configured virtual machines	I A
45.	d) Real-time monitoring of cloud instances Which Google Cloud service provides centralized logging? a) Cloud Monitoring b) Cloud Logging c) Cloud Storage	1 By
46.	d) Cloud Functions What is a key feature of Google Cloud's incident management? a) Real-time billing alerts b) Automated resolution of all issues	
47.	c) Proactive monitoring and alerting d) Manual tracking of incidents only Which tool helps users forecast and analyze cloud costs in Google Cloud? a) Cloud Storage b) Cloud Billing Reports	181
48.	c) BigQuery d) Google Cloud SDK Which of the following is a recommended strategy to optimize Cloud resource usage? a) Always overprovision resources	I BT
49.	b) Use auto-scaling based on actual demand c) Disable all cost management features d) Ignore unused resources Which of the following should be avoided when preparing for	. 0 /
	Google Cloud certification exams? a) Reviewing real-world case studies b) Skipping practice exams c) Studying exam guides d) Understanding cloud service limitations	IBI
50.	Which study resource is most effective for Google Cloud certification preparation? a) Only reading Google Cloud documentation b) Practice exams and hands-on labs	ı DA
,	c) Watching webinars only d) Memorizing Google Cloud services	



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

Date: 16.10.2020

Name of the Student	Shaik Saniya terdos	Invigilator Sign	N84
Hall Ticket Number	130319672001	Student Sign	saviya
Course	MBA	Marks	40

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

a) Market surveysb) Employee recordsc) Financial forecastsd) Press releases

		and the second s
1.	What is the main purpose of HR Analytics? a) Managing payroll b) Analyzing HR data to improve decision-making	181
	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	1 0 1
3.	What does 'Mean' refer to in HR Analytics?	1 6 1
	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	101
4.	Which term refers to patterns observed in historical HR data? a) Predictive Analytics	. 8.
	b) Descriptive Analytics	
	c) Clustering	
	d) Al Analytics	
5.		[8]
٠.	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]

7.	What is a major concern when managing HR data? a) Reducing employee leave	[A]
	b) Improving recruitment channels	
	c) Ensuring data privacy and security	
	d) Conducting job fairs	
Q		
0.	Which method is most suitable for gathering employee satisfaction Feedback?	[]
		[]
	a) Surveys	
	b) Job interviews	
	c) Financial reports	
	d) CRM tools	
9.	What is the key focus of data quality in HR?	[]
	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?	[Q]
	a) To store more resumes	9
	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?	[3]
	a) Mean	
	b) Median	
	c) Mode	
	d) Variance	
12.	What is used to visually represent HR data trends?	[() ~
	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	. 6.
	b) Regression analysis	
	c) Bar graph	
	d) Standard deviation	
14.	How can organizations interpret performance trends?	[]
	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?	101
20.	a) Average of data values	IBI
	b) Most frequently occurring value	
	c) Middle value in a dataset	
	d) Data range	
	a) bata lange	

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) Forecasting	. 47 .
	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:	[8]
	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	
22	d) Resume formatting	
	Text Analytics is commonly used for:	[17]
	a) Employee feedback analysis	
	b) Recruitment advertisements	
	c) Attendance records d) Workforce forecasting	
23	Clustering techniques group:	[A]
25.	a) Similar data points together	
	b) Unrelated workforce policies	
	c) HR managers	
	d) Payroll data	
24.	What does sentiment analysis measure?	[.8]
	a) Workforce planning efficiency	1.151
	b) Employee emotions and feedback	
	c) Recruitment effectiveness	
	d) Employee salaries	/
25.	Al in HR Analytics helps with:	[-A-]
	a) Advanced predictive insights	
	b) Employee benefits planning	
	c) Paper documentation	•
	c) Paper documentation d) Payroll generation	
	Atm	

26.	What does 'Time-to-Fill' measure?	[G 1
	a) Recruitment costs		
	b) Average time to hire a candidate		
	c) Candidate experience		
	d) Onboarding success		
27.	Cost-per-Hire is used to:	[Al /
	a) Track recruitment expenses		
	b) Analyze employee satisfaction		
	c) Forecast employee turnover		
	d) Monitor workforce utilization		
28.	Which metric measures recruitment effectiveness?	[B 1 >
	a) Cost-per-Hire		,,
	b) Attrition rate		
	c) Employee productivity		
	d) Mean salary range		
29.	What data is essential for recruitment analysis?	[c_1
	a) Employee records	•	.
	b) Performance data		
	c) Recruitment metrics		
	d) Financial reports		
30.	Improving recruitment strategies involves:	1	AI
	a) Analyzing recruitment metrics	4	
	b) Increasing employee bonuses		
	c) Automating leave management		
	d) Conducting interviews only		
31.	Which data helps analyze employee performance?	1	B 1 /
	a) Attendance data	•	
	b) Performance reviews		
	c) Social media data		
	d) Recruitment logs		
32	Employee engagement can be measured through:	ſ	AI
U	a) Surveys		
	b) Predictive models		
	c) Regression analysis		
	d) Payroll reports		
33.	Turnover analysis focuses on:	[Al
00.	a) Employee retention rates	•	11.
	b) Cost-per-Hire		
	c) Mean performance scores		
	d) Absenteeism trends		
34	What is a key metric for retention analytics?	ſ	0 1
54.	a) Attrition rate	•	V . /
	b) Cost-per-Hire		
	c) Engagement score		
	d) Training hours		
25	Workforce planning involves:	ſ	A 1 . /
JJ.	a) Forecasting workforce needs	L	A 1
	b) Increasing salaries		
	c) Simplifying recruitment policies		
	d) Automating surveys		

36.	Which of the following data is most relevant for analyzing employee performance?	[C1 /
	a) Training hours		
	b) Customer feedback		
	c) Employee performance ratings		
~=	d) Number of recruitment interviews	4	
3/.	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 1 /
	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_1
	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?	[PC1
	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?	[B1 ~
	a) Performance reviews	8	
	b) Surveys and feedback forms		
	c) Clustering techniques		
	d) Financial forecasts		
42.	Attrition rate measures:	ſ	B 1
	a) Employee engagement levels	•	D .
	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?	ſ	BI
	a) To analyze employee costs	•	0.
	b) To reduce turnover and retain talent		•
	c) To streamline recruitment processes		
	d) To improve payroll accuracy		
44.	Employee satisfaction surveys primarily aim to:	[RI
	a) Predict future performance		5.
	b) Understand the level of employee contentment		
	c) Forecast attrition rates		
	d) Measure time-to-fill vacancies		
45	Which metric helps identify retention issues?	r	Alx
٠٥.	a) Cost-per-Hire	L	
	b) Time-to-Fill		
	c) Turnover rate		
	d) Performance score		
	- Karlin		

4	 6. What is workforce planning primarily focused on? a) Increasing employee salaries b) Forecasting workforce needs and skill gaps 	1	B 1
	c) Reducing training programs d) Simplifying recruitment tools		
4	7. Skill gap analysis helps organizations to:	[AIM
	a) Measure employee retention rates b) Identify missing skills in the workforce		
	c) Automate HR decision-making d) Track recruitment expenses		
4	Which of the following trends is analyzed in workforce planning?a) Employee turnover trends	[AI
	b) Time-to-Hire statistics c) Recruitment advertising costs		
Δ	d) Employee attendance patterns 9. Utilization analysis measures:	r	AI
	a) Employee productivity levels		M 1
	b) Financial budgets c) Recruitment effectiveness		
5	d) Engagement scores O. A data-driven workforce planning strategy focuses on: a) Predicting and addressing future workforce needs	[D 1 /
	b) Reducing onboarding processes c) Automating recruitment ads		
	d) Increasing payroll budgets		

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o I	a	
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	AK
Hall Ticket Number	1303 196 72002	Student Sign	mk. Khon
Course	mBa	Marks	40_

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

•	, 400 1101 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
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?	[3] 🗸
	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?	[3] 🗸
	a) Predictive Analytics	
	b) Descriptive Analytics	
	c) Clustering	
	d) Al 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

7.	What is a major concern when managing HR data? a) Reducing employee leave	(A)
	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?	1 A1.
	a) Surveys	
	b) Job interviews	
	c) Financial reports	
	d) CRM tools	
9.	What is the key focus of data quality in HR?	[1 1
	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?	[R] V
	a) To store more resumes	- 0 - •
	b) To protect sensitive employee information	
	c) To speed up recruitment processes	
	d) To generate financial profits	1
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] Y
	a) By creating dashboards and charts	
	b) By collecting resumes	
	c) By reducing recruitment costs	
15	d) By automating payroll processes What does 'Mode' refer to?	101-50
15.		1 1 1
	a) Average of data values	
	b) Most frequently occurring value	
	c) Middle value in a dataset	

d) Data range

16.	What is the primary goal of predictive analytics?	[B]	V
	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]	\checkmark
	a) Forecasting	1 ~ 1	
	b) Pie chart analysis		
	c) Histogram creation		
	d) Employee interviews		
18.	What is a use case for predictive analytics in HR?	[8]	V
	a) Measuring current employee engagement	. 5 .	
	b) Predicting employee turnover		
	c) Generating recruitment ads		
	d) Reducing interview duration		
19.	Regression analysis is used to:	[😝]	
	a) Predict relationships between variables	- 11 -	
	b) Describe historical data trends		
	c) Collect survey data		
	d) Enhance payroll systems		
20.	Predictive models help organizations:	$[\mathcal{D}]$	
	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:	[1	\checkmark
	a) Employee feedback analysis		
	b) Recruitment advertisements		
	c) Attendance records		
	d) Workforce forecasting		
23.	Clustering techniques group:	[]	
	a) Similar data points together		
	b) Unrelated workforce policies		
	c) HR managers		
•	d) Payroll data	. 0	'/
24.	What does sentiment analysis measure?	[-B] »	
	a) Workforce planning efficiency		
	b) Employee emotions and feedback		
	c) Recruitment effectiveness d) Employee salaries		
25	Al in HR Analytics helps with:	[]	. /
25.	a) Advanced predictive insights		7
	b) Employee benefits planning		(1)
	d) Payroll generation	Larler	
	aj i aji sii generation	fouler	

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?	[]
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) 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) Surveys	(00) 10,000 ag 50. 1000.
b) Predictive models	
c) Regression analysis	
d) Payroll reports	
33. Turnover analysis focuses on:	[]
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) 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	balus
	1041

36.	Which of the following data is most relevant for analyzing employee performance?	ا ر]	/
	a) Training hours			
	b) Customer feedback			
	c) Employee performance ratings			
	d) Number of recruitment interviews	. 0		./
37.	What is the primary goal of performance management analytics?	[3	J	
	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?	ID	1	1
	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	J	\
	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?		J	
	a) Rising attrition rates			
	b) Training program effectiveness			
	c) Skill gaps among teams			
	d) Cost-per-Hire trends	. 0		
41.	Which tool is most suitable for measuring employee engagement?	[G]	1	V
	a) Performance reviews			
	b) Surveys and feedback forms			
	c) Clustering techniques			
	d) Financial forecasts			1
42.	Attrition rate measures:	13	J	V
	a) Employee engagement levels			
	b) Employees leaving an organization over a period			
	c) Average cost of recruitment			
	d) Number of training hours completed	. 0	_	$\sqrt{}$
43.	Why is retention analytics important for organizations?	1 3	1	•
	a) To analyze employee costs			
	b) To reduce turnover and retain talent			
	c) To streamline recruitment processes			
	d) To improve payroll accuracy	. 0		./
44.	Employee satisfaction surveys primarily aim to:	1 13	•]	~
	a) Predict future performance			
	b) Understand the level of employee contentment			
	c) Forecast attrition rates			
Al Imm	d) Measure time-to-fill vacancies		1	/
45.	Which metric helps identify retention issues?	[_	J	\\
	a) Cost-per-Hire			
	b) Time-to-Fill			
	c) Turnover rate			
	c) Turnover rate d) Performance score			
	, X40			
	DIDECTOR			

		· ·
46.	What is workforce planning primarily focused on?	[3]
	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	
	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?	1 0 1
	a) Employee turnover trends	
	b) Time-to-Hire statistics	
	c) Recruitment advertising costs	
	d) Employee attendance patterns	
49.	Utilization analysis measures:	
	a) Employee productivity levels	•
	b) Financial budgets	
	c) Recruitment effectiveness	
	d) Engagement scores	
50.	A data-driven workforce planning strategy focuses on:	[+] /
	a) Predicting and addressing future workforce needs	
	b) Reducing onboarding processes	

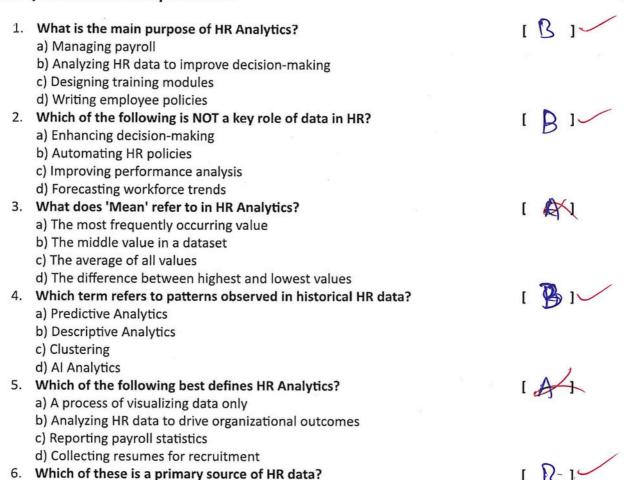
c) Automating recruitment adsd) Increasing payroll budgets

College 130	Uppal Hydorahad		W Y	a u ro ra		
Course Code	CMB201	Certificate Program on HR Analytics	Max Marks:50	Time: 1 Hr		

Name of the Student B. MaheSh Invigilator Sign Invigilator Sign B. Makesh Student Sign B. Makesh Course MBA Marks 39

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

a) Market surveysb) Employee recordsc) Financial forecastsd) Press releases



	170	
7.	What is a major concern when managing HR data?	[DC]
	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) Surveys	7.1
	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	7 7 7 35
	b) Limiting data to one department	
	c) Expanding workforce globally	
	d) Reducing employee benefits	
10.	Why is data security critical in HR?	r R 1
	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?	100
	a) Mean	
	b) Median	
	c) Mode	
	d) Variance	_ /
12.	What is used to visually represent HR data trends?	181
	a) Text reports	
	b) Dashboards	
	c) Emails	
	d) HR policies	_ /
13.	Which of the following is NOT a descriptive analysis tool?	[💹] 🗸
	a) Pie chart	A
	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) Average of data values	
	b) Most frequently occurring value	
	c) Middle value in a dataset	
	d) Data range	

16.	What is the primary goal of predictive analytics?	1 B 1
	a) Collecting HR data	
	b) Predicting future HR outcomes	
	c) Visualizing historical data	
13	d) Automating HR systems	
17.	Which technique is commonly used for predictive analysis?	[A] <u></u>
	a) Forecasting	
	b) Pie chart analysis	
	c) Histogram creation	
	d) Employee interviews	_
18.	What is a use case for predictive analytics in HR?	[3]
	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	- 1
20.	Predictive models help organizations:	
	a) Make data-driven HR decisions	
	b) Eliminate workforce planning	
	c) Reduce employee surveys	/
	d) Create recruitment forms	0
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) 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?	[.8]
	a) Workforce planning efficiency	2
	b) Employee emotions and feedback	
	c) Recruitment effectiveness	
	d) Employee salaries	[A]
25.	AI in HR Analytics helps with:	[]
	a) Advanced predictive insights	
	b) Employee benefits planning	
	c) Paper documentation	
	d) Payroll generation	
	d) Payroll generation	

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) Track recruitment expenses	
	b) Analyze employee satisfaction	
	c) Forecast employee turnover	
	d) Monitor workforce utilization	^ /
28.	Which metric measures recruitment effectiveness?	
	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	4
30.	Improving recruitment strategies involves:	[]
	a) Analyzing recruitment metrics	
	b) Increasing employee bonuses	
	c) Automating leave management	4
	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	. P/
33.	Turnover analysis focuses on:	1 (184)
	a) Employee retention rates	
	b) Cost-per-Hire	
	c) Mean performance scores	
	d) Absenteeism trends	[A]
34.	What is a key metric for retention analytics?	$[A] \smile$
	a) Attrition rate	
	b) Cost-per-Hire	
	c) Engagement score	
12000	d) Training hours	[A]
35.	Workforce planning involves:	IHIU
	a) Forecasting workforce needs	
	b) Increasing salaries	
	c) Simplifying recruitment policies	
	d) Automating surveys	
	16. (A) D	

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?	r R 1
57.	a) To improve employee engagement	l O J
	b) To identify and analyze performance trends	
	c) To reduce turnover rates	
	d) To forecast workforce gaps	127
38.	How can analytics enhance performance management processes?	1811
	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:	131
	a) The average performance score	
	b) The consistency of employee performance	
	c) The middle value of the dataset	
	d) The most frequent performance rating	-1/
40.	Which trend would analytics help identify in performance management?	[]
	a) Rising attrition rates	
	b) Training program effectiveness	*
	c) Skill gaps among teams	
	d) Cost-per-Hire trends	r B 1
41.	Which tool is most suitable for measuring employee engagement?	
	a) Performance reviews	
	b) Surveys and feedback forms	
	c) Clustering techniques	
12	d) Financial forecasts Attrition rate measures:	r 🛝
42.	a) Employee engagement levels	1 4
	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?	1 B 1
	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:	[]]
	a) Predict future performance	
	b) Understand the level of employee contentment	
	c) Forecast attrition rates	25.0
	d) Measure time-to-fill vacancies	- 0 /
45.	Which metric helps identify retention issues?	
	a) Cost-per-Hire	
	b) Time-to-Fill	
	c) Turnover rate	
	d) Performance score	

 46. What is workforce planning primarily focused on? a) Increasing employee salaries b) Forecasting workforce needs and skill gaps c) Reducing training programs 	(\(\infty\) 1
 d) Simplifying recruitment tools 47. Skill gap analysis helps organizations to: a) Measure employee retention rates b) Identify missing skills in the workforce 	1 B 1
 c) Automate HR decision-making d) Track recruitment expenses 48. Which of the following trends is analyzed in workforce planning? a) Employee turnover trends b) Time-to-Hire statistics 	
c) Recruitment advertising costs d) Employee attendance patterns 49. Utilization analysis measures: a) Employee productivity levels b) Financial budgets	
 c) Recruitment effectiveness d) Engagement scores 50. A data-driven workforce planning strategy focuses on: a) Predicting and addressing future workforce needs b) Reducing onboarding processes 	[X]
c) Automating recruitment ads d) Increasing payroll budgets	

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
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	(AS)
Hall Ticket Number	1303 19642015	Student Sign	polyanin
Course	MBA	Marks	384

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

	,		
1.	What is the main purpose of HR Analytics?		1017
	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) 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?		[]
	a) Predictive Analytics		
	b) Descriptive Analytics		
	c) Clustering		
	d) Al Analytics		2
5.	Which of the following best defines HR Analytics?		[A]
	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		
	and finite nativities as the state of the st	0	

7.	What is a major concern when managing HR data? a) Reducing employee leave	[C]V
	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?	[8]
	a) Surveys	
	b) Job interviews	
	c) Financial reports	
	d) CRM tools	- 1
9.	What is the key focus of data quality in HR?	[D]
	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?	[3]
	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?	[]]
	a) Mean	
	b) Median	
	c) Mode	
	d) Variance	D
12.	What is used to visually represent HR data trends?	[B]
	a) Text reports	
	b) Dashboards	
	c) Emails	
4.0	d) HR policies	, P ,
13.	Which of the following is NOT a descriptive analysis tool?	1 15 1
	a) Pie chart	
	b) Regression analysis	
	c) Bar graph	
11	d) Standard deviation	. A1
14.	How can organizations interpret performance trends?	[/)]
	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?	\sim \sim
13.	a) Average of data values	[6]]
	b) Most frequently occurring value	
	c) Middle value in a dataset	
	d) Data range	
	a) bata tange	

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16	. What is the primary goal of predictive analytics?	[A]	
	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?	$[A] \vee$	
	a) Forecasting		
	b) Pie chart analysis		
	c) Histogram creation		
	d) Employee interviews		
18.	What is a use case for predictive analytics in HR?	[3]	
	a) Measuring current employee engagement	. 0 .	
	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:	[B]~	,
	a) Make data-driven HR decisions		
	b) Eliminate workforce planning		
	c) Reduce employee surveys		
	d) Create recruitment forms	6	
21.	Which of the following applies machine learning to HR?	[13]	_
	a) Payroll management		
	b) Predicting employee attrition		
	c) Job posting		
	d) Resume formatting		
22.	Text Analytics is commonly used for:	[[] _	
	a) Employee feedback analysis		
	b) Recruitment advertisements		
	c) Attendance records		
	d) Workforce forecasting	^	
23.	Clustering techniques group:		
	a) Similar data points together		
	b) Unrelated workforce policies		
	c) HR managers		
	d) Payroll data	Q.	
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) Advanced predictive insights		
	b) Employee benefits planning		
	c) Paper documentation		
	d) Payroll generation		
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26. What does 'Time-to-Fill' measure? a) Recruitment costs b) Average time to hire a candidate c) Candidate experience d) Onboarding success 27. Cost-per-Hire is used to: a) Track recruitment expenses b) Analyze employee satisfaction c) Forecast employee turnover d) Monitor workforce utilization 28. Which metric measures recruitment effectiveness? a) Cost-per-Hire b) Attrition rate c) Employee productivity d) Mean salary range 29. What data is essential for recruitment analysis? a) Employee records b) Performance data c) Recruitment metrics d) Financial reports 30. Improving recruitment strategies involves: a) Analyzing recruitment metrics b) Increasing employee bonuses c) Automating leave management d) Conducting interviews only 31. Which data helps analyze employee performance? a) Attendance data b) Performance reviews c) Social media data d) Recruitment logs 32. Employee engagement can be measured through: a) Surveys b) Predictive models c) Regression analysis d) Payroll reports 33. Turnover analysis focuses on: 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) Attrition rate b) Cost-per-Hire c) Engagement score d) Training hours 35. Workforce planning involves: a) Forecasting workforce needs b) Increasing salaries c) Simplifying recruitment policies d) Automating surveys					
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b) Cost-per-Hire c) Engagement score d) Training hours 35. Workforce planning involves: a) Forecasting workforce needs b) Increasing salaries c) Simplifying recruitment policies	34.		1	F 1	
c) Engagement score d) Training hours 35. Workforce planning involves: a) Forecasting workforce needs b) Increasing salaries c) Simplifying recruitment policies		1 or - 1			
d) Training hours 35. Workforce planning involves: a) Forecasting workforce needs b) Increasing salaries c) Simplifying recruitment policies					
35. Workforce planning involves: a) Forecasting workforce needs b) Increasing salaries c) Simplifying recruitment policies					
a) Forecasting workforce needsb) Increasing salariesc) Simplifying recruitment policies			-	\triangle	/
b) Increasing salaries c) Simplifying recruitment policies	35.		. [N	
c) Simplifying recruitment policies					
d) Automating surveys					
		d) Automating surveys			

3	6. Which of the following data is most relevant for analyzing employee performance?	[]
	a) Training hours	
	b) Customer feedback	
	c) Employee performance ratings	
1	d) Number of recruitment interviews	1 A 1
3	7. What is the primary goal of performance management analytics?	[A]
	a) To improve employee engagement	
	b) To identify and analyze performance trends	
	c) To reduce turnover rates	
	d) To forecast workforce gaps	. 0 .
3	8. How can analytics enhance performance management processes?	1 12 1
	a) By automating payroll systems	
	b) By identifying high and low performers	
	c) By simplifying leave approvals	
	d) By increasing recruitment budgets	
3	9. Standard deviation in performance data measures:	181
	a) The average performance score	
	b) The consistency of employee performance	
	c) The middle value of the dataset	
	d) The most frequent performance rating	
4	0. 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	- 0 - 1
4	1. Which tool is most suitable for measuring employee engagement?	[A]
	a) Performance reviews	
	b) Surveys and feedback forms	
	c) Clustering techniques	
	d) Financial forecasts	BIL
4	2. Attrition rate measures:	
	a) Employee engagement levels	
	b) Employees leaving an organization over a period	
	c) Average cost of recruitment	
	d) Number of training hours completed	. 0
4	3. Why is retention analytics important for organizations?	[15]
	a) To analyze employee costs	
	b) To reduce turnover and retain talent	,
	c) To streamline recruitment processes	
	d) To improve payroll accuracy	. 12
4	4. Employee satisfaction surveys primarily aim to:	[13]
	a) Predict future performance	
	b) Understand the level of employee contentment	
	c) Forecast attrition rates	*
	d) Measure time-to-fill vacancies	
4	5. Which metric helps identify retention issues?	
	a) Cost-per-Hire	
	b) Time-to-Fill	
	c) Turnover rate	
	d) Performance score	
	Wa I W	

46.	What is workforce planning primarily focused on? a) Increasing employee salaries	(Ai
	b) Forecasting workforce needs and skill gaps	
	c) Reducing training programs	
	d) Simplifying recruitment tools	
47.	Skill gap analysis helps organizations to:	181 W
	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:	IDI
	a) Employee productivity levels	
	b) Financial budgets	
	c) Recruitment effectiveness	
	d) Engagement scores	IAI
50.	A data-driven workforce planning strategy focuses on:	
	a) Predicting and addressing future workforce needs	
	b) Reducing onboarding processes	
	c) Automating recruitment ads	

d) Increasing payroll budgets

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o s	All of Wh.		
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	Asr
Hall Ticket Number	130319672016	Student Sign	Voy
Course	MRA	, Marks	37

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

d) Press releases

1.	What is the main purpose of HR Analytics?	[6]
	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?	[6]
	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?	[\alpha] \alpha
	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?	
	a) Predictive Analytics	77
	b) Descriptive Analytics	
	c) Clustering	
	d) Al 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?	[6]
	a) Market surveys	
	b) Employee records	
	c) Financial forecasts	

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	100
8.	Which method is most suitable for gathering employee satisfaction	. 0 . 1
	Feedback?	$[a_1 \lor$
	a) Surveys	
	b) Job interviews	
	c) Financial reports	
_	d) CRM tools	[a]
9.	What is the key focus of data quality in HR?	[\alpha]
	a) Ensuring accurate and consistent data	
	b) Limiting data to one department	
	c) Expanding workforce globally	
4.0	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	
12	d) HR policies	[6]
13.	Which of the following is NOT a descriptive analysis tool?	[6]
	a) Pie chart	
	b) Regression analysis	
	c) Bar graph	
11	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	
1 =	d) By automating payroll processes	1 0 1 0
15.	What does 'Mode' refer to?	$[a] \propto$
	a) Average of data values	
	b) Most frequently occurring value	
	c) Middle value in a dataset	
	d) Data range	

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?	191
	a) Forecasting	
	b) Pie chart analysis	
	c) Histogram creation	ψ.
	d) Employee interviews	-
18.	What is a use case for predictive analytics in HR?	[9] ~
	a) Measuring current employee engagement	1 -
	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:	[0]
	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]X
	a) Payroll management	
	b) Predicting employee attrition	
	c) Job posting	
20.27	d) Resume formatting	/
22.	Text Analytics is commonly used for:	[6]
	a) Employee feedback analysis	· ·
	b) Recruitment advertisements	
	c) Attendance records	
22	d) Workforce forecasting	
23.	Clustering techniques group:	$[\alpha]$
	a) Similar data points together	
	b) Unrelated workforce policies c) HR managers	
	d) Payroll data	
21	What does sentiment analysis measure?	[-b]
24.	a) Workforce planning efficiency	1.01
	b) Employee emotions and feedback	
	c) Recruitment effectiveness	
	d) Employee salaries	10000
25	Al in HR Analytics helps with:	191
25.	a) Advanced predictive insights	, ,
	b) Employee benefits planning	
	c) Paper documentation d) Payroll generation	
	1/4/9	

26.	What does 'Time-to-Fill' measure?		[C]	×
	a) Recruitment costs			
	b) Average time to hire a candidate			
	c) Candidate experience			
27	d) Onboarding success			~
27.	Cost-per-Hire is used to:		$[\alpha]$	
	a) Track recruitment expenses			
	b) Analyze employee satisfaction			
	c) Forecast employee turnover			
20	d) Monitor workforce utilization Which metric measures recruitment effectiveness?		r - 1	1/
20.			[a]	
	a) Cost-per-Hire			
	b) Attrition rate			
	c) Employee productivity			
20	d) Mean salary range		[
29.	What data is essential for recruitment analysis?			
	a) Employee records			
	b) Performance data			
	c) Recruitment metrics			
20	d) Financial reports		[0]	1
30.	Improving recruitment strategies involves:		[a]	
	a) Analyzing recruitment metrics b) Increasing employee bonuses			
	c) Automating leave management			
	d) Conducting interviews only			
21	Which data helps analyze employee performance?		[Q]	X
51.	a) Attendance data		1 ~ 1	
	b) Performance reviews			
	c) Social media data	•		
	d) Recruitment logs			. /
32	Employee engagement can be measured through:		[a]	
52.	a) Surveys		1 0()	
	b) Predictive models			
	c) Regression analysis			
	d) Payroll reports			
33	Turnover analysis focuses on:		[0]	
55.	a) Employee retention rates		. ~ ,	
	b) Cost-per-Hire			*1
	c) Mean performance scores			1179
	d) Absenteeism trends			
34.	What is a key metric for retention analytics?		101	
	a) Attrition rate			
	b) Cost-per-Hire			
	c) Engagement score			
	d) Training hours		20	
35.	Workforce planning involves:		[6]	×
	a) Forecasting workforce needs		1000 W.T. 2553	
	b) Increasing salaries			
	c) Simplifying recruitment policies			
	d) Automating surveys	halus		
	The state of the s	have		

	36.	Which of the following data is most relevant for analyzing	1
		employee performance?	
		a) Training hours	
		b) Customer feedback	
		c) Employee performance ratings	
		d) Number of recruitment interviews	
3	37.	What is the primary goal of performance management analytics?	
		a) To improve employee engagement	
		b) To identify and analyze performance trends	
		c) To reduce turnover rates	
		d) To forecast workforce gaps	
3	38.	How can analytics enhance performance management processes?	$[a] \propto$
		a) By automating payroll systems	
		b) By identifying high and low performers	
		c) By simplifying leave approvals	
		d) By increasing recruitment budgets	
3		Standard deviation in performance data measures:	[6]
		a) The average performance score	. D.
		b) The consistency of employee performance	
		c) The middle value of the dataset	
		d) The most frequent performance rating	
4		Which trend would analytics help identify in performance management?	ICIV
		a) Rising attrition rates	
		b) Training program effectiveness	
		c) Skill gaps among teams	
		d) Cost-per-Hire trends	
4		Which tool is most suitable for measuring employee engagement?	[0]
		a) Performance reviews	~
		b) Surveys and feedback forms	
		c) Clustering techniques	
		d) Financial forecasts	
1		Attrition rate measures:	161/
		a) Employee engagement levels	
		b) Employees leaving an organization over a period	
		c) Average cost of recruitment	
		d) Number of training hours completed	
/		Why is retention analytics important for organizations?	[h]
1973		a) To analyze employee costs	r Di
		b) To reduce turnover and retain talent	
		c) To streamline recruitment processes	
		d) To improve payroll accuracy	
,		Employee satisfaction surveys primarily aim to:	
-			1 010
		a) Predict future performance	
		b) Understand the level of employee contentment	1940
		c) Forecast attrition rates	
		d) Measure time-to-fill vacancies	1011/
2		Which metric helps identify retention issues?	
		a) Cost-per-Hire	
		b) Time-to-Fill	
		c) Turnover rate	

d) Performance score

46.	What is workforce planning primarily focused on?	[Q]	X
	a) Increasing employee salaries		
	b) Forecasting workforce needs and skill gaps		
	c) Reducing training programs		
47	d) Simplifying recruitment tools		1/
47.	Skill gap analysis helps organizations to:	[b]	1.
	a) Measure employee retention rates		
	b) Identify missing skills in the workforce		
	c) Automate HR decision-making		
12020	d) Track recruitment expenses		. /
48.	Which of the following trends is analyzed in workforce planning?	$[\alpha]$	
	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:	[C]	X
	a) Predicting and addressing future workforce needs		
	b) Reducing onboarding processes		
	c) Automating recruitment ads		
	d) Increasing payroll budgets		



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	a u r o r a		
Course Code	CMB104	Certificate Program on Human Resources	Max Marks:50	Time: 1 Hr	

Date: 27.03.2021

Name of the Student	iAsthi Sai Venkata Mari Terja	Invigilator Sign	S
Hall Ticket Number	130320672001	Student Sign	jastu
Course	MRA	Marks	38

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

1.	What is one of the main responsibilities of HR professionals?	[[]
	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?	[7]
	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?	
	A. Payroll processing	
	B. Recruitment and selection	
	C. Stock market investments	
	D. Employee performance management	
6.	What is the primary purpose of recruitment strategies?	1 B 1
	A. To retain existing employees	
	B. To attract qualified candidates	
	C. To manage employee benefits	
	D. To improve sales performance	

7.	Which is an example of an internal recruitment method? A. Job fairs	[A]
	B. Online job boards	
	C. Promotions or transfers	
	D. Recruitment agencies	
8	What is a key component of an effective interviewing process?	IBL
0.	A. Asking only personal questions	. 15
	B. Using structured interview questions	
	C. Avoiding follow-up questions	
	D. Limiting interviews to one minute	
a	What does onboarding aim to achieve?	
Э.	A. Employee dismissal	. D
	B. Smooth integration of new hires	
	C. Immediate performance appraisals	
	D. Salary negotiations	
10	Which of these is a sourcing technique for candidates?	[7]
10	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]
11.	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]
12	A. Random guessing	
	B. SMART goals framework	
	C. Conducting social events	
	D. Limiting role responsibilities	
13	. What is critical when providing employee feedback?	[(]
13	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?	$[A] \sim$
	A. Positive teamwork	
	B. Timely task completion	
	C. Consistent failure to meet deadlines	
	D. Following company guidelines	
15	6. What tool is commonly used for performance evaluation?	[_]
	A. Organizational charts	
	B. Salary structures	
	C. 360-degree feedback	
	D. Employee benefits reports	
16	6. What is the first step in developing a training program?	[B]
	A. Delivering random training content	
	B. Conducting a training needs assessment	0 0
	C. Avoiding discussions with managers	Halue
	D. Selecting unqualified trainers	DIRECTOR
		Aurora's PG College (MBA)
		Uppal, Hyderabad-500092
	· · ·	oppat, flyderabad-500092

1	7. What does succession planning aim to address?		[B]
	A. Employee onboarding		
	B. Preparing future leaders in the organization		
	C. Hiring temporary staff		
4	D. Conducting recruitment audits		
10	3. How can training programs be delivered effectively?		
	A. Through performance dismissals		
	B. Using only written communication		
	C. Combining theoretical and practical training		
	D. Relying solely on online manuals		
1	9. What does career development focus on?		
	A. Short-term employee projects		
	B. Employee social events		
	C. Long-term professional growth		
	D. Job transfers		
2	Which tool assesses training effectiveness?		[B]
	A. Payroll data		5
	B. Post-training evaluations		
	C. Job offers		
	D. Marketing reports		
2	1. What determines an organization's pay scale?		[] /
	A. Employee preferences		
	B. Random decisions		
	C. Job role, industry standards, and experience		
	D. Marketing budgets		
2	2. Which of these is a common employee benefit?		[R]
	A. Shareholder dividends		
	B. Healthcare insurance		
	C. Discounted products		
	D. Personal loans		
2	3. What is the purpose of compensation benchmarking?		[[]]
_	A. Ignoring market trends		5/
	B. Comparing pay rates to industry standards		
	C. Reducing salary costs		
	D. Delaying employee compensation		
2	4. What is included in a compensation strategy?		[]
_	A. Staff scheduling		[B]
	B. Salary structures and benefits plans		
	C. IT department tasks		
	D. Marketing campaigns		Si .
2	5. What is critical for benefits administration?		[(] ~ 4
2			1 C 1 4
	A. Reducing employee access		
	B. Compliance with legal requirements		
	C. Assigning random benefits		
_	D. Avoiding documentation		101
2	6. What does FMLA stand for?		() 'J
	A. Federal Management Law Authority		
	B. Family and Medical Leave Act		
	C. Federal Medical Leadership Association	- R.	0. /

D. Financial Management Leave Act

27. What is a key focus of the ADA? A. Managing financial systems	[p 1×
B. Protecting employees with disabilities	
C. Promoting high salaries	
D. Avoiding recruitment	
28. Which body enforces anti-discrimination laws?	[.]
A. OSHA	
B. FDA	
C. EEOC	
D. FTC	
29. What is a critical component of ethical HR practices?	
A. Ignoring employee complaints	
B. Reducing company policies	
C. Ensuring fairness and transparency	
D. Delaying onboarding	T . 1
30. What does compliance in HR ensure?	
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?	[-1
A. Employee salary payments	B
B. Measuring HR performance	
C. Planning recreational events	
D. Job dismissals	
32. Which data collection method is widely used in HR?	[6]
A. Random employee discussions	18
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?	
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?	IB I
A. Lack of recognition	
B. Providing growth opportunities and recognition	
C. Reducing feedback mechanisms	
D. Increasing workload	1 . 1
36. What is a key factor in building a positive workplace culture?	1 210
A. High employee turnover	¥
B. Avoiding communication channels	
C. Promoting trust, respect, and inclusion	-ku. O.
D. Delayed employee feedback	NECTOR DE
	DIRECTOR (MRA)
	Aurora's PG College (MBA)
	Uppal, Hygerabad-500092

37. How does HR handle employee grievances?	$[\ \]$
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	2.
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?	
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	10
D. To prioritize random procedures	
42. What does HR use to enforce company policies?	
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?	1 _ 1
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?	1 ()
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	9
D. Limiting employee engagement	/
46. Which of these reflects a DEI best practice?	
A. Promoting workplace homogeneity	
B. Avoiding DEI discussions	
C. Providing bias-awareness training	Q O
D. Delaying DEI initiatives	Prime
	W113/4-1 11/18

DIRECTOR
Aurora's PG College (MBA)
Uppal, 11, 52, abad-500092

47. What is a method to measure the success of DEI programs? 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?	
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?	
A. Creating inclusive policies	
B. Offering equal opportunities	

C. Tokenism or superficial diversity efforts

D. Providing bias training

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

Date: 27.03.2021

Invigilator Sign	&L	
Student Sign	rundla	
Marks	38	

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

1.	What is one of the main responsibilities of HR professionals?	1 B 1
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	C. Designing marketing strategies	
	D. Managing IT infrastructure	.0
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	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?	[A] X
	A. Reducing salary costs	
	B. Focusing solely on administration	
	C. Technology and globalization	
	D. Avoiding employee engagement	0
4.	What is the strategic role of HR in an organization?	[]
	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?	[] 1
	A. Payroll processing	
	B. Recruitment and selection	
	C. Stock market investments	and the same of th
	D. Employee performance management	
6.	What is the primary purpose of recruitment strategies?	1 B 1
•	A. To retain existing employees	
	B. To attract qualified candidates	
	C. To manage employee benefits	
	D. To improve sales performance	
	D. 10 Improve sales performance	

7.	Which is an example of an internal recruitment method?	
	A. Job fairs	
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8.	What is a key component of an effective interviewing process?	[3]
	A. Asking only personal questions	
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9.	What does onboarding aim to achieve?	[A] X
	A. Employee dismissal	
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	C. Immediate performance appraisals	
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10	Which of these is a sourcing technique for candidates?	121
	A. Organizing annual company meetings	
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11	What is the main purpose of performance appraisals?	1 ()
	A. Reducing employee work hours	
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12	Which method is used to set performance goals?	181
	A. Random guessing	, ,
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13.	What is critical when providing employee feedback?	[A] 💉
	A. Avoiding any suggestions	
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15.	What tool is commonly used for performance evaluation?	[]
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16.	What is the first step in developing a training program?	[3]
	A. Delivering random training content	
	B. Conducting a training needs assessment	butte
	C. Avoiding discussions with managers	DIRECTOR
	D. Selecting unqualified trainers	oc college (MBA)
		Aurora's PG College (MBA)
		Uppal, Hyderabad-500092

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		1
18	How can training programs be delivered effectiv	ely?	[B] X
	A. Through performance dismissals		. 15 .
	B. Using only written communication		
	C. Combining theoretical and practical training		
	D. Relying solely on online manuals		
19.	What does career development focus on?		101
	A. Short-term employee projects		. / .
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	C. Long-term professional growth		
	D. Job transfers		
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	C. Job offers		
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21.	What determines an organization's pay scale?		[A]
	A. Employee preferences		
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	A. Shareholder dividends		,
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	C. Discounted products		
	D. Personal loans	y :	
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	A. Ignoring market trends		. 5/
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24.	What is included in a compensation strategy?		$A 1 \times$
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	A. Reducing employee access		
	B. Compliance with legal requirements		
	C. Assigning random benefits		
	D. Avoiding documentation		
26.	What does FMLA stand for?		1B 1
	A. Federal Management Law Authority		
	B. Family and Medical Leave Act		C
	C. Federal Medical Leadership Association	ℓ	× 0.1
	D. Financial Management Leave Act	A	TULL TOP
		D	IKECTUR
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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?	
A. OSHA	/.
B. FDA	
C. EEOC	
D. FTC	,
29. What is a critical component of ethical HR practices?	ıßı 🌽
A. Ignoring employee complaints	1 5 1
B. Reducing company policies	
C. Ensuring fairness and transparency	
D. Delaying onboarding	
30. What does compliance in HR ensure?	18
A. Ignoring employment laws	10
B. Adherence to legal and ethical standards	
C. Employee terminations	
D. Reducing organizational goals	
31. What are HR metrics used for?	10
	1 15
A. Employee salary payments	
B. Measuring HR performance	
C. Planning recreational events D. Job dismissals	
	1 A 1 &
32. Which data collection method is widely used in HR?	[6]]
A. Random employee discussions	
B. Employee surveys	
C. Marketing analysis	
D. Vendor selection	
33. What is the goal of HR analytics?	1 /2 1
A. Planning annual leave	
B. Ignoring HR processes	
C. Improving HR practices using data	
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34. What is the main goal of conflict resolution in HR?	1 2 1
A. Avoiding communication between parties	
B. Firing employees involved in conflicts	
C. Resolving disputes to maintain a productive environment	
D. Ignoring workplace grievances	. 0 1
35. Which of these enhances employee engagement?	1 13 1
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?	
A. High employee turnover	
B. Avoiding communication channels	
C. Promoting trust, respect, and inclusion	
D. Delayed employee feedback	, 0 0

37. How does HR handle employee grievances?	[]
A. Ignoring complaints	
B. Allowing conflicts to escalate	
C. Following formal grievance-handling procedures	1
D. Terminating employees immediately	
38. Which strategy boosts workplace motivation?	[B]
A. Removing employee benefits	5
B. Implementing reward and recognition programs	
C. Assigning repetitive tasks	
D. Limiting career growth	
39. What is the purpose of creating HR policies?	[\(\(\) \)
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?	1210
A. Avoiding communication to employees	. 15
B. Reducing compliance tracking	
C. Effectively communicating policies to all employees	
D. Delaying policy rollouts	
41. Why is policy compliance important?	181
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?	
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	A.
44. What does DEI stand for in HR?	[B] 🖔
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?	$[\ \subset\]$
A. Promoting workplace homogeneity	
B. Avoiding DEI discussions	
C. Providing bias-awareness training	^
D. Delaying DEI initiatives	- Ka. 0 -
	CAAMIN S
	DIRECTOR
	PC College (MBA)

	· ·		
47	. What is a method to measure the success of DEI programs?	[[3	1 📈
	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?	[_]
	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?	[3]
	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?	[]
	A. Creating inclusive policies		
	B. Offering equal opportunities		
	C. Tokenism or superficial diversity efforts		
	D. Providing hiss training		

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

Date: 27.03.2021

Name of the Student	parysunstr Sai, Kurron	Invigilator Sign	1
Hall Ticket Number	1303 20672003	Student Sign	Sailcus
Course	MBA	Marks	37

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

	•	
1.	What is one of the main responsibilities of HR professionals? A. Overseeing financial audits	[A] K
	B. Recruitment and hiring of employees	
	C. Designing marketing strategies	
	D. Managing IT infrastructure	
2.	What role does HR play in achieving business goals?	
	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 year	rs? [🖒] 🗶
07031	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?	[3]
	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]
٥.	A. Payroll processing	
	B. Recruitment and selection	
	C. Stock market investments	
	D. Employee performance management	
6.	What is the primary purpose of recruitment strategies?	131,
	A. To retain existing employees	
	B. To attract qualified candidates	
	C. To manage employee benefits	0
	D. To improve sales performance	Chulu
		DIRECTOR
	#13 P	- PG College (MBA)
		Aurora's PG College (MBA) Uppal, Hyderabad-500092
		Uppal, Hyder do

7.	Which is an example of an internal recruitment method? A. Job fairs	101
	B. Online job boards	
	C. Promotions or transfers	
	D. Recruitment agencies	
8.	What is a key component of an effective interviewing process	s? [🛕] 💢
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	B. Using structured interview questions	
	C. Avoiding follow-up questions	
	D. Limiting interviews to one minute	
9	What does onboarding aim to achieve?	1 10 1
٥.	A. Employee dismissal	1 13
	B. Smooth integration of new hires	
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10.	A. Organizing annual company meetings	1 2
	B. Conducting performance reviews	
	C. Posting job ads on social media	
	D. Issuing payslips	
11.	What is the main purpose of performance appraisals?	[R] 📈
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12.	Which method is used to set performance goals?	131
	A. Random guessing	
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	C. Conducting social events	
	D. Limiting role responsibilities	9
13.	What is critical when providing employee feedback?	[🔏] 💐
	A. Avoiding any suggestions	
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	D. Delaying feedback for months	
14.	What is an example of a performance issue?	[C]
	A. Positive teamwork	
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	C. Consistent failure to meet deadlines	
	D. Following company guidelines	2
15	What tool is commonly used for performance evaluation?	[🖰] 🤾
	A. Organizational charts	
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	C. 360-degree feedback	
	D. Employee benefits reports	
16	What is the first step in developing a training program?	13 1
	A. Delivering random training content	
	B. Conducting a training needs assessment	
	C. Avoiding discussions with managers	barlan
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		Aurora's PG College (MBA)
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		Aurora's PG Communication Aurora's PG Commun

17. What does succession planning aim to address?	1 Q 1
A. Employee onboarding	1)31
B. Preparing future leaders in the organization	
C. Hiring temporary staff	
D. Conducting recruitment audits	
18. How can training programs be delivered effectively?	[]
A. Through performance dismissals	1
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19. What does career development focus on?	ı Bı 🇸
A. Short-term employee projects	101
B. Employee social events	
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D. Job transfers	
20. Which tool assesses training effectiveness?	IB
A. Payroll data	
B. Post-training evaluations	
C. Job offers	
D. Marketing reports	
21. What determines an organization's pay scale?	[A] «
A. Employee preferences	
B. Random decisions	4
C. Job role, industry standards, and experience	
D. Marketing budgets	
22. Which of these is a common employee benefit?	[8]
A. Shareholder dividends	,,,,
B. Healthcare insurance	
C. Discounted products	
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23. What is the purpose of compensation benchmarking?	$[A] \times$
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C. Reducing salary costs	
D. Delaying employee compensation	
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27	'. What is a key focus of the ADA?	[13]
	A. Managing financial systems	
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28	3. Which body enforces anti-discrimination laws?	VC1
	A. OSHA	
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	D. FTC	
29	. What is a critical component of ethical HR practices?	1 C
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32	2. Which data collection method is widely used in HR?	[A] 💢
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3	5. Which of these enhances employee engagement?	1 13 1
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	C. Reducing feedback mechanisms	
	D. Increasing workload	
36	6. What is a key factor in building a positive workplace culture?	Je 1
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	C. Promoting trust, respect, and inclusion	DIRECTOR
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		Uppal, Hyderabad-500092

37. How does HR handle employee grievances?	[_]
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	Aurora's PG College (MBA)
	Dypal, Hyderabad-500092
	Uppal, Hyderadad 3

47. What is a method to measure the success of DEI programs? A. Reducing communication efforts

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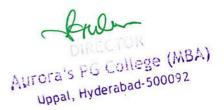
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D. Providing bias training

10

181

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

Date: 27.03.2021

Name of the Student	Ulenhata Pandhui	Invigilator Sign	80
Hall Ticket Number	130320672004	Student Sign	Audu
Course	MRA	Marks	38

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

D. To improve sales performance

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		DIRE	ECTOR		
		1	Callogo	. 0	IRAI

27. What is a key focus of the ADA? A. Managing financial systems		ιB	1	1
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28. Which body enforces anti-discrimination laws?		[(]	
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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?		[A]	X
A. Employee salary payments				
B. Measuring HR performance				
C. Planning recreational events				
D. Job dismissals		0		
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?		2]]	
A. Planning annual leave				
B. Ignoring HR processes				
C. Improving HR practices using data				
D. Reducing staff benefits				.1
34. What is the main goal of conflict resolution in HR?		[13]	X
A. Avoiding communication between parties				
B. Firing employees involved in conflicts				
C. Resolving disputes to maintain a productive environment				
D. Ignoring workplace grievances		. 0		
35. Which of these enhances employee engagement?		[13	I	
A. Lack of recognition				
B. Providing growth opportunities and recognition				
C. Reducing feedback mechanisms				
D. Increasing workload 36. What is a key factor in huilding a positive workplace culture?		rΩ	1	1
36. What is a key factor in building a positive workplace culture? A. High employee turnover		ر ال	1	^
B. Avoiding communication channels				
C. Promoting trust, respect, and inclusion	L.		_	
D. Delayed employee feedback	Hu	TOO		
D. Delayed employee recuback	DIREC	IUK	/11	DAY

37. How does HR handle employee grievances?	[0]
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?	[A]
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?	181 C
A. To complicate processes	
B. To ensure consistency and avoid legal risks	N. Control of the Con
C. To reduce employee engagement	
D. To prioritize random procedures	
42. What does HR use to enforce company policies?	[] [
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?	[&]
A. Ignoring employment laws	1 C 1
B. Immediate employee termination	
C. Clarity, consistency, and legal protection	
D. Increasing workload	
44. What does DEI stand for in HR?	[2]
A. Development, Engagement, and Implementation	1 6 1 7
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	1 C 1
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?	1 ~ 1
A. Promoting workplace homogeneity	
B. Avoiding DEI discussions	
C. Providing bias-awareness training	
D. Delaying DEI initiatives	0
	- Kalles

47. What is a method to measure the success of DEI programs?	[@]
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?	
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?	[R]
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?	[0] /
A. Creating inclusive policies	
B. Offering equal opportunities	
C. Tokenism or superficial diversity efforts	
D. Providing bias training	

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

Date: 27.03.2021

Name of the Student	Leela Sni Sincoln	Invigilator Sign	8
Hall Ticket Number	130320672013	Student Sign	saileda
Course	MBA	Marks	38

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

6. What is the primary purpose of recruitment strategies?

A. To retain existing employeesB. To attract qualified candidatesC. To manage employee benefitsD. To improve sales performance

1.	What is one of the main responsibilities of HR professionals?	[B]	-/
	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?	[B]	~
	A. Reducing salary costs	15	~
	B. Focusing solely on administration		
	C. Technology and globalization		
	D. Avoiding employee engagement		
4.	What is the strategic role of HR in an organization?	[]	
	A. Issuing company policies alone	1.2	
	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?	$[\ \ \]$	
	A. Payroll processing		
	B. Recruitment and selection		
	C. Stock market investments		
	D. Employee performance management		
-		<u>-</u>	

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1.	Which is an example of an internal recruitment method? A. Job fairs	[B]
	B. Online job boards	
	C. Promotions or transfers	
	D. Recruitment agencies	
Ω		
0.	What is a key component of an effective interviewing process?	$[\ \ \]\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ $
	A. Asking only personal questions	
	B. Using structured interview questions	
	C. Avoiding follow-up questions	
0	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	
10	D. Salary negotiations	/
10.	Which of these is a sourcing technique for candidates?	
	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?	$[A] \sim$
	A. Reducing employee work hours	333-383
	B. Assigning tasks randomly	
	C. Evaluating employee performance and setting goals	
40	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?	[. []
	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?	
	A. Organizational charts	
	B. Salary structures	
	C. 360-degree feedback	
40	D. Employee benefits reports	
16.	What is the first step in developing a training program?	1 () 4
	A. Delivering random training content	
	B. Conducting a training needs assessment	
	C. Avoiding discussions with managers	
	D. Selecting unqualified trainers	(MBA)
	Aurora's PG College	(1112.1)
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Uppal, Hyderabad-500092

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	. D
	B. Using only written communication	
	C. Combining theoretical and practical training	
	D. Relying solely on online manuals	*
19.	What does career development focus on?	[.(]/
	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?	[_] /
	A. Employee preferences	
	B. Random decisions	
	C. Job role, industry standards, and experience	
22	D. Marketing budgets	
22.	Which of these is a common employee benefit? A. Shareholder dividends	[A] X
	B. Healthcare insurance	
	C. Discounted products	
	D. Personal loans	
23	What is the purpose of compensation benchmarking?	1 1
20.	A. Ignoring market trends	, B , ,
	B. Comparing pay rates to industry standards	
	C. Reducing salary costs	
	D. Delaying employee compensation	
24.	What is included in a compensation strategy?	$[\ c\] \propto$
	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?	
	A. Federal Management Law Authority	0
	B. Family and Medical Leave Act	Jalin
	C. Federal Medical Leadership Association	DIRECTOR
	D. Financial Management Leave Act	Aurora's PG College (MBA)
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Uppal, Hyderabad-500092

27. What is a key focus of the ADA? A. Managing financial systems B. Protecting employees with disabilities	[] /
C. Promoting high salaries	
D. Avoiding recruitment	
28. Which body enforces anti-discrimination laws?	[]
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	101/
30. What does compliance in HR ensure?	[B]/
A. Ignoring employment laws B. Adherence to legal and ethical standards	
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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	191
B. Providing growth opportunities and recognition	į.
C. Reducing feedback mechanisms	
D. Increasing workload	
36. What is a key factor in building a positive workplace culture?	$[\cdot]$
A. High employee turnover	
B. Avoiding communication channels	
C. Promoting trust, respect, and inclusion	ilu-
D. Delayed employee feedback	CTOR
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37. How does HR handle employee grievances? A. Ignoring complaints	[C]
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	[0]
39. What is the purpose of creating HR policies?	[B]
A. Avoiding employee concerns	
B. Setting clear guidelines for behavior and processesC. Reducing documentation	
D. Enhancing IT systems	
40. Which is an essential step in policy implementation?	[C]
A. Avoiding communication to employees	1 _ 1
B. Reducing compliance tracking	
C. Effectively communicating policies to all employees	
D. Delaying policy rollouts	
41. Why is policy compliance important?	101
A. To complicate processes	13.
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?	[[] ~
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?	[[]
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?	[]
A. Development, Engagement, and Implementation	
B. Department, Education, and Inclusion	
C. Diversity, Equity, and Inclusion	
D. Delegation, Ethics, and Involvement	
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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?	$[\cdot]$
A. Promoting workplace homogeneity	, ,
B. Avoiding DEI discussions	
C. Providing bias-awareness training	
D. Delaying DEI initiatives	R

47. What is a method to measure the success of DEI programs?	[🔁]
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?	[/] /
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?	[7]
A. Creating inclusive policies	
B. Offering equal opportunities	
C. Tokenism or superficial diversity efforts	
D. Providing bias training	



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		de Aurora's PG College (MBA) Uppal, Hyderabad		TIMAL TO F B		
Course Code	CMB106	Certificate Program on Leadership Development	Max Marks:50	Time: 1 Hr		

Date: 03.02.2023 Medavarapu Madhuri Name of the Student **Invigilator Sign** 130322672001 madhur **Hall Ticket Number Student Sign**

MBA Course Marks

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

1. What is leadership primarily focused on?

- 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?
 - a) Transformational theory
 - b) Behavioral theory
 - c) Trait theory
 - d) Situational theory
- 3. Which leadership style involves exchanging rewards for performance?
 - a) Autocratic
 - b) Transformational
 - c) Transactional
 - d) Laissez-Faire
- 4. Who is considered a transformational leader?
 - 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?
 - 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)?
 - a) IQ measurement
 - b) Self-awareness
 - c) Organizational skills
 - d) Charisma

7.	Which self-assessment tool categorizes personality into types like ENTJ or INFP? a) 360-Degree Feedback b) MBTI (Myers-Briggs Type Indicator) c) SWOT Analysis d) Johari Window	[b/
8.	What does 360-Degree Feedback involve? a) Feedback from peers, subordinates, and supervisors b) One-on-one evaluations c) Assessing leadership styles only d) Self-reflection without feedback	[al
9.	Which of these is a key first step in developing a leadership development plan? a) Ignoring weaknesses b) Self-assessment and reflection c) Setting unrealistic goals d) Delegating responsibility	[CIL
10.	Why is emotional intelligence important for leadership? a) To manage budgets effectively b) To reduce accountability c) To understand and manage emotions in oneself and others d) To measure intelligence quotient (IQ)	[c1
11.	What does strategic thinking emphasize? a) Short-term achievements b) Long-term planning and vision c) Avoiding risks d) Quick decisions] -	CIX
12.	The SWOT analysis tool is used to analyze: a) Human resources b) Financial statements c) Strengths, Weaknesses, Opportunities, and Threats d) Organizational policies	1	CA _
13.	Which model supports decision-making in uncertain environments? a) Vroom-Yetton Decision Model b) Hierarchical Model c) Visionary Model d) Feedback Loop	1	0/1
14.	What is a key characteristic of strategic leaders? a) Impulsive decision-making b) Focusing only on operations c) Aligning vision with action d) Avoiding collaboration	[CI
15.	What role do case studies play in strategic leadership learning? a) To focus on irrelevant details b) To provide real-world examples of decision-making c) To emphasize individual goals d) To delay learning	[]	

16	Which leadership style promotes full team participation? a) Autocratic b) Democratic c) Transformational d) Laissez-Faire	161
17.	Adaptive leadership requires: a) Following a single style in all situations b) Avoiding risks c) Adjusting leadership approaches to challenges d) Delegating all responsibility	1010
18.	When is the autocratic leadership style effective? a) In creative brainstorming sessions b) During emergencies or crises c) When encouraging innovation d) In diverse cultural settings	15/
19.	What is the focus of situational leadership? a) Consistency in style b) Adapting leadership style based on team needs c) Avoiding delegation d) Following strict rules	16/
20.	What does laissez-faire leadership encourage? a) Micromanagement b) Autonomy and independence c) Close supervision d) Strict discipline	161
21.	What is a key technique for effective communication? a) Interrupting frequently b) Active listening c) Using jargon excessively d) Ignoring feedback	109
22.	What builds trust and credibility as a leader? a) Avoiding conflict b) Consistency and integrity c) Delegating without guidance d) Micromanaging	ر ط ا
23.	Persuasion relies heavily on: a) Coercion b) Logical arguments and emotional appeal c) Following strict orders d) Avoiding communication	161
24.	Non-verbal communication includes: a) Written emails b) Body language and facial expressions c) Verbal speeches d) Phone calls	ا اطرا

25	 Which of the following is critical for influencing teams? a) Ignoring opinions b) One-way communication c) Building relationships and trust d) Avoiding transparency 	I CX
26	 What drives successful team building? a) Isolated work b) Strict rules c) Clear goals and trust d) Assigning blame 	1910
27	 Motivating teams requires: a) Ignoring achievements b) Solely financial rewards c) Understanding individual and group needs d) Micromanaging tasks 	[4]
28	 Which technique resolves conflicts effectively? a) Avoidance b) Collaboration and communication c) Blame assignment d) Ignoring the issue 	151
29.	What is a characteristic of high-performing teams? a) Lack of communication b) Strong collaboration and accountability c) Individual work focus d) Hierarchical control	[6]
30.	The main principle of team dynamics is: a) Competition over cooperation b) Interdependence and role clarity c) Lack of structure d) Avoiding communication	141
31.	What is a leader's primary role in change management? a) Enforcing compliance only b) Guiding teams through the change process c) Avoiding risks d) Encouraging resistance	1 d1~
32.	Resistance to change can be managed by: a) Ignoring concerns b) Forcing compliance c) Clear communication and involvement d) Delaying implementation	
33.	What fosters a culture of innovation? a) Avoiding risks b) Strict supervision c) Encouraging creativity and new ideas	[C]

d) Sticking to routines

		/
34.	Who introduced the 8-Step Change Model? a) Peter Drucker b) John Kotter	1910
	c) Henry Mintzberg d) Daniel Goleman	
35.	Innovation thrives in organizations where: a) Change is resisted b) Leadership suppresses ideas c) Failure is treated as a learning opportunity d) Hierarchies dominate	121
36.	What is a key consideration when leading cross-cultural teams? a) Strictly enforcing one culture's norms b) Respecting and understanding cultural differences c) Ignoring cultural differences d) Promoting a singular leadership style	1 61
37.	Which of the following best describes global leadership? a) Focusing on local issues only b) Managing teams across various countries and cultures c) Ignoring cultural diversity d) Centralizing all decision-making	151
38.	How can leaders promote diversity and inclusion? a) Avoid addressing differences b) Create an environment where all voices are heard c) Only focus on gender diversity d) Discourage diverse perspectives	161
39.	Which strategy is essential for leading in a global environment? 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	1012
40.	What is the major challenge of leading a global team? a) Ensuring complete agreement at all times b) Overcoming cultural misunderstandings c) Managing local offices independently d) Avoiding digital communication	151
41.	What is ethical leadership focused on? a) Maximizing profits regardless of means b) Acting with integrity and fairness c) Ignoring legal considerations d) Promoting individual achievement over team goals	161
42.	What does Corporate Social Responsibility (CSR) involve? a) Maximizing shareholder returns b) Contributing positively to society and the environment c) Reducing operational costs d) Minimizing legal compliance	[5]

43.	What is a common ethical dilemma faced by leaders? a) Ignoring employee feedback b) Balancing profitability with ethical standards c) Avoiding difficult decisions d) Ensuring maximum control over all decisions	191
44.	Which of these is a principle of ethical leadership? a) Transparency and accountability b) Focusing on personal gain c) Ignoring conflicts of interest d) Avoiding responsibility	101
45.	What is the role of ethical leadership in organizational culture? 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	[0] 0
46.	What is a key emerging trend in leadership? a) Ignoring technology b) Digital leadership c) Focusing on traditional management methods d) Avoiding remote work	[6]
47.	Why is developing long-term leadership skills important? 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	161
48.	What does digital leadership require? a) Focusing only on in-person meetings b) Embracing technology and virtual communication tools c) Relying solely on traditional methods d) Ignoring digital transformation	161
49.	What is a primary challenge for future leaders? 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) Focusing solely on technical expertise b) Flexibility and adaptability c) Ignoring emotional intelligence	16/

d) Rigidly following established practices

follows

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

College code 1303		Ilanal Hudorahad		a U T O T a		
Course Code	CMB106	Certificate Program on Leadership Development	Max Marks:50	Time: 1 Hr		

Date: 03.02.2023

Name of the Student	MOHAMMED LAG PASHA	Invigilator Sign	P
Hall Ticket Number	130322672002	Student Sign	Pula
Course	MBA	Marks	36/41

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

d) Charisma

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2.	Which theory of leadership focuses on specific innate qualities of leaders? a) Transformational theory b) Behavioral theory c) Trait theory d) Situational theory	[C]
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4.	Who is considered a transformational leader? a) Someone who rewards employees regularly b) Someone who micromanages c) Someone who inspires and motivates change d) Someone who avoids conflict	
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6.	What is a key component of Emotional Intelligence (EI)? a) IQ measurement b) Self-awareness c) Organizational skills	1

7.	Which self-assessment tool categorizes personality into types like ENTJ or INFP? a) 360-Degree Feedback b) MBTI (Myers-Briggs Type Indicator) c) SWOT Analysis d) Johari Window
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c) Delegating without guidance

d) Micromanaging

23. Persuasion relies heavily on:

a) Coercion

b) Logical arguments and emotional appeal

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a) Written emails

b) Body language and facial expressions

c) Verbal speeches

d) Phone calls

	Which of the following is critical for influencing teams? a) Ignoring opinions b) One-way communication c) Building relationships and trust d) Avoiding transparency What drives successful team building?	
	a) Isolated work b) Strict rules c) Clear goals and trust d) Assigning blame	
	Motivating teams requires: a) Ignoring achievements b) Solely financial rewards c) Understanding individual and group needs d) Micromanaging tasks	
	Which technique resolves conflicts effectively? a) Avoidance b) Collaboration and communication c) Blame assignment d) Ignoring the issue	1 6 1
29.	What is a characteristic of high-performing teams? a) Lack of communication b) Strong collaboration and accountability c) Individual work focus d) Hierarchical control	161
30.	The main principle of team dynamics is: a) Competition over cooperation b) Interdependence and role clarity c) Lack of structure d) Avoiding communication	161
31.	What is a leader's primary role in change management? 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: a) Ignoring concerns b) Forcing compliance c) Clear communication and involvement d) Delaying implementation	161
33.	What fosters a culture of innovation? a) Avoiding risks b) Strict supervision c) Encouraging creativity and new ideas d) Sticking to routines	101

34. Who introduced the 8-Step Change Model? a) Peter Drucker b) John Kotter c) Henry Mintzberg d) Daniel Goleman 35. Innovation thrives in organizations where: 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) 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? 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? 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? 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? 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? 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? a) Maximizing shareholder returns b) Contributing positively to society and the environment c) Reducing operational costs

d) Minimizing legal compliance

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c) Delegating all tasksd) Avoiding risks

50. Which of these is an essential skill for future leaders?
a) Focusing solely on technical expertise

b) Flexibility and adaptability

c) Ignoring emotional intelligence

d) Rigidly following established practices

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	CMB106	Certificate Program on Leadership Development	Max Marks:50	Time: 1 Hr

Date: 03.02.2023

		Date . 03.02.2	023
Name of the Student	KASHAMALLA PAVAN	Invigilator Sign	P
Hall Ticket Number	13032267 2003	Student Sign	Pantan
Course	MB-A	Marks	38 A

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

- 1. What is leadership primarily focused on?
 - 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?
 - a) Transformational theory
 - b) Behavioral theory
 - c) Trait theory
 - d) Situational theory
- 3. Which leadership style involves exchanging rewards for performance?
 - a) Autocratic
 - b) Transformational
 - c) Transactional
 - d) Laissez-Faire
- 4. Who is considered a transformational leader?
 - 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?
 - 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)?
 - a) IQ measurement
 - b) Self-awareness
 - c) Organizational skills
 - d) Charisma

161

101

65

let

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[6]

DIRECTOR

8. What does 360-Degree Feedback involve? 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? a) Ignoring weaknesses b) Self-assessment and reflection c) Setting unrealistic goals d) Delegating responsibility 10. Why is emotional intelligence important for leadership? a) To manage budgets effectively 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? 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: 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) Vroom-Yetton Decision Model b) Hierarchical Model c) Visionary Model d) Feedback Loop 14. What is a key characteristic of strategic leaders? 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? a) To focus on irrelevant details b) To provide real-world examples of decision-making c) To emphasize individual goals d) To delay learning	7.	Which self-assessment tool categorizes personality into types like ENTJ or INFP? a) 360-Degree Feedback b) MBTI (Myers-Briggs Type Indicator) c) SWOT Analysis d) Johari Window	161
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	15.	a) To focus on irrelevant detailsb) To provide real-world examples of decision-makingc) To emphasize individual goals	151

d) Laissez-Faire	
17. Adaptive leadership requires: a) Following a single style in all situations b) Avoiding risks c) Adjusting leadership approaches to challenges	2
d) Delegating all responsibility 18. When is the autocratic leadership style effective? a) In creative brainstorming sessions b) During emergencies or crises c) When encouraging innovation d) In diverse cultural settings	2
19. What is the focus of situational leadership? a) Consistency in style b) Adapting leadership style based on team needs c) Avoiding delegation d) Following strict rules	×1
20. What does laissez-faire leadership encourage? a) Micromanagement b) Autonomy and independence c) Close supervision d) Strict discipline	1
21. What is a key technique for effective communication? a) Interrupting frequently b) Active listening c) Using jargon excessively d) Ignoring feedback	
22. What builds trust and credibility as a leader? a) Avoiding conflict b) Consistency and integrity c) Delegating without guidance d) Micromanaging)
23. Persuasion relies heavily on: a) Coercion b) Logical arguments and emotional appeal c) Following strict orders d) Avoiding communication	1
24. Non-verbal communication includes: a) Written emails b) Body language and facial expressions c) Verbal speeches d) Phone calls	o 1

25.	Which of the following is critical for influencing teams? a) Ignoring opinions b) One-way communication c) Building relationships and trust d) Avoiding transparency	[]
26.	What drives successful team building? a) Isolated work b) Strict rules c) Clear goals and trust d) Assigning blame	
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29.	What is a characteristic of high-performing teams? a) Lack of communication b) Strong collaboration and accountability c) Individual work focus d) Hierarchical control	161
30.	The main principle of team dynamics is: a) Competition over cooperation b) Interdependence and role clarity c) Lack of structure d) Avoiding communication	1,61
31.	What is a leader's primary role in change management? a) Enforcing compliance only b) Guiding teams through the change process c) Avoiding risks d) Encouraging resistance	151
32.	Resistance to change can be managed by: a) Ignoring concerns b) Forcing compliance c) Clear communication and involvement d) Delaying implementation	101
33.	What fosters a culture of innovation? a) Avoiding risks b) Strict supervision c) Encouraging creativity and new ideas d) Sticking to routines	

34.	Who introduced the 8-Step Change Model? a) Peter Drucker b) John Kotter c) Henry Mintzberg d) Daniel Goleman	
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37.	Which of the following best describes global leadership? a) Focusing on local issues only b) Managing teams across various countries and cultures c) Ignoring cultural diversity d) Centralizing all decision-making	[6]
38.	How can leaders promote diversity and inclusion? a) Avoid addressing differences b) Create an environment where all voices are heard c) Only focus on gender diversity d) Discourage diverse perspectives	161
39.	Which strategy is essential for leading in a global environment? 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? a) Ensuring complete agreement at all times b) Overcoming cultural misunderstandings c) Managing local offices independently d) Avoiding digital communication	161
41.	What is ethical leadership focused on? 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? a) Maximizing shareholder returns b) Contributing positively to society and the environment c) Reducing operational costs d) Minimizing legal compliance	1

43. What is a common ethical dilemma faced by leaders? 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) 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) 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? 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? 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) Managing only local teams b) Adapting to fast-paced technological and societal changes c) Delegating all tasks

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50. Which of these is an essential skill for future leaders?

a) Focusing solely on technical expertise

d) Rigidly following established practices

b) Flexibility and adaptabilityc) Ignoring emotional intelligence

1

College 130	E	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	CMB106	Certificate Program on Leadership Development	Max Marks:50	Time: 1 Hr

Name of the Student S: Nobert. Invigilator Sign

Hall Ticket Number 130322672004 Student Sign

Course MRA Marks 37

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

- 1. What is leadership primarily focused on?
 - a) Controlling people
 - b) Influencing and guiding individuals or groups
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 - d) Following orders
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 - b) Behavioral theory
 - c) Trait theory
 - d) Situational theory
- 3. Which leadership style involves exchanging rewards for performance?
 - a) Autocratic
 - b) Transformational
 - c) Transactional
 - d) Laissez-Faire
- 4. Who is considered a transformational leader?
 - 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?
 - 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)?
 - a) IQ measurement
 - b) Self-awareness
 - c) Organizational skills
 - d) Charisma

follow

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

6

7.	Which self-assessment tool categorizes personality into types like ENTJ or INFP? a) 360-Degree Feedback b) MBTI (Myers-Briggs Type Indicator) c) SWOT Analysis	171
8.	d) Johari Window What does 360-Degree Feedback involve? a) Feedback from peers, subordinates, and supervisors b) One-on-one evaluations c) Assessing leadership styles only d) Self-reflection without feedback	101
9.	Which of these is a key first step in developing a leadership development plan? a) Ignoring weaknesses b) Self-assessment and reflection c) Setting unrealistic goals d) Delegating responsibility	1 21
10.	Why is emotional intelligence important for leadership? a) To manage budgets effectively b) To reduce accountability c) To understand and manage emotions in oneself and others d) To measure intelligence quotient (IQ)	1 d 1x
11.	What does strategic thinking emphasize? 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: a) Human resources b) Financial statements c) Strengths, Weaknesses, Opportunities, and Threats d) Organizational policies	[0]
13.	Which model supports decision-making in uncertain environments? a) Vroom-Yetton Decision Model b) Hierarchical Model c) Visionary Model d) Feedback Loop	[0/1
14.	What is a key characteristic of strategic leaders? a) Impulsive decision-making b) Focusing only on operations c) Aligning vision with action d) Avoiding collaboration	1 0/1
15.	What role do case studies play in strategic leadership learning? a) To focus on irrelevant details b) To provide real-world examples of decision-making c) To emphasize individual goals d) To delay learning	[K]

16.	Which leadership style promotes full team participation? a) Autocratic b) Democratic c) Transformational d) Laissez-Faire	[1
17.	Adaptive leadership requires: a) Following a single style in all situations b) Avoiding risks c) Adjusting leadership approaches to challenges	[]
18.	d) Delegating all responsibility When is the autocratic leadership style effective? a) In creative brainstorming sessions b) During emergencies or crises c) When encouraging innovation d) In diverse cultural settings	1 1/2
19.	What is the focus of situational leadership? a) Consistency in style b) Adapting leadership style based on team needs c) Avoiding delegation d) Following strict rules	1 6/1
20.	What does laissez-faire leadership encourage? a) Micromanagement b) Autonomy and independence c) Close supervision d) Strict discipline	
21.	What is a key technique for effective communication? a) Interrupting frequently b) Active listening c) Using jargon excessively d) Ignoring feedback	1 / 1
22.	What builds trust and credibility as a leader? a) Avoiding conflict b) Consistency and integrity c) Delegating without guidance d) Micromanaging	(b/1
23.	Persuasion relies heavily on: a) Coercion b) Logical arguments and emotional appeal c) Following strict orders d) Avoiding communication	1 1/1
24.	Non-verbal communication includes: a) Written emails b) Body language and facial expressions c) Verbal speeches d) Phone calls	

DIRECTOR

25	5. Which of the following is critical for influencing teams?	[💢]
	a) Ignoring opinions	7
	b) One-way communication c) Building relationships and trust	
	d) Avoiding transparency	
20	1 151 1 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2	
26	5. What drives successful team building?	[()
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	c) Clear goals and trust d) Assigning blame	
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20		- 1
29	What is a characteristic of high-performing teams? a) Lack of communication	
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	c) Lack of structure	
	d) Avoiding communication	
31	. What is a leader's primary role in change management?	(b)
	a) Enforcing compliance only	1 1/0
	b) Guiding teams through the change process	
	c) Avoiding risks	
	d) Encouraging resistance	. /
32	Resistance to change can be managed by:	1×1
	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	0
	b) Strict supervision	
	c) Encouraging creativity and new ideas	
	d) Sticking to routines	

34	. Who introduced the 8-Step Change Model? a) Peter Drucker b) John Kotter c) Henry Mintzberg d) Daniel Goleman	
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36	What is a key consideration when leading cross-cultural teams? a) Strictly enforcing one culture's norms b) Respecting and understanding cultural differences c) Ignoring cultural differences d) Promoting a singular leadership style	1 / 1
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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	CMB106	Certificate Program on Leadership Development	Max Marks:50	Time: 1 Hr

Date: 03.02.2023

		Dutc : 03.02.2023		
Name of the Student	vishwandham chaudra shaker	Invigilator Sign	0	
Hall Ticket Number	130322672005	Student Sign	V.Q	
Course	MBA	Marks	36	

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

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

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c) When encouraging innovationd) In diverse cultural settings	
19. What is the focus of situational leadership? a) Consistency in style	161
b) Adapting leadership style based on team needsc) Avoiding delegationd) Following strict rules	
 20. What does laissez-faire leadership encourage? a) Micromanagement b) Autonomy and independence c) Close supervision d) Strict discipline 	[9]
21. What is a key technique for effective communication?	161
a) Interrupting frequently b) Active listening c) Using jargon excessively d) Ignoring feedback	
 22. What builds trust and credibility as a leader? a) Avoiding conflict b) Consistency and integrity c) Delegating without guidance d) Micromanaging 	[0]
23. Persuasion relies heavily on:	161
a) Coercion b) Logical arguments and emotional appeal c) Following strict orders d) Avoiding communication	
d) Avoiding communication 24. Non-verbal communication includes:	r h
a) Written emailsb) Body language and facial expressionsc) Verbal speeches	

d) Phone calls

	25.	Which of the following is critical for influencing teams? a) Ignoring opinions	101
		b) One-way communicationc) Building relationships and trustd) Avoiding transparency	
	26.	What drives successful team building? a) Isolated work b) Strict rules	101
		c) Clear goals and trust d) Assigning blame	
	27.	Motivating teams requires: a) Ignoring achievements b) Solely financial rewards c) Understanding individual and group needs	[C]
	28.	d) Micromanaging tasks Which technique resolves conflicts effectively?	[d] V
		a) Avoidance b) Collaboration and communication c) Blame assignment d) Ignoring the issue	
	29.	What is a characteristic of high-performing teams? a) Lack of communication	1 01
		b) Strong collaboration and accountability c) Individual work focus d) Hierarchical control	
	30.	The main principle of team dynamics is: a) Competition over cooperation b) Interdependence and role clarity	161
		c) Lack of structure d) Avoiding communication	
,	31.	What is a leader's primary role in change management? a) Enforcing compliance only b) Guiding teams through the change process c) Avoiding risks	rd 1 X
	32.	d) Encouraging resistance Resistance to change can be managed by:	101
		a) Ignoring concerns b) Forcing compliance c) Clear communication and involvement d) Delaying implementation	
	33.	What fosters a culture of innovation? a) Avoiding risks	101
		b) Strict supervision c) Encouraging creativity and new ideas	

d) Sticking to routines

34.	Who introduced the 8-Step Change Model? a) Peter Drucker b) John Kotter c) Henry Mintzberg d) Daniel Goleman	1,61
35.	Innovation thrives in organizations where: a) Change is resisted b) Leadership suppresses ideas c) Failure is treated as a learning opportunity d) Hierarchies dominate	[C] (
36.	What is a key consideration when leading cross-cultural teams? a) Strictly enforcing one culture's norms b) Respecting and understanding cultural differences c) Ignoring cultural differences d) Promoting a singular leadership style	1910
37.	Which of the following best describes global leadership? a) Focusing on local issues only b) Managing teams across various countries and cultures c) Ignoring cultural diversity d) Centralizing all decision-making	1 4 1
38.	How can leaders promote diversity and inclusion? a) Avoid addressing differences b) Create an environment where all voices are heard c) Only focus on gender diversity d) Discourage diverse perspectives	161
39.	Which strategy is essential for leading in a global environment? 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	161
40.	What is the major challenge of leading a global team? a) Ensuring complete agreement at all times b) Overcoming cultural misunderstandings c) Managing local offices independently d) Avoiding digital communication	1 6 1
41.	What is ethical leadership focused on? a) Maximizing profits regardless of means b) Acting with integrity and fairness c) Ignoring legal considerations d) Promoting individual achievement over team goals	1 d 1 x
42.	What does Corporate Social Responsibility (CSR) involve? a) Maximizing shareholder returns b) Contributing positively to society and the environment c) Reducing operational costs d) Minimizing legal compliance	161

		100
43.	What is a common ethical dilemma faced by leaders? a) Ignoring employee feedback	1 61
	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?	[0]
	a) Transparency and accountability	. 0(.)
	b) Focusing on personal gain	
	c) Ignoring conflicts of interest	
15	d) Avoiding responsibility	1 C 1 A
45.	What is the role of ethical leadership in organizational culture? a) To prioritize profits over all else	1914
	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?	[[0]
	a) Ignoring technology b) Digital leadership	
	c) Focusing on traditional management methods	
	d) Avoiding remote work	1
47.	Why is developing long-term leadership skills important?	161
	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?	161
	a) Focusing only on in-person meetings	
	b) Embracing technology and virtual communication toolsc) Relying solely on traditional methods	
	d) Ignoring digital transformation	
49.	What is a primary challenge for future leaders?	161
	a) Managing only local teams	. 0
	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?	1010
	a) Focusing solely on technical expertise	[0]]
	b) Flexibility and adaptability	
	c) Ignoring emotional intelligence	
	d) Rigidly following established practices	

Gulur

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



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

Name of the Student B. Amarnath goud Invigilator Sign Invigilator Sign Marks

The student Sign Invigilator S

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

	•			
1.	What is the primary focus of digital leadership? a) Managing technical teams]	B 1	
	b) Utilizing digital tools and technologies to leadc) Creating digital products			
	d) Designing digital marketing strategies			
2.	Which of the following is an essential characteristic of a digital leader? a) Ability to control resources	[B 1	X
	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 1	
	a) Leadership styles and decision-making			
	b) Budget allocation			
	c) Employee salaries			
	d) Physical office spaces	_	^ .	
4.		l	<u>C</u>]	
	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	r	<u> </u>	1
5.	What is digital transformation primarily concerned with?	ı	CI	17
	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			
_	and the state of the state of a company that underwent			
6.	successful digital transformation?	[C]	
	b) Blockbuster (MBA)			
	c) Netflix			
	a) Kodak b) Blockbuster c) Netflix d) Sears Aurora's PG College (MBA) uppal, Hyderabad-500092			
	Lippal, Hyder			
	· ·			

7.	What role does technology play in digital transformation? 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	I	<u>_1</u>	
8.	Which of these is a key element of successful digital transformation? 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	I	D 1	
9.	Which skill is considered core for digital leaders? a) Public speaking b) Emotional intelligence c) Coding proficiency d) Financial analysis	1	D1	0
10.	How can digital leaders develop a digital mindset? 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]	C I	
11.	d) By avoiding digital tools and platforms What is the most important strategy for continuous learning in digital leadership? a) Ignoring new technological trends b) Participating in regular training and workshops c) Focusing on a single technology at all times	1	B 1	
12.	d) Avoiding change and maintaining a static skill set Which competency is important for a digital leader to build? a) Analytical thinking b) Technical development c) Communication in traditional formats d) Reactive leadership	1	▲]	
13.	Which of the following is an example of a digital collaboration tool? a) Microsoft Teams b) Google Calendar c) Excel spreadsheets d) Word processing software	1	<u>C</u> 1	X
14.	What is the primary benefit of using data analytics in leadership? 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	1	B 1	
15.	Which of the following is a key practice when integrating digital tools into leadership? 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	I	CI	

16.	Which of these digital tools is used for project management? a) Slack	[<u>_1</u>	
	b) Zoom c) Asana d) QuickBooks			
17.	Which of the following can be used to enhance decision-making in a digital world? a) Data and analytics b) Relying on intuition alone c) Manual processes and documentation]	B 1	4
18.	d) Ignoring trends and consumer feedback How can digital strategies provide a competitive advantage? 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]	6 1	
19.	In the context of decision-making, what does "data-driven" mean? 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	[BI	
20.	Which of the following is an example of a data-driven decision? 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	[A I	
21.	What is one major challenge for leaders during digital disruption? a) Making all decisions manually b) Managing employee resistance to change c) Maintaining traditional business structures d) Ignoring technology advancements	[81	
22.	Which strategy can foster innovation in an organization? a) Strictly following old processes b) Encouraging risk-taking and experimentation c) Limiting employee feedback d) Rejecting new ideas from employees	[BI	
23.	How can leaders overcome resistance to change? 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]	B 1	
24.	What is a key component of building a culture of innovation? a) Discouraging new ideas b) Providing a safe space for failure and learning c) Maintaining rigid policies and procedures]	B1	
	d) Ignoring feedback from teams April 10 (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092			

				1
25.	Which of the following is crucial for effective digital communication? a) Ignoring feedback	[AI	0
	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?	г	C 1	
20.	a) Google Sheets	ı		
	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?	r	0 1	
20.	a) Isolation from team members	[131	
	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?	r	A-I	1
	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?	[BI	
	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			
22	What is a major emerging trend in digital technology?	г	~ 1	
55.	a) The rise of manual processes	L	R,	
	b) Automation and artificial intelligence			
	c) The decline of mobile technologies			
	d) The return of traditional office work			

34.	How should digital leaders prepare for cybersecurity challenges? a) By ignoring new threats b) By investing in cybersecurity measures and training	I	B]	
	c) By restricting all technology usage d) By focusing only on data privacy			
35.	What challenge does AI present to digital leadership? 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	1	C J	
36.	How should digital leaders prepare for the future? 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	1	Cj	
37.	What is the goal of a capstone project in digital leadership? 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	[A1	4
38.	What is one key aspect of reflecting on future trends in digital leadership? a) Limiting digital tools to traditional methods b) Understanding how emerging technologies will impact organizations c) Avoiding change altogether d) Discarding digital leadership strategies	1	B 1	
39.	How can digital leaders benefit from ongoing career opportunities? 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	[/	31	
40.	What should a digital leadership strategy consider? a) Only traditional leadership methods b) The integration of technology and business goals c) Ignoring data and analytics d) Maintaining old structures without change	[B 1	_
41.	What is a key aspect of digital leadership? 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	1	Вј	
42.	Which of these is a potential challenge for digital leaders? a) Managing data overload b) Reducing employee engagement c) Avoiding new technologies d) Focusing on physical office spaces only	[6) 1	L

43.	Digital leaders must balance which of the following? 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]	B 1	
44.	What is the relationship between digital transformation and business growth? 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		81	
45.	Which technology is most commonly associated with digital transformation? a) Cloud computing b) Fax machines c) Landline phones d) Paper-based documentation	[P 1	
46.	Which industry has experienced significant digital transformation in recent Years? a) Retail b) Agriculture c) Mining d) Shipping	[Al	/
47.	Which of the following is crucial for digital leaders to develop? 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]	A 1	1
48.	Which mindset should digital leaders adopt to adapt to changing technologies? a) Fixed mindset b) Digital mindset c) Traditional mindset d) Narrow mindset	1	A 1	4
49.	To stay competitive in the digital age, leaders must focus on which of the following? a) Continuously updating technology skills b) Keeping their leadership style static c) Minimizing use of digital platforms d) Relying on old, proven techniques	1	AI	
50.	Which digital tool is typically used for social media management? a) Slack b) Hootsuite c) Microsoft Teams d) Asana	1	BI	

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad		a u ro ra TEMPLE STANDA				
Course Code	CMB103	Certificate Program on Leadership Digital Age	Max Marks:50	0 Time: 1 Hr				

Name of the Student DIANA, PARRCHHA Invigilator Sign Burks

Hall Ticket Number 1303196 72011 Student Sign Parks

Course MBA Marks 38My

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

1.	What is the primary focus of digital leadership? a) Managing technical teams b) Utilizing digital tools and technologies to lead c) Creating digital products	[31	
2.	d) Designing digital marketing strategies Which of the following is an essential characteristic of a digital leader? a) Ability to control resources b) High technical expertise in coding c) Adaptability and continuous learning d) Resistance to change	[<u>_1</u>	
3.	•	[A 1	
4.	Which of the following is crucial for a digital leader in the 21st century? 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	[1	~
5.	What is digital transformation primarily concerned with? 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]	B 1	
6.	Which of the following is an example of a company that underwent successful digital transformation? a) Kodak b) Blockbuster c) Netflix d) Sears Aurora's PG College (MBA) Aurora's PG College (MBA) Aurora's PG College (MBA)	(,)	دا ک	

7.	What role does technology play in digital transformation? 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]	A 1	
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10.	How can digital leaders develop a digital mindset? 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]	C 1	√
11.	What is the most important strategy for continuous learning in digital leadership? 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	[D 1	~
12.	Which competency is important for a digital leader to build? a) Analytical thinking b) Technical development c) Communication in traditional formats d) Reactive leadership	[A]	\/
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17.	Which of the following can be used to enhance decision-making in a digital world? a) Data and analytics b) Relying on intuition alone c) Manual processes and documentation d) Ignoring trends and consumer feedback	(Ne]	A]	*
18.	How can digital strategies provide a competitive advantage? a) By copying competitors' methods]	B 1	$\sqrt{}$
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20.	d) Ignoring customer feedback and preferences Which of the following is an example of a data-driven decision?		[B 1	\sim
	a) Using historical sales trends to forecast future product demandb) Making a decision based on personal opinionsc) Asking employees for their subjective views on the companyd) Relying solely on gut feeling		27.0	-	
21.	What is one major challenge for leaders during digital disruption? a) Making all decisions manually b) Managing employee resistance to change c) Maintaining traditional business structures d) Ignoring technology advancements]	(G)	· /
22.	Which strategy can foster innovation in an organization? a) Strictly following old processes b) Encouraging risk-taking and experimentation c) Limiting employee feedback d) Rejecting new ideas from employees]	₿ 1	V /
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24.	What is a key component of building a culture of innovation? a) Discouraging new ideas b) Providing a safe space for failure and learning c) Maintaining rigid policies and procedures d) Ignoring feedback from teams		[\mathcal{B} 1	\checkmark
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Uppal, Hyderabad-500092

			/
25.	Which of the following is crucial for effective digital communication? a) Ignoring feedback b) Clarity, transparency, and regular updates	[B] V	
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33.	What is a major emerging trend in digital technology? a) The rise of manual processes b) Automation and artificial intelligence c) The decline of mobile technologies		
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	44.	What is the relationship between digital transformation and business growth 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] ?	B]	
	45.	Which technology is most commonly associated with digital transformation? a) Cloud computing b) Fax machines c) Landline phones d) Paper-based documentation	[A]	\checkmark
	46.	Which industry has experienced significant digital transformation in recent Years? a) Retail b) Agriculture c) Mining d) Shipping]	B]	
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	48.	Which mindset should digital leaders adopt to adapt to changing technologies? a) Fixed mindset b) Digital mindset c) Traditional mindset d) Narrow mindset	[~	A	1	~
•		To stay competitive in the digital age, leaders must focus on which of the following? a) Continuously updating technology skills b) Keeping their leadership style static c) Minimizing use of digital platforms d) Relying on old, proven techniques	1	A]	
		Which digital tool is typically used for social media management? a) Slack b) Hootsuite c) Microsoft Teams d) Asana	[A]	~

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

Name of the Student Shark Saidulu Invigilator Sign Burth
Hall Ticket Number 1303 19672012 Student Sign Baidhar

Course M BA Marks 544

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

	*		
1.	What is the primary focus of digital leadership? a) Managing technical teams b) Utilizing digital tools and technologies to lead c) Creating digital products d) Designing digital marketing strategies	[811
2.	Which of the following is an essential characteristic of a digital leader? a) Ability to control resources b) High technical expertise in coding c) Adaptability and continuous learning d) Resistance to change]	C1 -
3.	What has digital transformation impacted the most in leadership roles? a) Leadership styles and decision-making b) Budget allocation c) Employee salaries d) Physical office spaces	[BIZ
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6.	Which of the following is an example of a company that underwent successful digital transformation? a) Kodak b) Blockbuster c) Netflix d) Sears Aur ora's PG College (MB) Aur ora's PG College (MB) Uppal, Hyderabad-500092] (4	AI <

7.	What role does technology play in digital transformation? a) It replaces human decision-making b) It automates all tasks within an organization c) It drives organizational change and enables new business models	[C]
8.	d) It reduces the need for collaboration Which of these is a key element of successful digital transformation? 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 and a reduced to the strategy	[(]
9.	d) Aligning technology with business goals and culture Which skill is considered core for digital leaders? a) Public speaking b) Emotional intelligence c) Coding proficiency d) Financial analysis	[D]
10.	How can digital leaders develop a digital mindset? 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	IA IX
11.	What is the most important strategy for continuous learning in digital leadership? 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	[98]
12.	Which competency is important for a digital leader to build? a) Analytical thinking b) Technical development c) Communication in traditional formats d) Reactive leadership	[A]
13.	Which of the following is an example of a digital collaboration tool? a) Microsoft Teams b) Google Calendar c) Excel spreadsheets d) Word processing software	1B1~
14.	What is the primary benefit of using data analytics in leadership? 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	[B]
	Which of the following is a key practice when integrating digital tools into leadership? 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 Aurora's PG Coilege (MB Uppal, Hyderabad-500092)	[C] (A)

16.	Which of these digital tools is used for project management? a) Slack		ı Dı <
	b) Zoom c) Asana		
17	d) QuickBooks Which of the following and because the		
17.	Which of the following can be used to enhance decision-making in a digital world? a) Data and analytics b) Relying on intuition alone c) Manual processes and documentation	ei ei	[A]
10	d) Ignoring trends and consumer feedback		
10.	How can digital strategies provide a competitive advantage? 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	I	A >
19.	In the context of decision-making, what does "data-driven" mean?	[BI
	 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?	[Al
	a) Using historical sales trends to forecast future product demandb) Making a decision based on personal opinionsc) Asking employees for their subjective views on the companyd) Relying solely on gut feeling		
21.	What is one major challenge for leaders during digital disruption?	[B 1
	a) Making all decisions manuallyb) Managing employee resistance to changec) Maintaining traditional business structures		
	d) Ignoring technology advancements		- 2
22.	Which strategy can foster innovation in an organization? a) Strictly following old processes b) Encouraging risk-taking and experimentation c) Limiting employee feedback]	B1
22	d) Rejecting new ideas from employees		
23.	How can leaders overcome resistance to change? 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]	BI
	What is a key component of building a culture of innovation? a) Discouraging new ideas b) Providing a safe space for failure and learning c) Maintaining rigid policies and procedures		BIL
	d) Ignoring feedback from teams Aurora's PG College (M) Aurora's PG college (M)	BA)	
	Aurora's PG College (M.) Aurora's PG College (M.) Uppal, Hyderabad-50009		
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2	 Which of the following is crucial for effective digital communication? a) Ignoring feedback b) Clarity, transparency, and regular updates c) Using only emails for communication 	(A) <
20	d) Focusing only on face-to-face meetings 6. Which digital tool is most commonly used for virtual meetings? a) Google Sheets b) Slack c) Zoom d) Trello	1 (1)
27	7. What is a key benefit of remote and hybrid teams? a) Lack of communication b) Flexibility in work arrangements c) Reduced productivity d) Increased office space requirements	[B]
28	 Which of the following is essential for successful virtual collaboration? a) Isolation from team members b) Use of clear communication tools c) Limited access to digital platforms d) Fewer meetings 	[B]
29	 Which of the following is an ethical concern in digital leadership? a) Employee data privacy b) Ignoring business performance c) Focusing solely on profit d) Limiting technology use 	[A]
30	 What is digital governance focused on? 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 	[B]
31	 Which action can help ensure responsible digital governance? a) Avoiding audits of digital platforms b) Implementing strict data security policies c) Limiting access to digital platforms d) Ignoring regulatory standards 	[B]
32.	Which of the following is a key issue in digital ethics? 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	1 C 1 <
33.	What is a major emerging trend in digital technology? a) The rise of manual processes b) Automation and artificial intelligence c) The decline of mobile technologies d) The return of traditional office work	[B]

34	 How should digital leaders prepare for cybersecurity challenges? 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 	[B]
35.	What challenge does AI present to digital leadership? 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? 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	1 (1)
37.	What is the goal of a capstone project in digital leadership? 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	[A]~
38.	What is one key aspect of reflecting on future trends in digital leadership? a) Limiting digital tools to traditional methods b) Understanding how emerging technologies will impact organizations c) Avoiding change altogether d) Discarding digital leadership strategies	[B]
39.	How can digital leaders benefit from ongoing career opportunities? 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	[B]
40.	What should a digital leadership strategy consider? a) Only traditional leadership methods b) The integration of technology and business goals c) Ignoring data and analytics d) Maintaining old structures without change	[A] ~
41.	What is a key aspect of digital leadership? 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	[B] L
42.	Which of these is a potential challenge for digital leaders? a) Managing data overload b) Reducing employee engagement c) Avoiding new technologies d) Focusing on physical office spaces only	[A]

43.	Digital leaders must balance which of the following? 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]	В]		
44.	What is the relationship between digital transformation and business growth? 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] ?	B]	_	
45.	Which technology is most commonly associated with digital transformation? a) Cloud computing b) Fax machines c) Landline phones d) Paper-based documentation]	B]	~	
	Which industry has experienced significant digital transformation in recent Years? a) Retail b) Agriculture c) Mining d) Shipping	[A	1	_	
47.	Which of the following is crucial for digital leaders to develop? 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	[A]		
48.	Which mindset should digital leaders adopt to adapt to changing technologies? a) Fixed mindset b) Digital mindset c) Traditional mindset d) Narrow mindset	1	P]	L	1 1
	To stay competitive in the digital age, leaders must focus on which of the following? a) Continuously updating technology skills b) Keeping their leadership style static c) Minimizing use of digital platforms d) Relying on old, proven techniques	I	A]	_	
50.	Which digital tool is typically used for social media management? a) Slack b) Hootsuite c) Microsoft Teams d) Asana]	A]	~	<

College co		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro ra	
Course Code	CMB103	Certificate Program on Leadership Digital Age	Max Marks:50	Time: 1 Hr

A		Date : 23.11.2019		
Name of the Student	N. Abhila	Invigilator Sign	pent	
Hall Ticket Number	130319672013	Student Sign	Alhih	
Course	MBA	Marks	37	

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

1.	What is the primary focus of digital leadership? a) Managing technical teams b) Utilizing digital tools and technologies to lead c) Creating digital products d) Designing digital marketing strategies	I	b	1	
2.	Which of the following is an essential characteristic of a digital leader? a) Ability to control resources b) High technical expertise in coding c) Adaptability and continuous learning d) Resistance to change]	a]	~
3.	What has digital transformation impacted the most in leadership roles? a) Leadership styles and decision-making b) Budget allocation c) Employee salaries d) Physical office spaces	[a	1	
4.	Which of the following is crucial for a digital leader in the 21st century? 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	[C]	
5.	What is digital transformation primarily concerned with? 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	I	b]	
5.	Which of the following is an example of a company that underwent successful digital transformation? a) Kodak b) Blockbuster c) Netflix d) Sears Aurora's PG College (MBA) Aurora's PG College (MBA)		a]	~

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	w.		
16.	Which of these digital tools is used for project management? a) Slack		[C] V
	b) Zoom c) Asana		
	d) QuickBooks		
17.	Which of the following can be used to enhance decision-making in a digital world?		1219
	a) Data and analyticsb) Relying on intuition alone		
	c) Manual processes and documentation		1
	d) Ignoring trends and consumer feedback		
18.	How can digital strategies provide a competitive advantage? a) By copying competitors' methods		161
	b) By leveraging technology for faster and more efficient operationsc) By maintaining traditional business practicesd) By limiting technological integration		1
19.	In the context of decision-making, what does "data-driven" mean? a) Making decisions based solely on intuition		161
	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) Using historical sales trends to forecast future product demand		. 41 -
	b) Making a decision based on personal opinions		
	c) Asking employees for their subjective views on the companyd) Relying solely on gut feeling		
21.	What is one major challenge for leaders during digital disruption?		161/
	a) Making all decisions manually		. ~ 7
	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?		1 6 1
	a) By making abrupt changes without any communication		[6]
	b) By clearly communicating the benefits and vision of the change		
	c) By focusing only on short-term gains		
24	d) By avoiding discussions about the change process What is a key component of building a culture of innovation?		
∠→.	a) Discouraging new ideas	*	1 0 1
	b) Providing a safe space for failure and learning		
	c) Maintaining rigid policies and procedures		
	d) Ignoring feedback from teams		

Aurora's PG College (MBA)

Aurora's PG College (MBA)

Uppal, Hyderabad-500092

2	 Which of the following is crucial for effective digital communication? a) Ignoring feedback 	[b]
	b) Clarity, transparency, and regular updates c) Using only emails for communication	
2	d) Focusing only on face-to-face meetings	
2	 6. Which digital tool is most commonly used for virtual meetings? a) Google Sheets b) Slack 	1919
	c) Zoom	
	d) Trello	
2	7. What is a key benefit of remote and hybrid teams?	l bi
	a) Lack of communicationb) Flexibility in work arrangements	and the second s
	c) Reduced productivity	
	d) Increased office space requirements	
28	3. Which of the following is essential for successful virtual collaboration?	[b]
	a) Isolation from team members	
	b) Use of clear communication toolsc) 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	1 4 1
	b) Ignoring business performancec) Focusing solely on profit	
	d) Limiting technology use	
30	. What is digital governance focused on?	
	a) Controlling digital tools and technologies exclusively	1 6 1 6
	b) Ensuring ethical and responsible use of technology and data	
	c) Ignoring regulations and policiesd) Maintaining traditional leadership models	,
31	Which action can help ensure responsible digital governance?	1 60 1 9
	a) Avoiding audits of digital platforms	1 6 1 7
	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?	/
	a) Reducing employee engagement	101
	b) Ensuring that data is handled responsibly	
	c) Limiting the use of technology for innovation	
33	d) Creating an isolated work environment What is a major emerging trend in digital to the old and	/
55.	What is a major emerging trend in digital technology? a) The rise of manual processes	[b] V
	b) Automation and artificial intelligence	
	c) The decline of mobile technologies	(4)

d) The return of traditional office work

34.	How should digital leaders prepare for cybersecurity challenges? a) By ignoring new threats	[b]
	b) By investing in cybersecurity measures and trainingc) By restricting all technology usaged) By focusing only on data privacy	
35.	What challenge does AI present to digital leadership? 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	[C]
36.	How should digital leaders prepare for the future? 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	1919
37.	What is the goal of a capstone project in digital leadership? 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	161
38.	What is one key aspect of reflecting on future trends in digital leadership? a) Limiting digital tools to traditional methods b) Understanding how emerging technologies will impact organizations c) Avoiding change altogether d) Discarding digital leadership strategies	[b] C
39.	How can digital leaders benefit from ongoing career opportunities? 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	[b]
40.	What should a digital leadership strategy consider? a) Only traditional leadership methods b) The integration of technology and business goals c) Ignoring data and analytics d) Maintaining old structures without change	[4] ~
41.	What is a key aspect of digital leadership? 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	[b]
42.	Which of these is a potential challenge for digital leaders? a) Managing data overload b) Reducing employee engagement c) Avoiding new technologies d) Focusing on physical office spaces only	[0]
	81 A	

43.	Digital leaders must balance which of the following? 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	1	Q 1	~
44.	What is the relationship between digital transformation and business growth 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	,	bı	
45.	Which technology is most commonly associated with digital transformation? a) Cloud computing b) Fax machines c) Landline phones d) Paper-based documentation	1	b 1	α
46.	Which industry has experienced significant digital transformation in recent Years? a) Retail b) Agriculture c) Mining d) Shipping	1	aı	
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48.	Which mindset should digital leaders adopt to adapt to changing technologies? a) Fixed mindset b) Digital mindset c) Traditional mindset d) Narrow mindset]	Ы	
	To stay competitive in the digital age, leaders must focus on which of the following? a) Continuously updating technology skills b) Keeping their leadership style static c) Minimizing use of digital platforms d) Relying on old, proven techniques	1	a 1	
50.	Which digital tool is typically used for social media management? a) Slack b) Hootsuite c) Microsoft Teams d) Asana	[Q j	\propto

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a urora		
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	trus	
Hall Ticket Number	130319672014	Student Sign	detisto.	
Course	MBA	Marks	344	

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

1.	what is the primary focus of digital leadership? a) Managing technical teams	[α 1 α
	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? a) Ability to control resources b) High technical expertise in coding c) Adaptability and continuous learning d) Resistance to change]	C1
3.	What has digital transformation impacted the most in leadership roles? a) Leadership styles and decision-making b) Budget allocation c) Employee salaries d) Physical office spaces]	01
4.	Which of the following is crucial for a digital leader in the 21st century? 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	N .	614
5.	What is digital transformation primarily concerned with? 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	1	61/
6.	Which of the following is an example of a company that underwent successful digital transformation? a) Kodak b) Blockbuster c) Netflix d) Sears Aurora's PG College (MBA) Aurora's PG College (MBA)	[c1/

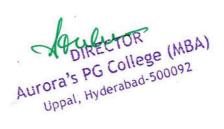
7.	What role does technology play in digital transformation? a) It replaces human decision-making b) It automates all tasks within an organization c) It drives organizational change and enables new business models	[011
	d) It reduces the need for collaboration		
8.	Which of these is a key element of successful digital transformation? 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]	d1/
0			0
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10.	How can digital leaders develop a digital mindset?	r	1-10
	 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 	L	b 10
11.	What is the most important strategy for continuous learning in		/
	digital leadership?	Γ	b1/
	a) Ignoring new technological trends	•	
	b) Participating in regular training and workshops		
	c) Focusing on a single technology at all times		
12	d) Avoiding change and maintaining a static skill set		
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	b) Technical development		
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	c) Excel spreadsheets		
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14.	What is the primary benefit of using data analytics in leadership? a) It automates decision-making	[
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	a) Relying on traditional methods	-	
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	c) Ensuring tools are aligned with team needs and goals		
	c) Ensuring tools are aligned with team needs and goals d) Disregarding employee feedback Aurora's PG College (MB Aurora's PG College (MB Uppal, Hyderabad-500092	(4	
	- PG College Cong2		
	Aurora's Hyderabad-300		
	Aurora's PG College (Manuel Para) Aurora's PG College (Manuel Para) Uppal, Hyderabad-500092		

16	Which of these digital tools is used for project management? a) Slack	[0\1	\propto
	b) Zoom			
	c) Asana d) QuickBooks			
17	And the second s			
17.	Which of the following can be used to enhance decision-making in a digital world?	_		
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	d) By limiting technological integration			
19.	In the context of decision-making, what does "data-driven" mean?	ſ	la 1-	
	a) Making decisions based solely on intuition	٠	10 1°	
	b) Making decisions based on analytical insights derived from data		3	
	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?		1)
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	b) Making a decision based on personal opinions			
	c) Asking employees for their subjective views on the company			
	d) Relying solely on gut feeling		1	
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	a) Strictly following old processes	•		
	b) Encouraging risk-taking and experimentation			
70	c) Limiting employee feedback d) Rejecting new ideas from employees			
22			1	/
23.	How can leaders overcome resistance to change? a) By making abrupt changes without any communication	l	bL	
	b) By clearly communicating the benefits and vision of the change			
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	d) By avoiding discussions about the change process			/
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	d) Ignoring feedback from teams Aurora's PG College (MB			
	JOURIOR IMB	(4		
	A DIRE College (Me			
	Aurora's PG College (Manager Lands) Uppal, Hyderabad-500092			
	Uppal, riv			

25	 Which of the following is crucial for effective digital communication? a) Ignoring feedback b) Clarity, transparency, and regular updates c) Using only emails for communication d) Focusing only on face-to-face meetings 	[0]
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27.	What is a key benefit of remote and hybrid teams? a) Lack of communication b) Flexibility in work arrangements c) Reduced productivity d) Increased office space requirements	[0]d
	Which of the following is essential for successful virtual collaboration? a) Isolation from team members b) Use of clear communication tools c) Limited access to digital platforms d) Fewer meetings	ر ط ا
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#1-118/10, Peerzadiguda, Uppal, Hyderabad-500 092 T.S.

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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
Course Code	CMC202	Certificate Program on Mobile App Development	Max Marks:50	Time: 1 Hr

Name of the Student 13 day - Hannydas Vivele Invigilator Sign Flor Hall Ticket Number 130320862004 Student Sign McA Marks 34

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

- 1. Which platform uses Xcode for development?
 - a) Android
 - b) iOS
 - c) Windows
 - d) Web
- 2. Which programming language is primarily used for Android development?
 - a) Swift
 - b) Kotlin
 - c) JavaScript
 - d) Python
- 3. What is the primary purpose of Android Studio?
 - 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?
 - 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?	137
	a) Java	
	b) Swift	
	c) C#	
	d) PHP	,
6.	What is the main development environment for Android apps?	$[\alpha \alpha]$
	a) Eclipse	
	b) Visual Studio	
	c) Android Studio	
	d) Xcode	
7.	Which of the following is the primary language for Android development?	[C]
	a) Python	
	b) Swift	
	c) Kotlin	
	d) JavaScript	
8.	Which tool is essential for building iOS apps?	1 6/1
	a) Eclipse	
	b) Xcode	
	c) Sublime Text	
	d) Visual Studio Code	
9.	What does UI stand for in app development?	[c X
	a) User Information	
	b) User Interface	
	c) User Interaction	
	d) User Input	
10.	Which design guideline is used for Android apps?	161
	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	

12.	Which of the following is an important aspect of UX design?	10/1
	a) Code optimization	
	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	
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	c) Swift	
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15.	Which of the following is a core component of iOS apps used to display	
	Content ?	16 4
	a) RecyclerView	1 0 1/
	b) TableView	
	c) ListView	
	d) Button	
16.	What is the role of a ViewController in iOS apps?	161
	a) Store app data	. 0
	b) Manage the app's user interface	1
	c) Handle user input	
	d) Manage API requests	
17.	What tool does Android Studio provide for designing the user interface?	[C]
	a) Interface Builder	
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18.	Which component in Android is used to display a list of items?	[16]
	a) ListView	
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	c) GridView	
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	Aurora's PG Coll	ege (MBA)
	Uppal, Hyderaba	d-500092

1	9. Which of the following is a key feature of Android Studio?	
	a) Debugging tools	
	b) Performance profiling	
	c) Code completion	
	d) All of the above	
2	0. What is an Activity in Android development?	100
	a) A background process	
	b) A UI component for interacting with users	
	c) A data storage component	
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2	1. Which of the following is a navigation pattern used in mobile apps?	[Cy]
	a) Tab Bar	
	b) Toolbar	
	c) GridView	
	d) Widget Drawer	
2	2. Which architecture pattern is commonly used for iOS apps?	[b 1
	a) MVVM	
	b) MVP	
	c) MVC	
	d) MVP	
2	3. What does MVVM stand for in app architecture?	[a]
	a) Model-View-ViewModel	
	b) Model-View-Module	
	c) Model-Value-View	
	d) Machine-Vision-ViewModel	
2	4. Which navigation pattern is commonly used in Android?	[b A
	a) Drawer Navigation	1
	b) Tab Bar	
	c) Navigation Controller	
	d) Menu Bar	
2	5. Which iOS framework is used for data persistence?	[0]
	a) Core Data	
	b) Room	
	c) SQLite	
	d) Shared Preferences	
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26	. Which Android library is used for local database management?	1 6 1
	a) Core Data	. 6
	b) Room	
	c) Realm	
	d) Firebase	
27	. What is SQLite used for in mobile apps?	16/
	a) Storing app settings	D
	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?	[4]
	a) FTP	
	b) HTTP/HTTPS	
	c) SMTP	2
	d) SSH	
30.	What format is commonly used for data exchange in RESTful APIs?	101
	a) XML	
	b) JSON	
	c) CSV	
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31.	What is the purpose of using Retrofit in Android development?	
	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?	[0 1
	a) User interface design	
	b) API rate limiting	
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	d) File storage	
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33.	Which type of testing verifies individual units of code in mobile apps?	[]
	a) Integration Testing	
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34.	What is the purpose of using the debugger in mobile development?	[]
	a) Design the user interface	
	b) Optimize the app's performance	
	c) Identify and fix code errors	
	d) Test API requests	
35.	Which tool helps in performance optimization in mobile apps?	[0]
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	b) Android Monitor	
	c) Visual Studio Code	
	d) All of the above	
36.	What is UI testing used for in mobile app development?	[6]
	a) Verifying that the app runs without crashing	
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37.	Which store is used to submit iOS apps?	ib 1
	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?	[ax
	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?	1 C 1
	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? [6] 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? 10 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? 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? 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) 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? a) Android Studio b) Xcode c) Firebase d) Play Console

47. What does a "beta" release typically refer to?

- 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?

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[6]

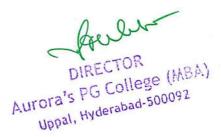
- a) Design a launch screen
- b) Write a detailed app description
- c) Test on various devices
- d) All of the above

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

- 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) 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	a U r o r a	
Course Code	CMC202	Certificate Program on Mobile App Development	Max Marks:50	Time: 1 Hr

Date: 31.01.2022

Name of the Student	Palwal Sa Trumcon	Invigilator Sign	Du
Hall Ticket Number	130320862005	Student Sign	
Course	MCA	Marks	35

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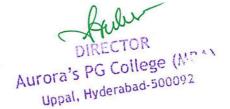
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Name of the Student	Abbath? Sanyukhar	Invigilator Sign	Don
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	c) Managing local storage	
	d) Designing UI layouts	
32.	What does OAuth 2.0 provide in mobile app development?	$I \subset X$
	a) User interface design	
	b) API rate limiting	,
	c) Secure authentication and authorization d) File storage	

33.	Which type of testing verifies individual units of code in mobile apps?	1 B1
	a) Integration Testing	
	b) Unit Testing	
	c) UI Testing	
	d) System Testing	
34.	What is the purpose of using the debugger in mobile development?	101
	a) Design the user interface	
	b) Optimize the app's performance	
	c) Identify and fix code errors	
	d) Test API requests	
35.	Which tool helps in performance optimization in mobile apps?	[]
	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?	[]
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	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?	IBI
	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) Google account	
	b) Apple Developer Program membership	
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39	What is an important task after deploying a mobile app?	[]
	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?	1 13 1
	a) Update the app without notifying users	
	b) Regularly release new versions to address bugs and improvement	5
	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 deplo	pyment? [B
	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 ?	IDY
	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) 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?	V D 1
	a) Android Studio	
	b) Xcode	
	c) Firebase	0 0
	d) Play Console	do
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		Uppal, Hyderabad-500092

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- 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) 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?
 - 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) Handling new OS updates
- b) Ignoring user reviews
- c) Stopping marketing efforts
- d) Removing app features frequently

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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a U r o	7 3
Course Code	CMC202	Certificate Program on Mobile App Development	Max Marks:50	Time: 1 Hr

Date: 31.01.2022

		Date : SI:SI:ESE	
Name of the Student	P.SAI PRANEETH	Invigilator Sign	Do
Hall Ticket Number	130320862007	Student Sign	Soft
Course	MCA	Marks	33

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

1. Which platform uses Xcode for development?

- a) Android
- b) iOS
- c) Windows
- d) Web
- 2. Which programming language is primarily used for Android development?

- a) Swift
- b) Kotlin
- c) JavaScript
- d) Python
- 3. What is the primary purpose of Android Studio?



- 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?



- 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.

DIRECTOR

Aurora's PG College (MBA)

Uppal, Hyderabad-500092

5.	Which programming language is used for iOS app development?	r 👭 ı
	a) Java	
	b) Swift	
	c) C#	
	d) PHP	
6.	What is the main development environment for Android apps?	[C]
	a) Eclipse	
	b) Visual Studio	
	c) Android Studio	
	d) Xcode	
7.	Which of the following is the primary language for Android development?	[C]
	a) Python	
	b) Swift	
	c) Kotlin	
	d) JavaScript	
8.	Which tool is essential for building iOS apps?	[R]
	a) Eclipse	
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	c) Sublime Text	
	d) Visual Studio Code	
9.	What does UI stand for in app development?	I A
	a) User Information	
	b) User Interface	
	c) User Interaction	
	d) User Input	
10.	Which design guideline is used for Android apps?	131
	a) Human Interface Guidelines	
	b) Material Design	
	c) UIKit	
	d) Google Design Principles	
11.	What is the purpose of responsive UI design?	
	a) To make the app compatible with multiple platforms	
	b) To optimize app performance	
	c) To make the app visually appealing	
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12.	Which of the following is an important aspect of UX design?	[]
	a) Code optimization	1.
	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?	IAI
	a) Interface Builder	
	b) Simulator	
	c) SwiftUI	
	d) Core Data	
14.	In iOS development, what is the primary language used to write app logic?	I CX
	a) Java	
	b) Kotlin	
	c) Swift	
	d) Objective-C	
15.	Which of the following is a core component of iOS apps used to display	
	Content ?	r C A
	a) RecyclerView	'C'y
	b) TableView	
	c) ListView	
	d) Button	
16.	What is the role of a ViewController in iOS apps?	[8]
	a) Store app data	
	b) Manage the app's user interface	
	c) Handle user input	
,	d) Manage API requests	
17.	What tool does Android Studio provide for designing the user interface?	ICA
	a) Interface Builder	
	b) Layout Editor	
	c) Storyboard	
	d) XAML Designer	
18.	Which component in Android is used to display a list of items?	1 181
	a) ListView	
	b) RecyclerView	
	c) GridView	
	d) TableView	حـال
	d) TableView DIRECTO	R
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	Uppal, Hyderabac	3-500092

19.	Which of the following is a key feature of Android Studio?	$i \bowtie i$
	a) Debugging tools	
	b) Performance profiling	
	c) Code completion	
	d) All of the above	
20.	What is an Activity in Android development?	1 B1
	a) A background process	
	b) A UI component for interacting with users	
	c) A data storage component	
	d) A service for running long tasks	
21.	Which of the following is a navigation pattern used in mobile apps?	[A]
	a) Tab Bar	
	b) Toolbar	
	c) GridView	
	d) Widget Drawer	
22.	Which architecture pattern is commonly used for iOS apps?	[C]
	a) MVVM	
	b) MVP	
	c) MVC	
	d) MVP	-1
23.	What does MVVM stand for in app architecture?	i BA
	a) Model-View-ViewModel	
	b) Model-View-Module	
	c) Model-Value-View	
	d) Machine-Vision-ViewModel	^
24.	Which navigation pattern is commonly used in Android?	(A)
	a) Drawer Navigation	
	b) Tab Bar	
	c) Navigation Controller	
	d) Menu Bar	,
25.	Which iOS framework is used for data persistence?	ı Mi
	a) Core Data	
	b) Room	
	c) SQLite	
	d) Shared Preferences	
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26.	Which Android library is used for local database management?	1 BY
	a) Core Data	
	b) Room	•
	c) Realm	
	d) Firebase	
27.	What is SQLite used for in mobile apps?	[]
	a) Storing app settings	
	b) Data synchronization	
	c) Local data storage	
	d) Sending network requests	
28.	What is Shared Preferences used for in Android?	1 B1/
	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?	[
	a) FTP	
	b) HTTP/HTTPS	
	c) SMTP	
	d) SSH	
30.	What format is commonly used for data exchange in RESTful APIs?	1BX
	a) XML	
	b) JSON	
	c) CSV	
	d) YAML	
31.	What is the purpose of using Retrofit in Android development?	[18]
	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) User interface design	
	b) API rate limiting	
	c) Secure authentication and authorization	
	d) File storage	

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	b) Optimize the app's performance	Do :
	c) Identify and fix code errors	
	d) Test API requests	
35.	Which tool helps in performance optimization in mobile apps?	(D)
	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?	1 B1
	a) Verifying that the app runs without crashing	
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	a) Google Play Store	
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	d) Amazon App Store	
38.	Which of the following is required to publish an iOS app on the App Store?	[🚫]
	a) Google account	
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	c) Android Studio	
	d) Core Data implementation	/
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	a) Forget user feedback	
	b) Ignore performance issues	
	c) Monitor app usage and user feedback	
	d) Remove all testing frameworks	/
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	- Lac	

40. What is the best way to handle app updates? 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) 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) 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? 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? 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 $[C \propto]$ 45. What is the best practice for handling app crashes in production? 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? a) Android Studio b) Xcode c) Firebase d) Play Console DIRECTOR

47. What does a "beta" release typically refer to?

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48. Which of the following is important when preparing an app for submission?

- a) Design a launch screen
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- c) Test on various devices
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 - c) App screenshots
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 - a) Handling new OS updates
 - b) Ignoring user reviews
 - c) Stopping marketing efforts
 - d) Removing app features frequently

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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	aurora	
Course Code	CMC202	Certificate Program on Mobile App Development	Max Marks:50	Time: 1 Hr

Date: 31.01.2022

Name of the Student	A. Ashinav	Invigilator Sign	Der
Hall Ticket Number	130320862008	Student Sign	Ago
Course	MCA	Marks	32

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

- 1. Which platform uses Xcode for development?
 - a) Android
 - b) iOS
 - c) Windows
 - d) Web
- 2. Which programming language is primarily used for Android development?
 - a) Swift
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 - c) JavaScript
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- 3. What is the primary purpose of Android Studio?
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5.	Which programming language is used for iOS app development?	131
	a) Java	
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	c) C#	
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	d) User Input	0 1
10.	. Which design guideline is used for Android apps?	1 / 1/
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	c) UIKit	
	d) Google Design Principles	
11	. What is the purpose of responsive UI design?	1 C &
	a) To make the app compatible with multiple platforms	
	b) To optimize app performance	
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	d) To adapt the app layout to different screen sizes	

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c) SQLite	
d) Shared Preferences	

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	c) Android Studio	
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	d) Remove all testing frameworks	
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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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	r a
Course Code	CMC101	Certificate Program on Natural Language Processing	Max Marks:50	Time: 1 Hr

, and the same of		Date : 28.12.2019	
Name of the Student	Pulle Shreesha	Invigilator Sign	XK
Hall Ticket Number	130319862001	Student Sign	Du
Course	MCA	Marks	39

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

What does NLP stand for?		[A
A. Natural Logic Processing		
B. Neuro Linguistic Processing		
C. Natural Language Processing		
D. Neural Language Program		
Why is NLP significant?		[2]
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		
When did NLP begin to emerge as a field?		131
A. 1950s		
B. 1960s		
C. 1980s		
D. 2000s		/
Which of the following is NOT an application of NLP?		1 BA
A. Sentiment analysis		
B. Machine translation		
C. Image classification		
D. Chatbots		
What is one key challenge in NLP?		IBV
A. Limited use cases		
B. Ambiguity in human language		
C. Lack of computational power		
D. Simple algorithms	Λ	0
	A. Natural Logic Processing B. Neuro Linguistic Processing C. Natural Language Processing D. Neural Language Program Why is NLP significant? 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 When did NLP begin to emerge as a field? A. 1950s B. 1960s C. 1980s D. 2000s Which of the following is NOT an application of NLP? A. Sentiment analysis B. Machine translation C. Image classification D. Chatbots What is one key challenge in NLP? A. Limited use cases B. Ambiguity in human language C. Lack of computational power	A. Natural Logic Processing B. Neuro Linguistic Processing C. Natural Language Processing D. Neural Language Program Why is NLP significant? 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 When did NLP begin to emerge as a field? A. 1950s B. 1960s C. 1980s D. 2000s Which of the following is NOT an application of NLP? A. Sentiment analysis B. Machine translation C. Image classification D. Chatbots What is one key challenge in NLP? A. Limited use cases B. Ambiguity in human language C. Lack of computational power D. Simple algorithms

6.	What is tokenization in NLP?	1B+
	A. Compressing text data	
	B. Breaking text into smaller units like words or sentences	
	C. Translating text to numbers	
	D. Encoding text	
7.	What does TF-IDF stand for?	1 B 1
	A. Term Frequency - Initial Document Feature	
	B. Term Frequency - Inverse Document Frequency	
	C. Text Format - Integer Document Frequency	9
	D. Token Format - Internal Data Frequency	
8.	What is the goal of text normalization?	[cx]
	A. Generating embeddings	
	B. Converting text into a consistent format	
	C. Creating parsers	
	D. Summarizing text	
9.	Which method is NOT used for text representation?	[]
	A. Bag-of-Words	
	B. Word Embeddings	
	C. Object-Oriented Mapping	
	D. TF-IDF	
10.	Which library is widely used for text preprocessing in Python?	[C]
	A. Pandas	
	B. Matplotlib	
	C. NLTK	
	D. OpenCV	_
11.	What does part-of-speech tagging do?	1001
	A. Assigns word categories like noun, verb, etc.	· Di
	B. Detects entities in text	
	C. Translates text to another language	
	D. Summarizes text	
12.	Which parsing technique uses grammatical rules to analyze sente	ences? (B)
	A. Deep Learning Parsing	/.
	B. Dependency Parsing	
	C. Sentiment Parsing	
	D. Token Parsing	
13.	Which of the following is NOT a part of syntactic analysis?	(C 1/
	A. Part-of-speech tagging	. /
	B. Parsing	
	C. Sentiment classification	
	D. Dependency trees	/
14.	What is the purpose of parsing in NLP?	I A T
	A. Summarization	
	B. Understanding sentence structure	
	C. Tokenizing sentences	1. 0.15
	D. Detecting emotions	Aulus DIRECTOR
		DIRECTOR
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	**	Uppal, Hyderabad-500092

15. Which tool is often used for syntactic analysis?	ID V
A. TensorFlow	D
B. spaCy	
C. OpenCV	
D. Seaborn	
16. What does NER stand for?	[C]
A. Name Extraction Recognition	
B. New Entity Resolver	
C. Named Entity Recognition	
D. Numeric Extraction Rules	
17. Which of the following is an example of word sense disambiguat	tion? [3]
A. Detecting verbs	. 0
B. Distinguishing between 'bank' (river) and 'bank' (finance)	
C. Extracting names	
D. Tokenizing words	
18. What does coreference resolution handle?	[C]
A. Sentence parsing	
B. Summarization	
C. Finding references like pronouns and their entities	
D. Translation	
19. Which technique is central to semantic analysis?	101
A. Word Embeddings	1
B. Understanding word meanings in context	
C. Bag-of-Words	
D. Tokenization	
20. In NER, which entity would "New York" belong to?	1 D 1 =
A. Date	, D
B. Location	
C. Organization	
D. Person	
21. What is sentiment analysis?	18/1
A. Identifying part-of-speech tags	191
B. Determining the emotional tone in text	
C. Parsing sentences	
D. Detecting entities	
22. Which algorithm is commonly used for text classification?	IB 1
A. K-Means	, 5]
B. Naive Bayes	
C. CNNs for Images	
D. Regression	
23. What is a key evaluation metric for classification tasks?	1 0/1
A. RMSE	, TX A
B. Accuracy	0.0.
C. BLEU Score	0.0.
D. Parsing Speed	House
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24. Which technique is used for feature extraction in sentiment analysis?	[C]
A. Clustering	
B. Tokenization	
C. TF-IDF	
D. Coreference resolution	*.
25. Which Python library is popular for sentiment analysis?	10 1
A. Matplotlib	
B. OpenCV	*
C. TextBlob	
D. Pandas	
26. What is machine translation?	1 A1
A. Automatic translation between languages	
B. Summarizing large texts	
C. Parsing syntax	
D. Named entity recognition	
27. Which architecture is commonly used for sequence-to-sequence models?	121
A. CNN	1 5
B. Recurrent Neural Networks (RNNs)	
C. Decision Trees	
D. Linear Regression	
28. What is the goal of text summarization?	101
A. Translate text	1 2/1
B. Reduce text size while maintaining meaning	
C. Detect entities	
D. Tag parts of speech	
29. What is an example of machine translation?	1 0 1
A. Google Translate	1 ++ 1
B. Chatbots	
C. NER models	
D. Search engines	
30. Which deep learning model is widely used for text generation?	13/1
A. Naive Bayes	
B. Transformer	
C. Decision Trees	
D. TF-IDF	
31. What does Word2Vec generate?	1.A.1
A. Word embeddings	
B. Parsing rules	
C. Text normalization	
D. Entities	2
32. What model introduced attention mechanisms?	1 BA
A. RNNs	. 1
B. LSTMs	257
C. Transformers	1, 0,15
D. Bag-of-Words	Show
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33. Which embedding method is pre-trained on large corpora?A. Bag-of-WordsB. GloVe	BI
C. NLTK embeddings	*
D. Tokenizers	
34. Transformers are best known for handling:	ı R ı
A. Static data	19
B. Long-range dependencies in text	
C. Image classification	
D. Token parsing	
35. What does "BERT" stand for?	1 B/1
A. Bagged Embedding Real-time Transformer	
B. Bidirectional Encoder Representations from Transformers	
C. Basic Encoder Resultant Tree	
D. Big Embedding Resource Tokenizer	
36. Which library offers state-of-the-art transformer models?	181
A. NLTK	. 0
B. Hugging Face Transformers	
C. OpenCV	
D. TensorFlow	
37. Which library is often used for NLP pipelines?	[A]
A. Pandas	
B. spaCy	
C. Matplotlib	
D. Keras	
38. What does NLTK stand for?	IB/I
A. National Linguistic Tokenizer Kit	
B. Natural Language Toolkit	
C. Neural Language Tree Kit	
D. Named Logic Text Kernel	
39. What is Hugging Face known for?	[B]
A. Named Entity Recognition	
B. Pre-trained NLP models	
C. Syntax parsing	
D. Translation APIs	
40. Which NLP library is lightweight and production-ready?	1B)
A. TensorFlow	
B. spaCy	2
C. OpenCV	
D. Matplotlib	^
41. Which application uses NLP for search ranking?	[+]
A. Search engines	-
B. Machine translation	
C. Chatbots	a.lu
D. Entity recognition	DIRECTOR
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	Uppal, Hyderabad-3000

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42. What is the primary use of chatbots?	1.Ba
A. Text classification	/.
B. Customer support automation	-
C. Word sense disambiguation	
D. Part-of-speech tagging	
43. Which NLP technique improves virtual assistants like Alexa?	l B l
A. Parsing	
B. Speech recognition and language understanding	
C. Coreference resolution	
D. Embedding generation	
44. What ethical issue arises in NLP?	1 R 1
A. High accuracy models	I B
B. Bias in training data	
C. Slow computations	
D. Over-tokenization	
45. Which tool assists in real-world implementation of NLP?	1 2 1
A. NLTK	. 151
B. spaCy and Hugging Face	
C. Matplotlib	
D. SQL	
46. What is the purpose of a capstone project?	
A. Testing theories	
100 W	
B. Applying NLP skills to real-world problems	
C. Tokenizing words	
D. Summarizing content	
47. Which of the following is a future NLP trend?	101
A. Basic TF-IDF models	
B. Static embeddings	
C. Multimodal NLP (text and images)	
D. Grammar-based systems	
48. What skill is crucial for future NLP engineers?	18
A. Basic coding	
B. Deep learning expertise	
C. Image processing	
D. Hardware assembly	0
49. How does NLP benefit businesses?	[6]
A. Text formatting	
B. Improving communication and insights	
C. Tokenization only	
D. Low cost hardware	0
50. Which sector heavily relies on NLP for text summarization?	
A. Gaming	
B. News and media	Lower
C. Healthcare	Lu Que
D. Retail	Hom
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College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a urora TEMPLE TEMPLE	
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	XX
Hall Ticket Number	130319862007	Student Sign	(b)
Course	MCA	Marks	36

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

	1.	What does NLP stand for?	101
		A. Natural Logic Processing	
		B. Neuro Linguistic Processing	
		C. Natural Language Processing	
		D. Neural Language Program	
i	2.	Why is NLP significant?	
		A. To solve logical problems	2
		B. To process only spoken data	
		C. To enable machines to understand and process human language	
		D. To create hardware devices	
:	3.	When did NLP begin to emerge as a field?	$I \rightarrow I \wedge$
		A. 1950s	,
		B. 1960s	
		C. 1980s	
		D. 2000s	
4	4.	Which of the following is NOT an application of NLP?	ICX
		A. Sentiment analysis	
		B. Machine translation	
		C. Image classification	
		D. Chatbots	
,	5.	What is one key challenge in NLP?	1 B 1
		A. Limited use cases	
		B. Ambiguity in human language	
		C. Lack of computational power	
		D. Simple algorithms	

6.	What is tokenization in NLP?	BI
	A. Compressing text data	
	B. Breaking text into smaller units like words or sentences	
	C. Translating text to numbers	
	D. Encoding text	
7.	What does TF-IDF stand for?	121
	A. Term Frequency - Initial Document Feature	
	B. Term Frequency - Inverse Document Frequency	•
	C. Text Format - Integer Document Frequency	
	D. Token Format - Internal Data Frequency	
8.	What is the goal of text normalization?	1 B 1
	A. Generating embeddings	
	B. Converting text into a consistent format	
	C. Creating parsers	
	D. Summarizing text	
9.	Which method is NOT used for text representation?	[C]
	A. Bag-of-Words	
	B. Word Embeddings	
	C. Object-Oriented Mapping	
	D. TF-IDF	
10.	Which library is widely used for text preprocessing in Python?	[C]
	A. Pandas	
	B. Matplotlib	1
	C. NLTK	
	D. OpenCV	2
11.	What does part-of-speech tagging do?	I R W
	A. Assigns word categories like noun, verb, etc.	- 1
	B. Detects entities in text	
	C. Translates text to another language	
	D. Summarizes text	
12.	Which parsing technique uses grammatical rules to analyze sentences?	1BX
	A. Deep Learning Parsing	
	B. Dependency Parsing	
	C. Sentiment Parsing	
	D. Token Parsing	
13.	Which of the following is NOT a part of syntactic analysis?	
	A. Part-of-speech tagging	D ,
	B. Parsing	
	C. Sentiment classification	
	D. Dependency trees	
14.	What is the purpose of parsing in NLP?	[12]
	A. Summarization	
	B. Understanding sentence structure	
	C. Tokenizing sentences	
	D. Detecting emotions	
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15. Which tool is often used for syntactic analysis?	1B1
A. TensorFlow	
B. spaCy	-
C. OpenCV	
D. Seaborn	
16. What does NER stand for?	$I \subset X$
A. Name Extraction Recognition	
B. New Entity Resolver	_
C. Named Entity Recognition	
D. Numeric Extraction Rules	No.
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A. Detecting verbs	
B. Distinguishing between 'bank' (river) and 'bank' (finance)	
C. Extracting names	
D. Tokenizing words	_
18. What does coreference resolution handle?	[C]
A. Sentence parsing	
B. Summarization	2
C. Finding references like pronouns and their entities	
D. Translation	
19. Which technique is central to semantic analysis?	[B]
A. Word Embeddings	
B. Understanding word meanings in context	
C. Bag-of-Words	
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D. Detecting entities	
22. Which algorithm is commonly used for text classification?	1 B 1
A. K-Means	
B. Naive Bayes	
C. CNNs for Images	
D. Regression	-00 X
23. What is a key evaluation metric for classification tasks?	
A. RMSE	
B. Accuracy	
C. BLEU Score	2
D. Parsing Speed)R
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24.	Which technique is used for feature extraction in sentiment analysis? A. Clustering B. Tokenization	ICX
	C. TF-IDF	
	D. Coreference resolution	
25.	Which Python library is popular for sentiment analysis?	[[]
	A. Matplotlib	
	B. OpenCV	
	C. TextBlob	
	D. Pandas	1
26.	What is machine translation?	[]
	A. Automatic translation between languages	- /
	B. Summarizing large texts	
	C. Parsing syntax	
	D. Named entity recognition	
27.	Which architecture is commonly used for sequence-to-sequence models?	IBI
	A. CNN	
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	A. Translate text	
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	C. Detect entities	
	D. Tag parts of speech	. 0 .
29.	What is an example of machine translation?	14)
	A. Google Translate	
	B. Chatbots	
	C. NER models	
20	D. Search engines	15
30.	Which deep learning model is widely used for text generation?	1 1
	A. Naive Bayes B. Transformer	
	C. Decision Trees	
	D. TF-IDF	
31	What does Word2Vec generate?	1
51.	A. Word embeddings	
	B. Parsing rules	
	C. Text normalization	
	D. Entities	
32.	What model introduced attention mechanisms?	IAA
	A. RNNs	
	B. LSTMs	
	C. Transformers	
	D. Bag-of-Words	
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		1
33.	Which embedding method is pre-trained on large corpora?	12
	A. Bag-of-Words	
	B. GloVe	
	C. NLTK embeddings	
	D. Tokenizers	
34.	Transformers are best known for handling:	1B/1
	A. Static data	
	B. Long-range dependencies in text	
	C. Image classification	
	D. Token parsing	
35.	What does "BERT" stand for?	r @ 1
	A. Bagged Embedding Real-time Transformer	B
	B. Bidirectional Encoder Representations from Transformers	
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	D. Big Embedding Resource Tokenizer	
26		. D
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27	D. TensorFlow	_ ^ _
3/.	Which library is often used for NLP pipelines?	[+
	A. Pandas	
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	C. Matplotlib	
	D. Keras	
38.	What does NLTK stand for?	(B)
	A. National Linguistic Tokenizer Kit	
	B. Natural Language Toolkit	
	C. Neural Language Tree Kit	
	D. Named Logic Text Kernel	_
39.	What is Hugging Face known for?	1 By
	A. Named Entity Recognition	
	B. Pre-trained NLP models	
	C. Syntax parsing	
	D. Translation APIs	D
40.	Which NLP library is lightweight and production-ready?	
	A. TensorFlow	
	B. spaCy	
	C. OpenCV	
	D. Matplotlib	
41.	Which application uses NLP for search ranking?	[21/
	A. Search engines	O.Y
	B. Machine translation	
	C. Chatbots	m5
200	D. Entity recognition	
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42. What is the primary use of chatbots?	(B)
A. Text classification	
B. Customer support automation	_
C. Word sense disambiguation	
D. Part-of-speech tagging	
43. Which NLP technique improves virtual assistants like Alexa	a? [A
A. Parsing	1, , , ,
B. Speech recognition and language understanding	
C. Coreference resolution	
D. Embedding generation	
44. What ethical issue arises in NLP?	18/1
A. High accuracy models	
B. Bias in training data	*
C. Slow computations	
D. Over-tokenization	
45. Which tool assists in real-world implementation of NLP?	181
A. NLTK	, D ,
B. spaCy and Hugging Face	
C. Matplotlib	
D. SQL	
	104
46. What is the purpose of a capstone project?	I T
A. Testing theories	
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C. Tokenizing words	
D. Summarizing content	
47. Which of the following is a future NLP trend?	1 1
A. Basic TF-IDF models	1
B. Static embeddings	
C. Multimodal NLP (text and images)	
D. Grammar-based systems	. R
48. What skill is crucial for future NLP engineers?	[6/]
A. Basic coding	
B. Deep learning expertise	
C. Image processing	*
D. Hardware assembly	
49. How does NLP benefit businesses?	1 44 1
A. Text formatting	
B. Improving communication and insights	
C. Tokenization only	
D. Low cost hardware	.B/.
50. Which sector heavily relies on NLP for text summarization	? [9]
A. Gaming	
B. News and media	
C. Healthcare	dr. leb-
D. Retail	TO COLLOGO (MRA)
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	Uppal, Hyderabad-500092

College 130	Signature to your	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	CMC101	Certificate Program on Natural Language Processing	Max Marks:50	Time: 1 Hr

Name of the Student A-Hooken Invigilator Sign Invigilator Sign Student Sign Course Marks 39

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

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2.	Why is NLP significant?	Γ
	A. To solve logical problems	7
	B. To process only spoken data	
	C. To enable machines to understand and process human language	
	D. To create hardware devices	
3.	When did NLP begin to emerge as a field?	(B)
	A. 1950s	
	B. 1960s	
	C. 1980s	
	D. 2000s	
4.	Which of the following is NOT an application of NLP?	[6]
	A. Sentiment analysis	
	B. Machine translation	
	C. Image classification	
	D. Chatbots	
5.	What is one key challenge in NLP?	$[\alpha]$
	A. Limited use cases	1
	B. Ambiguity in human language	
	C. Lack of computational power	
	D. Simple algorithms	
		Λ

6.	What is tokenization in NLP?	LB 1
	A. Compressing text data	•
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15. Which tool is often used for syntactic analysis? A. TensorFlow	131
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B. Bias in training data	
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D. Over-tokenization	
45. Which tool assists in real-world implementation of NLP?	1 2 1
A. NLTK	ו פר ז
B. spaCy and Hugging Face	
C. Matplotlib	
D. SQL	
46. What is the purpose of a capstone project?	101
A. Testing theories	181
B. Applying NLP skills to real-world problems	
C. Tokenizing words	
D. Summarizing content	
47. Which of the following is a future NLP trend?	r a l 1
A. Basic TF-IDF models	
B. Static embeddings	
C. Multimodal NLP (text and images)	
D. Grammar-based systems	
48. What skill is crucial for future NLP engineers?	
A. Basic coding	181
B. Deep learning expertise	
C. Image processing	
D. Hardware assembly	
49. How does NLP benefit businesses?	1 0/1
A. Text formatting	
B. Improving communication and insights	
C. Tokenization only	
D. Low cost hardware	
50. Which sector heavily relies on NLP for text summarization?	100
A. Gaming	1 🔀 1
B. News and media	
C. Healthcare	
D. Retail	0 0
D. Netali	Jalus
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Aurora	's PG College (MBA)
Uppa	I, Hyderabad-500092

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
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	W
Hall Ticket Number	130319862010	Student Sign	Suma
Course	MCA	Marks	39

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

D. Simple algorithms

1. What does NLP stand for? A. Natural Logic Processing B. Neuro Linguistic Processing C. Natural Language Processing D. Neural Language Program 2. Why is NLP significant? 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 3. When did NLP begin to emerge as a field? A. 1950s B. 1960s C. 1980s D. 2000s 4. Which of the following is NOT an application of NLP? A. Sentiment analysis B. Machine translation C. Image classification D. Chatbots 5. What is one key challenge in NLP? A. Limited use cases B. Ambiguity in human language C. Lack of computational power

6.	What is tokenization in NLP? A. Compressing text data	161
	B. Breaking text into smaller units like words or sentences	
	C. Translating text to numbers	
	D. Encoding text	
7.	What does TF-IDF stand for?	$\Gamma \subset V$
	A. Term Frequency - Initial Document Feature	
	B. Term Frequency - Inverse Document Frequency	
	C. Text Format - Integer Document Frequency	
	D. Token Format - Internal Data Frequency	
8.	What is the goal of text normalization?	Ihx
	A. Generating embeddings	, 0,
	B. Converting text into a consistent format	
	C. Creating parsers	
	D. Summarizing text	
9.	Which method is NOT used for text representation?	[/]
	A. Bag-of-Words	
	B. Word Embeddings	
	C. Object-Oriented Mapping	
	D. TF-IDF	
10.	Which library is widely used for text preprocessing in Python?	[C]
	A. Pandas	
	B. Matplotlib	
	C. NLTK	
	D. OpenCV	
11.	What does part-of-speech tagging do?	102
	A. Assigns word categories like noun, verb, etc.	
	B. Detects entities in text	
	C. Translates text to another language	
	D. Summarizes text	2
12.	Which parsing technique uses grammatical rules to analyze sentences?	168
	A. Deep Learning Parsing	./
	B. Dependency Parsing	
	C. Sentiment Parsing	
	D. Token Parsing	
13.	Which of the following is NOT a part of syntactic analysis?	1dK
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	C. Sentiment classification	
	D. Dependency trees	
14.	What is the purpose of parsing in NLP?	161
	A. Summarization	
	B. Understanding sentence structure	
	C. Tokenizing sentences	
	D. Detecting emotions	0.1
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	Uppal, Hyo	derabad-500092

15. Which tool is often used for syntactic analysis? A. TensorFlow	ICAL
B. spaCy	
C. OpenCV	
D. Seaborn	
16. What does NER stand for?	
	1 (
A. Name Extraction Recognition	
B. New Entity Resolver	
C. Named Entity Recognition D. Numeric Extraction Rules	
entransmissa at annes entre en	
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B. Distinguishing between 'bank' (river) and 'bank' (finance)	
C. Extracting names	
D. Tokenizing words	
18. What does coreference resolution handle?	[C]
A. Sentence parsing	
B. Summarization	59 59
C. Finding references like pronouns and their entities	
D. Translation	
19. Which technique is central to semantic analysis?	[6]
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B. Understanding word meanings in context	~
C. Bag-of-Words	
D. Tokenization	
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B. Location	,
C. Organization	
D. Person	
21. What is sentiment analysis?	161
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B. Determining the emotional tone in text	
C. Parsing sentences	
D. Detecting entities	
22. Which algorithm is commonly used for text classification?	[b]
A. K-Means	
B. Naive Bayes	
C. CNNs for Images	
D. Regression	2
23. What is a key evaluation metric for classification tasks?	[()
A. RMSE	
B. Accuracy	
C. BLEU Score	0
D. Parsing Speed	OTOS
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24. Which technique is used for feature extraction in sentiment analysis?	[
A. Clustering	10
B. Tokenization	
C. TF-IDF	
D. Coreference resolution	
25. Which Python library is popular for sentiment analysis?	101
A. Matplotlib	
B. OpenCV	
C. TextBlob	
D. Pandas	
26. What is machine translation?	101
A. Automatic translation between languages	100
B. Summarizing large texts	
C. Parsing syntax	
D. Named entity recognition	
27. Which architecture is commonly used for sequence-to-sequence models?	r la 1 -
A. CNN	1 0 1
B. Recurrent Neural Networks (RNNs)	
C. Decision Trees	
D. Linear Regression	
28. What is the goal of text summarization?	
A. Translate text	1 61
B. Reduce text size while maintaining meaningC. Detect entities	
D. Tag parts of speech	/
29. What is an example of machine translation?	1 CC IX
A. Google Translate	
B. Chatbots	
C. NER models	
D. Search engines	
30. Which deep learning model is widely used for text generation?	1 6 1
A. Naive Bayes	
B. Transformer	
C. Decision Trees	
D. TF-IDF	. ^/-
31. What does Word2Vec generate?	[4]
A. Word embeddings	
B. Parsing rules	
C. Text normalization	y.
D. Entities	/
32. What model introduced attention mechanisms?	1 0 1
A. RNNs	
B. LSTMs	
C. Transformers	01/
D. Bag-of-Words	oll
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Uppal, H	yderabad-500092

33. Which embedding method is pre-trained on large corpora? A. Bag-of-Words	161
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D. Tokenizers	
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B. spaCy	
C. OpenCV	
74909 00 C 7 \$1.00 C 00 C 13199 0	
D. Matplotlib	10/1
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B. Machine translation	
C. Chatbots	1
D. Entity recognition	Jam
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42. What is the primary use of chatbots?	161
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C. Healthcare	
D. Retail	6.00
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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	r a
Course Code	CMC101	Certificate Program on Natural Language Processing	Max Marks:50	Time: 1 Hr

	Date : 28.12.2019		19
Name of the Student	Y. Uperdias Redoly	Invigilator Sign	424
Hall Ticket Number	130319862008	Student Sign	upen
Course	MCA	Marks	321

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

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- B. Neuro Linguistic Processing
- C. Natural Language Processing
- D. Neural Language Program

2. Why is NLP significant?

- 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

3. When did NLP begin to emerge as a field?

- A. 1950s
- B. 1960s
- C. 1980s
- D. 2000s

4. Which of the following is NOT an application of NLP?

- A. Sentiment analysis
- B. Machine translation
- C. Image classification
- D. Chatbots

5. What is one key challenge in NLP?

- A. Limited use cases
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- C. Lack of computational power
- D. Simple algorithms

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161

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C. BLEU Score	200
D. Parsing Speed	0.
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	ustering	
	kenization	•
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	atbots	
C. NE	R models	
	arch engines	
	n deep learning model is widely used for text generation?	1 4 1
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	insformer	
	cision Trees	
D. TF		
	does Word2Vec generate?	[0]
	ord embeddings	α
	rsing rules	
	kt normalization	
D. En		y.
	model introduced attention mechanisms?	101
A. RN		1 6/1
B. LS		
	nsformers	
	g-of-Words	frulu
D. Da	D	Pfu
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50. Which sector heavily relies on NLP for text summarization?	161
A. Gaming	
B. News and media	
C. Healthcare	
D. Retail	Was
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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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u rora	
Course Code	CMC 103	Certificate Program on Quantum Computing and Quantum Programming	Max Marks:50	Time: 1 Hr

Name of the Student B. Hanny dag Invigilator Sign Hall Ticket Number 130320862001 Student Sign Vivet

Course MCA Marks 3346

1.	What is the fundamental difference between classical and quantum computing? 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	[0]
2.	Which principle is essential for quantum computing? A) Newton's Laws B) Theory of Relativity C) Quantum Superposition D) Electromagnetism	[B]X
3.	Quantum mechanics primarily deals with systems at what scale? A) Macroscopic B) Astronomical C) Microscopic D) Global	
4.	What is a key feature of quantum superposition? 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	1 A12
5.	What does a quantum computer use as its basic unit of information? A) Byte B) Bit C) Qubit D) Atom	IC1/
6.	What property allows qubits to exist in multiple states at once? A) Entanglement B) Decoherence C) Superposition D) Interference Aurora's PG College (MBA) Aurora's PG College (MBA)	IAI X

7.	Which quantum phenomenon links particles even when separated by large distances? A) Quantum Tunneling B) Quantum Entanglement C) Quantum Decoherence D) Quantum Interference	Į	31
8.	What happens when a qubit is measured? A) It enters a mixed state B) It collapses to a definite classical state C) It creates superposition D) It generates entanglement	1	APC
9.	Which of the following is a basic quantum gate? A) AND Gate B) NOT Gate C) Hadamard Gate D) XOR Gate	1	Cl
10.	What is the purpose of the Pauli-X gate? 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	[,	AK
11.	What is a key advantage of quantum algorithms? A) Redundancy elimination B) Speedup over classical counterparts for specific problems C) Low energy consumption D) Complete determinism	1	BI
12.	Which quantum algorithm achieves an exponential speedup for integer factorization? A) Grover's Algorithm B) Deutsch-Jozsa Algorithm C) Shor's Algorithm D) Simon's Algorithm	1	C 1
13.	Quantum algorithms achieve "speedup" through what property? A) Decoherence B) Superposition and interference C) Classical logic gates D) Quantum tunneling	[,	4 14
14.	What type of problems does Grover's Algorithm solve? A) Optimization problems B) Search problems C) Cryptography problems D) Data compression	1	BI
15.	Which quantum concept is utilized for solving large-scale Computational problems? A) Quantum Fourier Transform B) Quantum Parallelism C) Quantum Simulation D) Quantum Compression Aurora's PG College (MB) Uppal, Hyderabad-500092] (A	BI

 16. Grover's Algorithm reduces the time complexity of search to: A) O(n) B) O(n²) C) O(√n) D) O(log n) 	101
17. What kind of search problem does Grover's Algorithm address? A) Structured search B) Unstructured search C) Linear search D) Binary search	I ACK
 18. Grover's Algorithm relies on: A) Superposition and interference B) Quantum entanglement only C) Quantum measurement D) Linear transformation 	I Al
 19. The primary advantage of Grover's Algorithm is: A) Quadratic speedup for search problems B) Exponential speedup for factoring C) Polynomial time for simulation D) Faster I/O operations 	I cal
 20. In Grover's Algorithm, the oracle does what? A) Initializes the qubits B) Flips the amplitude of the solution C) Measures the qubit states D) Reduces errors in computation 	1 B1
21. Shor's Algorithm is used for: A) Solving linear systems B) Factorizing integers efficiently C) Searching databases D) Simulating quantum systems	100
 22. What is the runtime complexity of Shor's Algorithm? A) O(n) B) O(log n) C) Polynomial time D) Exponential time 	[2]
 23. What quantum concept is critical to Shor's Algorithm? A) Quantum Entanglement B) Quantum Fourier Transform C) Quantum Decoherence D) Quantum Tunneling 	1 31
24. Which problem does Shor's Algorithm render inefficient for classical Cryptography? A) Symmetric encryption B) RSA encryption C) AES encryption D) Elliptic Curve Cryptography	I AT
D) Elliptic Curve Cryptography Aurora's PG College (Number of Special Property of Spe	85 WRW)

 25. Shor's Algorithm significantly impacts which security field? A) Quantum Networking B) Cryptanalysis C) Cybersecurity for IoT 	1 B 1
D) Digital Forensics 26. What is Qiskit? A) A quantum programming language B) A quantum hardware system C) A classical compiler D) A classical optimization tool	IAI
 27. Which programming language is most associated with Microsoft's quantum computing? A) Python B) Qiskit C) Q# 	161
D) MATLAB 28. What does QuTiP stand for? A) Quantum Tensor Programming B) Quantum Toolkit in Python C) Quantum Technology Integration Protocol D) Quick Tool for Programming	181
29. Which language is used to interface with IBM Quantum? A) Qiskit B) Q# C) FORTRAN D) JavaScript	[A]
30. What is the purpose of quantum circuit simulation tools? A) Design quantum hardware B) Test quantum algorithms on classical computers C) Enhance quantum coherence D) Debug classical systems	1 ca
31. Quantum circuits are composed of: A) Quantum gates B) Logical gates C) Quantum wires D) Data streams	[A]
32. The Hadamard Gate is commonly used to: A) Measure qubits B) Create superposition C) Flip quantum states D) Reverse operations	1 B1
33. What is the role of quantum measurement in circuits? A) Create entanglement B) Collapse qubits into a definite classical state C) Apply quantum gates D) Maintain superposition Aurora's PG College (Aurora's PG College (Aurora's PG College) Uppal, Hyderabad-5000	(AA)
Aurora's PG Co Uppal, Hyderabad-5000	7 -

34. Which gate is used to flip the phase of a qubit in a quantum circuit? A) Pauli-X Gate	1 (1)
B) Pauli-Y Gate C) Pauli-Z Gate D) SWAP Gate	
 35. What is a quantum circuit simulator primarily used for? A) Physical construction of quantum hardware B) Execution of quantum programs on classical hardware C) Minimizing quantum errors D) Creating entanglement between qubits 	[B]
36. What does a controlled-NOT (CNOT) gate operate on? A) A single qubit B) Two qubits (control and target) C) Three qubits D) Multiple qubits	[B]
 37. Optimization of quantum circuits focuses on: A) Reducing the number of qubits B) Increasing classical computation C) Improving I/O speeds D) Adding more quantum gates 	ica
 38. The Quantum Fourier Transform (QFT) is central to which algorithm? A) Grover's Algorithm B) Shor's Algorithm C) Deutsch-Jozsa Algorithm D) Variational Quantum Eigensolver 	[Bal
 39. Which quantum concept is critical for error correction? A) Quantum Decoherence B) Quantum Redundancy C) Quantum Entanglement D) Quantum Stabilizers 	[]
 40. What is a key challenge for quantum machine learning algorithms? A) Lack of quantum gates B) High decoherence rates C) Small data sets D) Excessive entanglement 	[B]
 41. Which algorithm provides polynomial-time speedup for solving linear Systems? A) Grover's Algorithm B) Harrow-Hassidim-Lloyd (HHL) Algorithm C) Shor's Algorithm D) Quantum Fourier Transform 	IAK
42. Quantum Error Correction primarily addresses: A) Loss of entanglement B) Measurement collapse C) Noise and decoherence D) Quantum tunneling issues Aurora's PG College (MB, Hyderabad-500092)	[C]
Uppal, Hyderas	

43. Which industry benefits most from quantum optimization algorithms?	IAK
A) Cryptography B) Logistics and supply chain	
C) Astronomy	
D) Social Media	
44. Quantum simulation is used extensively in: A) Financial modeling	[8]
B) Drug discovery and chemistry	
C) Weather prediction	
D) Retail industry	
45. Why is quantum computing disruptive for cryptography?A) It makes encryption stronger	[3]
B) It can solve problems that classical systems cannot efficiently solve	
C) It increases processing latency D) It cannot break encryption algorithms	
46. What is one major use of quantum computing in artificial intelligence?	
A) Image compression	1 Can
B) Quantum-enhanced machine learning algorithms	
C) Classical data clustering D) Training classical neural networks	
47. Which of the following is a real-world quantum computing application?	[(] \
A) Real-time classical simulations	
B) RSA encryption cracking C) Quantum chemistry simulations	
D) Data entry automation	
48. What is one major challenge for quantum computing scalability?	[B]
A) Lack of classical processors B) Decoherence and error rates	
C) Energy consumption	
D) Slow quantum gate operations	
49. Quantum hardware primarily uses which types of systems?	[A]
A) Superconducting qubits and trapped ions B) Laser beams	
C) Nanobots	
D) Classical transistors	. /
50. What is expected in the future of quantum computing? A) Immediate replacement of classical systems	100
B) Gradual development of fault-tolerant quantum computers	
C) Elimination of all computational errors	
D) Decreas <mark>ed use in research</mark>	

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	1 3
Course Code	CMC 103	Certificate Program on Quantum Computing and Quantum Programming	Max Marks:50	Time: 1 Hr

		Date : 11.12.2	020
Name of the Student	CH. Shiva Saipralad	Invigilator Sign	A
Hall Ticket Number	130320862002	Student Sign	Cai
Course	MCA	Marks	36 A

1.	What is the fundamental difference between classical and quantum computing? 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]	AA
2.	Which principle is essential for quantum computing? A) Newton's Laws B) Theory of Relativity C) Quantum Superposition D) Electromagnetism	[
3.	Quantum mechanics primarily deals with systems at what scale? A) Macroscopic B) Astronomical C) Microscopic D) Global	[B
4.	What is a key feature of quantum superposition? 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	[BI
5.	What does a quantum computer use as its basic unit of information? A) Byte B) Bit C) Qubit D) Atom]	$C_{\mathbf{J}}$
6.	What property allows qubits to exist in multiple states at once? A) Entanglement B) Decoherence C) Superposition D) Interference Aurora's PG College (MBA) Aurora's PG College (MBA) Uppal, Hyderabad-500092		PY.

7.	by large distances? A) Quantum Tunneling B) Quantum Entanglement C) Quantum Decoherence	1	CIK
8.	A) It enters a mixed state B) It collapses to a definite classical state C) It creates superposition	[31
9.	D) It generates entanglement Which of the following is a basic quantum gate? A) AND Gate B) NOT Gate C) Hadamard Gate D) XOR Gate	[CI
10.	What is the purpose of the Pauli-X gate? A) Flip the phase of a qubit B) Create entanglement C) Act as a NOT gate on a qubit	1	AK
11.	D) Measure the qubit's state What is a key advantage of quantum algorithms? A) Redundancy elimination B) Speedup over classical counterparts for specific problems C) Low energy consumption D) Complete determinism	1	BI
12.	Which quantum algorithm achieves an exponential speedup for integer factorization? A) Grover's Algorithm B) Deutsch-Jozsa Algorithm C) Shor's Algorithm D) Simon's Algorithm]	<u>cl</u>
13.	Quantum algorithms achieve "speedup" through what property? A) Decoherence B) Superposition and interference C) Classical logic gates D) Quantum tunneling]	D 1 K
14.	What type of problems does Grover's Algorithm solve? A) Optimization problems B) Search problems C) Cryptography problems D) Data compression]	BI
15.	Which quantum concept is utilized for solving large-scale Computational problems? A) Quantum Fourier Transform B) Quantum Parallelism C) Quantum Simulation D) Quantum Compression Aurora's PG College (MBA) Uppal, Hyderabad-500092	1	BI

 16. Grover's Algorithm reduces the time complexity of search to: A) O(n) B) O(n²) C) O(√n) 	[A]<
D) O(log n) 17. What kind of search problem does Grover's Algorithm address? A) Structured search B) Unstructured search C) Linear search	181
D) Binary search 18. Grover's Algorithm relies on: A) Superposition and interference B) Quantum entanglement only C) Quantum measurement D) Linear transformation	[A]
 19. The primary advantage of Grover's Algorithm is: A) Quadratic speedup for search problems B) Exponential speedup for factoring C) Polynomial time for simulation D) Faster I/O operations 	[A]
 20. In Grover's Algorithm, the oracle does what? A) Initializes the qubits B) Flips the amplitude of the solution C) Measures the qubit states D) Reduces errors in computation 	[Ai
 21. Shor's Algorithm is used for: A) Solving linear systems B) Factorizing integers efficiently C) Searching databases D) Simulating quantum systems 	1 B 1
 22. What is the runtime complexity of Shor's Algorithm? A) O(n) B) O(log n) C) Polynomial time D) Exponential time 	101
 23. What quantum concept is critical to Shor's Algorithm? A) Quantum Entanglement B) Quantum Fourier Transform C) Quantum Decoherence D) Quantum Tunneling 	1 B1
24. Which problem does Shor's Algorithm render inefficient for classical Cryptography? A) Symmetric encryption B) RSA encryption	1 C K
D) Elliptic Curve Cryptography Aurora's PG College (Aurora's Pd College (Aurora's Pd College) Uppal, Hyderabad-5000	ABA) 92

25. Shor's Algorithm significantly impacts which security field? A) Quantum Networking B) Cryptanalysis C) Cybersecurity for IoT]	BI
D) Digital Forensics 26. What is Qiskit? A) A quantum programming language B) A quantum hardware system C) A classical compiler D) A classical optimization tool	I	Al
 27. Which programming language is most associated with Microsoft's quantum computing? A) Python B) Qiskit C) Q# D) MATLAB]	<u>c1</u>
 28. What does QuTiP stand for? A) Quantum Tensor Programming B) Quantum Toolkit in Python C) Quantum Technology Integration Protocol D) Quick Tool for Programming 	[BI
29. Which language is used to interface with IBM Quantum? A) Qiskit B) Q# C) FORTRAN D) JavaScript	[Al
 30. What is the purpose of quantum circuit simulation tools? A) Design quantum hardware B) Test quantum algorithms on classical computers C) Enhance quantum coherence D) Debug classical systems 	[BI
31. Quantum circuits are composed of: A) Quantum gates B) Logical gates C) Quantum wires D) Data streams	ſ	Al
32. The Hadamard Gate is commonly used to: A) Measure qubits B) Create superposition C) Flip quantum states D) Reverse operations	[BI
33. What is the role of quantum measurement in circuits? A) Create entanglement B) Collapse qubits into a definite classical state C) Apply quantum gates D) Maintain superposition Aurora's PG College (MB) Uppal, Hyderabad-500092] (\delta	BI

 34. Which gate is used to flip the phase of a qubit in a quantum circuit? A) Pauli-X Gate B) Pauli-Y Gate C) Pauli-Z Gate D) SWAP Gate 	[]
 35. What is a quantum circuit simulator primarily used for? A) Physical construction of quantum hardware B) Execution of quantum programs on classical hardware C) Minimizing quantum errors D) Creating entanglement between qubits 	[A]X
 36. What does a controlled-NOT (CNOT) gate operate on? A) A single qubit B) Two qubits (control and target) C) Three qubits D) Multiple qubits 	1 B1
 37. Optimization of quantum circuits focuses on: A) Reducing the number of qubits B) Increasing classical computation C) Improving I/O speeds D) Adding more quantum gates 	IAJ
 38. The Quantum Fourier Transform (QFT) is central to which algorithm? A) Grover's Algorithm B) Shor's Algorithm C) Deutsch-Jozsa Algorithm D) Variational Quantum Eigensolver 	1 B1
 39. Which quantum concept is critical for error correction? A) Quantum Decoherence B) Quantum Redundancy C) Quantum Entanglement D) Quantum Stabilizers 	[A 1×
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D) Quantum Fourier Transform 42. Quantum Error Correction primarily addresses: A) Loss of entanglement B) Measurement collapse C) Noise and decoherence D) Quantum tunneling issues	[Co
C) Noise and decoherence D) Quantum tunneling issues Aurora's PG College (MB Uppal, Hyderabad-500092	BA) ·

 43. Which industry benefits most from quantum optimization algorithms? A) Cryptography B) Logistics and supply chain C) Astronomy D) Social Media 	131
 44. Quantum simulation is used extensively in: A) Financial modeling B) Drug discovery and chemistry C) Weather prediction D) Retail industry 	[A] K
 45. Why is quantum computing disruptive for cryptography? A) It makes encryption stronger B) It can solve problems that classical systems cannot efficiently solve C) It increases processing latency D) It cannot break encryption algorithms 	[B]
 46. What is one major use of quantum computing in artificial intelligence? A) Image compression B) Quantum-enhanced machine learning algorithms C) Classical data clustering D) Training classical neural networks 	I B J
 47. Which of the following is a real-world quantum computing application? A) Real-time classical simulations B) RSA encryption cracking C) Quantum chemistry simulations D) Data entry automation 	1 (1)
 48. What is one major challenge for quantum computing scalability? A) Lack of classical processors B) Decoherence and error rates C) Energy consumption D) Slow quantum gate operations 	[C]
 49. Quantum hardware primarily uses which types of systems? A) Superconducting qubits and trapped ions B) Laser beams C) Nanobots D) Classical transistors 	[A]
50. What is expected in the future of quantum computing? A) Immediate replacement of classical systems B) Gradual development of fault-tolerant quantum computers C) Elimination of all computational errors D) Decreased use in research	I B I

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

		Date : 11.12.2	020
Name of the Student	S. Ravi Chander	Invigilator Sign	DA
Hall Ticket Number	130320862003	Student Sign	Bons
Course	MCA	Marks	32

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

- 1. What is the fundamental difference between classical and quantum computing? 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? A) Newton's Laws B) Theory of Relativity C) Quantum Superposition D) Electromagnetism 3. Quantum mechanics primarily deals with systems at what scale? A) Macroscopic B) Astronomical C) Microscopic D) Global 4. What is a key feature of quantum superposition? 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? A) Byte B) Bit C) Qubit D) Atom
- 6. What property allows qubits to exist in multiple states at once?
 - A) Entanglement
 - B) Decoherence
 - C) Superposition
 - D) Interference

Aurora's PG College (MBA)

Aurora's PG College (MBA)

Uppal, Hyderabad-500092

7.	Which quantum phenomenon links particles even when separated by large distances? A) Quantum Tunneling B) Quantum Entanglement C) Quantum Decoherence	[Al
	D) Quantum Interference		
8.	What happens when a qubit is measured? A) It enters a mixed state B) It collapses to a definite classical state C) It creates superposition D) It generates entanglement	[Da
9.	Which of the following is a basic quantum gate?	r	01/
J.	A) AND Gate B) NOT Gate C) Hadamard Gate D) XOR Gate	ı	C
10.	What is the purpose of the Pauli-X gate?	[AX
	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		- 196
11.	What is a key advantage of quantum algorithms? A) Redundancy elimination B) Speedup over classical counterparts for specific problems C) Low energy consumption D) Complete determinism	[31
12.	Which quantum algorithm achieves an exponential speedup for		
	integer factorization? A) Grover's Algorithm B) Deutsch-Jozsa Algorithm C) Shor's Algorithm D) Simon's Algorithm	[BK
13.	Quantum algorithms achieve "speedup" through what property?	[BI
	A) Decoherence B) Superposition and interference C) Classical logic gates D) Quantum tunneling		
14.	What type of problems does Grover's Algorithm solve?	[BI
	A) Optimization problems B) Search problems C) Cryptography problems D) Data compression		
15.	Which quantum concept is utilized for solving large-scale		A IX
	Computational problems? A) Quantum Fourier Transform	l	1
		`	
	D) Quantum Compression	()	
	B) Quantum Parallelism C) Quantum Simulation D) Quantum Compression Aurora's PG College (MBA) Uppal, Hyderabad-500092		

 16. Grover's Algorithm reduces the time complexity of search to: A) O(n) B) O(n²) C) O(√n) 	I	AX
D) O(log n) 17. What kind of search problem does Grover's Algorithm address? A) Structured search B) Unstructured search C) Linear search D) Binary search	[BI
18. Grover's Algorithm relies on: A) Superposition and interference B) Quantum entanglement only C) Quantum measurement D) Linear transformation	1	Al
 19. The primary advantage of Grover's Algorithm is: A) Quadratic speedup for search problems B) Exponential speedup for factoring C) Polynomial time for simulation D) Faster I/O operations 	1	BX
 20. In Grover's Algorithm, the oracle does what? A) Initializes the qubits B) Flips the amplitude of the solution C) Measures the qubit states D) Reduces errors in computation 	1	AX
21. Shor's Algorithm is used for: A) Solving linear systems B) Factorizing integers efficiently C) Searching databases D) Simulating quantum systems]	BI
22. What is the runtime complexity of Shor's Algorithm? A) O(n) B) O(log n) C) Polynomial time D) Exponential time	[Cl
23. What quantum concept is critical to Shor's Algorithm? A) Quantum Entanglement B) Quantum Fourier Transform C) Quantum Decoherence D) Quantum Tunneling	1	DH
 24. Which problem does Shor's Algorithm render inefficient for classical Cryptography? A) Symmetric encryption B) RSA encryption C) AES encryption]	BI
D) Elliptic Curve Cryptography Aurora's PG College (MB) Uppal, Hyderabad-500092	7)	

 25. Shor's Algorithm significantly impacts which security field? A) Quantum Networking B) Cryptanalysis C) Cybersecurity for IoT D) Digital Forensics 	[D K
26. What is Qiskit? A) A quantum programming language B) A quantum hardware system C) A classical compiler D) A classical optimization tool	[A]
27. Which programming language is most associated with Microsoft's quantum computing? A) Python B) Qiskit C) Q# D) MATLAB	[[]
28. What does QuTiP stand for? A) Quantum Tensor Programming B) Quantum Toolkit in Python C) Quantum Technology Integration Protocol D) Quick Tool for Programming	[A 1×
29. Which language is used to interface with IBM Quantum? A) Qiskit B) Q# C) FORTRAN D) JavaScript	[A]
 30. What is the purpose of quantum circuit simulation tools? A) Design quantum hardware B) Test quantum algorithms on classical computers C) Enhance quantum coherence D) Debug classical systems 	[D]
31. Quantum circuits are composed of: A) Quantum gates B) Logical gates C) Quantum wires D) Data streams	[4]
32. The Hadamard Gate is commonly used to: A) Measure qubits B) Create superposition C) Flip quantum states D) Reverse operations	[A 1/2
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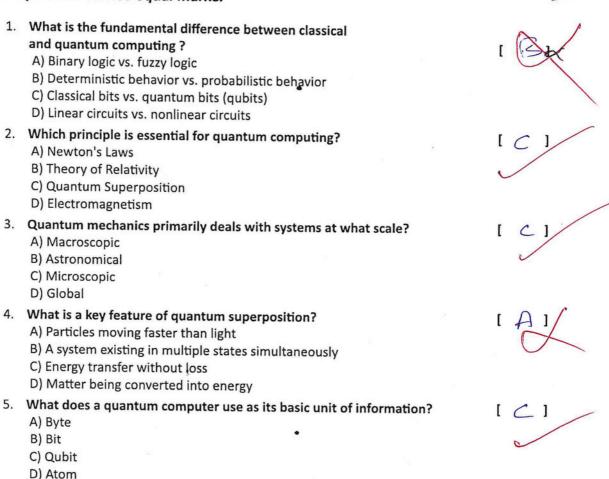
 34. Which gate is used to flip the phase of a qubit in a quantum circuit? A) Pauli-X Gate B) Pauli-Y Gate C) Pauli-Z Gate 	101
D) SWAP Gate	
 35. What is a quantum circuit simulator primarily used for? A) Physical construction of quantum hardware B) Execution of quantum programs on classical hardware C) Minimizing quantum errors D) Creating entanglement between qubits 	[B]
36. What does a controlled-NOT (CNOT) gate operate on?	
A) A single qubit B) Two qubits (control and target) C) Three qubits D) Multiple qubits	[B]
 37. Optimization of quantum circuits focuses on: A) Reducing the number of qubits B) Increasing classical computation C) Improving I/O speeds D) Adding more quantum gates 	[A]
38. The Quantum Fourier Transform (QFT) is central to which algorithm? A) Grover's Algorithm B) Shor's Algorithm C) Deutsch-Jozsa Algorithm D) Variational Quantum Eigensolver	[B]
39. Which quantum concept is critical for error correction? A) Quantum Decoherence B) Quantum Redundancy C) Quantum Entanglement D) Quantum Stabilizers	IAX
40. What is a key challenge for quantum machine learning algorithms? A) Lack of quantum gates B) High decoherence rates C) Small data sets D) Excessive entanglement	1 B 1
 41. Which algorithm provides polynomial-time speedup for solving linear Systems? A) Grover's Algorithm B) Harrow-Hassidim-Lloyd (HHL) Algorithm C) Shor's Algorithm 	[AK
D) Quantum Fourier Transform	
42. Quantum Error Correction primarily addresses: A) Loss of entanglement B) Measurement collapse C) Noise and decoherence	[]
D) Quantum tunneling issues Aurora's PG College (ME	3A)
OPT .	

 43. Which industry benefits most from quantum optimization algorithms. A) Cryptography B) Logistics and supply chain C) Astronomy D) Social Media 	orithms? [ß]
 44. Quantum simulation is used extensively in: A) Financial modeling B) Drug discovery and chemistry C) Weather prediction D) Retail industry 	[3]
 45. Why is quantum computing disruptive for cryptography? A) It makes encryption stronger B) It can solve problems that classical systems cannot efficiently C) It increases processing latency D) It cannot break encryption algorithms 	y solve
 46. What is one major use of quantum computing in artificial inte A) Image compression B) Quantum-enhanced machine learning algorithms C) Classical data clustering D) Training classical neural networks 	Iligence?
 47. Which of the following is a real-world quantum computing ap A) Real-time classical simulations B) RSA encryption cracking C) Quantum chemistry simulations D) Data entry automation 	plication? [C]
 48. What is one major challenge for quantum computing scalabiling A) Lack of classical processors B) Decoherence and error rates C) Energy consumption D) Slow quantum gate operations 	ty? [ß]
 49. Quantum hardware primarily uses which types of systems? A) Superconducting qubits and trapped ions B) Laser beams C) Nanobots D) Classical transistors 	[]
50. What is expected in the future of quantum computing? A) Immediate replacement of classical systems B) Gradual development of fault-tolerant quantum computers C) Elimination of all computational errors D) Decreased use in research	131

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a	
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	80
Hall Ticket Number	130320862004	Student Sign	Aleldu
Course	MCA	Marks	35.

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



6. What property allows qubits to exist in multiple states at once?

A) Entanglement

B) Decoherence

C) Superposition

D) Interference

7.	Which quantum phenomenon links particles even when separated by large distances? A) Quantum Tunneling B) Quantum Entanglement C) Quantum Decoherence D) Quantum Interference	ľ	BI
8.	What happens when a qubit is measured? A) It enters a mixed state B) It collapses to a definite classical state C) It creates superposition D) It generates entanglement	[Ad
9.	Which of the following is a basic quantum gate? A) AND Gate B) NOT Gate C) Hadamard Gate D) XOR Gate]	Col
10.	What is the purpose of the Pauli-X gate? 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]	CI
11.	What is a key advantage of quantum algorithms? A) Redundancy elimination B) Speedup over classical counterparts for specific problems C) Low energy consumption D) Complete determinism]	CX
12.	Which quantum algorithm achieves an exponential speedup for integer factorization? A) Grover's Algorithm B) Deutsch-Jozsa Algorithm C) Shor's Algorithm D) Simon's Algorithm	1	C
13.	Quantum algorithms achieve "speedup" through what property? A) Decoherence B) Superposition and interference C) Classical logic gates D) Quantum tunneling	[AX
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15.	Which quantum concept is utilized for solving large-scale Computational problems? A) Quantum Fourier Transform B) Quantum Parallelism C) Quantum Simulation D) Quantum Compression Aurora's PG College (MBA) Uppal, Hyderabad-500092	.)	B

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32. The Hadamard Gate is commonly used to: A) Measure qubits B) Create superposition C) Flip quantum states D) Reverse operations	1 BJ
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Uppal, Hydd	

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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	r a
Course Code	CMC 103	Certificate Program on Quantum Computing and Quantum Programming	Max Marks:50	Time: 1 H

Name of the Student

P. Sai Kumax Reddy

Invigilator Sign

Hall Ticket Number

L3032862005

Student Sign

Marks

Marks

1.	What is the fundamental difference between classical and quantum computing? 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	1 21
2.	Which principle is essential for quantum computing? A) Newton's Laws B) Theory of Relativity C) Quantum Superposition D) Electromagnetism	I B)
3.	Quantum mechanics primarily deals with systems at what scale? A) Macroscopic B) Astronomical C) Microscopic D) Global	1 7
4.	What is a key feature of quantum superposition? 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	[]
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9.	The state of the s	r	1 2
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10.	What is the purpose of the Pauli-X gate?	ſ	0 1
	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?	ſ	21
	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? A) Grover's Algorithm B) Deutsch-Jozsa Algorithm C) Shor's Algorithm D) Simon's Algorithm	[BX
13.	Quantum algorithms achieve "speedup" through what property?	1	R1
	A) Decoherence B) Superposition and interference C) Classical logic gates D) Quantum tunneling	· ·	
14.	What type of problems does Grover's Algorithm solve?	[BIT
	A) Optimization problems B) Search problems C) Cryptography problems D) Data compression		
15.	Which quantum concept is utilized for solving large-scale		111
	Computational problems? A) Quantum Fourier Transform B) Quantum Parallelism C) Quantum Simulation D) Quantum Compression Aurora's PG College (MBA) Uppal, Hyderabad-500092	I	AX
	Uppai,		

16. Grover's Algorithm reduces the time complexity of search to: A) O(n)	ı Dix
B) O(n²) C) O(vn)	
D) O(log n)	
17. What kind of search problem does Grover's Algorithm address?	[13]
A) Structured search	
B) Unstructured search	
C) Linear search	
D) Binary search	
18. Grover's Algorithm relies on:	[A]
A) Superposition and interference	
B) Quantum entanglement only	
C) Quantum measurement	
D) Linear transformation	1
19. The primary advantage of Grover's Algorithm is:	I BAX
A) Quadratic speedup for search problems	
B) Exponential speedup for factoring	
C) Polynomial time for simulation	
D) Faster I/O operations	
20. In Grover's Algorithm, the oracle does what?	[3]
A) Initializes the qubits	
B) Flips the amplitude of the solution	
C) Measures the qubit states	
D) Reduces errors in computation	0 11
21. Shor's Algorithm is used for:	1 A X
A) Solving linear systems	
B) Factorizing integers efficiently	
C) Searching databases	
D) Simulating quantum systems	
22. What is the runtime complexity of Shor's Algorithm?	
A) O(n) B) O(log n)	
C) Polynomial time	
D) Exponential time	
23. What quantum concept is critical to Shor's Algorithm?	1 000
A) Quantum Entanglement	1 194
B) Quantum Fourier Transform	
C) Quantum Decoherence	
D) Quantum Tunneling	
24. Which problem does Shor's Algorithm render inefficient for classical	
Cryptography?	I RI
A) Symmetric encryption	
B) RSA encryption	
C) AES encryption	
D) Elliptic Curve Cryptography	
D) Elliptic Curve Cryptography Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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Uppa.,	

 25. Shor's Algorithm significantly impacts which security field? A) Quantum Networking B) Cryptanalysis C) Cybersecurity for IoT D) Digital Forensics 	131
26. What is Qiskit? A) A quantum programming language B) A quantum hardware system C) A classical compiler D) A classical optimization tool	131
 27. Which programming language is most associated with Microsoft's quantum computing? A) Python B) Qiskit C) Q# D) MATLAB 	101
 28. What does QuTiP stand for? A) Quantum Tensor Programming B) Quantum Toolkit in Python C) Quantum Technology Integration Protocol D) Quick Tool for Programming 	1 B 1
29. Which language is used to interface with IBM Quantum? A) Qiskit B) Q# C) FORTRAN D) JavaScript	I DA
 30. What is the purpose of quantum circuit simulation tools? A) Design quantum hardware B) Test quantum algorithms on classical computers C) Enhance quantum coherence D) Debug classical systems 	131
 31. Quantum circuits are composed of: A) Quantum gates B) Logical gates C) Quantum wires D) Data streams 	[A]
32. The Hadamard Gate is commonly used to: A) Measure qubits B) Create superposition C) Flip quantum states D) Reverse operations	104
33. What is the role of quantum measurement in circuits? A) Create entanglement B) Collapse qubits into a definite classical state C) Apply quantum gates D) Maintain superposition	I BI

34. Which gate is used to flip the phase of a qubit in a quantum circuit? A) Pauli-X Gate B) Pauli-Y Gate C) Pauli-Z Gate	1 AT
D) SWAP Gate	
 35. What is a quantum circuit simulator primarily used for? A) Physical construction of quantum hardware B) Execution of quantum programs on classical hardware C) Minimizing quantum errors D) Creating entanglement between qubits 	1 B1
36. What does a controlled-NOT (CNOT) gate operate on?	. 0 . 7
A) A single qubit B) Two qubits (control and target) C) Three qubits D) Multiple qubits	1 151
37. Optimization of quantum circuits focuses on:	1 () 1
A) Reducing the number of qubits B) Increasing classical computation C) Improving I/O speeds D) Adding more quantum gates	141
38. The Quantum Fourier Transform (QFT) is central to which algorithm?	[0]
A) Grover's Algorithm B) Shor's Algorithm C) Deutsch-Jozsa Algorithm D) Variational Quantum Eigensolver	181
 39. Which quantum concept is critical for error correction? A) Quantum Decoherence B) Quantum Redundancy C) Quantum Entanglement D) Quantum Stabilizers 	
40. What is a key challenge for quantum machine learning algorithms?	[8]
A) Lack of quantum gates B) High decoherence rates C) Small data sets D) Excessive entanglement	
41. Which algorithm provides polynomial-time speedup for solving linear	
Systems?	[8]
A) Grover's AlgorithmB) Harrow-Hassidim-Lloyd (HHL) AlgorithmC) Shor's AlgorithmD) Quantum Fourier Transform	
42. Quantum Error Correction primarily addresses:	[C]
A) Loss of entanglement B) Measurement collapse C) Noise and decoherence D) Quantum tunneling issues	

 43. Which industry benefits most from quantum optimization algorithms? A) Cryptography B) Logistics and supply chain 	131
C) Astronomy D) Social Media	*
 44. Quantum simulation is used extensively in: A) Financial modeling B) Drug discovery and chemistry C) Weather prediction D) Retail industry 	131
 45. Why is quantum computing disruptive for cryptography? A) It makes encryption stronger B) It can solve problems that classical systems cannot efficiently solve C) It increases processing latency D) It cannot break encryption algorithms 	181
 46. What is one major use of quantum computing in artificial intelligence? A) Image compression B) Quantum-enhanced machine learning algorithms C) Classical data clustering D) Training classical neural networks 	1B1
 47. Which of the following is a real-world quantum computing application? A) Real-time classical simulations B) RSA encryption cracking C) Quantum chemistry simulations D) Data entry automation 	101
 48. What is one major challenge for quantum computing scalability? A) Lack of classical processors B) Decoherence and error rates C) Energy consumption D) Slow quantum gate operations 	1 B1
 49. Quantum hardware primarily uses which types of systems? A) Superconducting qubits and trapped ions B) Laser beams C) Nanobots 	[A]
D) Classical transistors 50. What is expected in the future of quantum computing? A) Immediate replacement of classical systems B) Gradual development of fault-tolerant quantum computers C) Elimination of all computational errors D) Decreased use in research	IBI



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		aurora TEMPLE OF GENERALS		
Course Code	CMB107	Certificate Program on Start-Up Marketing	Max Marks:50	Time: 1 Hr	

Date: 31.01.2024

Name of the Student	MARSHAWA HARSHAWA	Invigilator Sign	M
Hall Ticket Number	130322672010	Student Sign	Hum
Course	MBA	Marks	36-1

1.	What is a key challenge for start-ups in marketing and sales? A) Unlimited resources	ICI
	B) Established brand presence	
	C) Limited budget and market recognition	
	D) High customer loyalty	
2.	Section 1 to the section of the section 1 to the section	10 1
۷.	A) Larger competitors' market share	1 5
	B) Flexibility and agility to adapt quickly	
	C) High marketing costs	
	D) Limited customer reach	
2	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	101
Э.	What is the role of marketing professionals in start-ups? A) Building brand awareness and demand	[1,]
	B) Managing HR operations	
	C) Overseeing financial budgets	
	D) Writing sales contracts	
,		1 6 1
4.	Why is the sales role critical in start-ups? A) To focus on internal company growth	I X
	B) To drive revenue and secure early customers	
	C) To oversee product testing	
	D) To manage product manufacturing	
_		161
5.	What fundamental concept must start-ups focus on? A) Employee retention	1/15/
	B) Customer acquisition and retention	
	C) Asset management	
	D) Brand franchising	
_		r D X
6.	What is the primary purpose of market research for start-ups? A) Expanding internationally	1 15/1
	B) Identifying target audiences and trends	
	D) Creating financial forecasts	
	C) Hiring marketing consultants D) Creating financial forecasts Aurora's PG Coilege (MBA) Uppal, Hyderabad-500092	
	Mirora's Funderabad-5000	
	Uppal, Hyd	

7.	Which technique helps analyze market demand? A) Internal staff reviews B) Competitor budgeting C) Customer surveys and focus groups D) Office surveys	10
8.	What is a benefit of understanding customer needs? A) Higher advertising costs B) Better product-market fit C) Limited customer engagement D) Reduced market size	I BI
9.	Which is a key factor in market analysis? A) HR trends B) Competitor strategies and industry trends C) Office location planning D) Employee performance reviews	B
10.	How do start-ups use market research data? 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) Goals, strategies, and tactics B) Employee onboarding manuals C) Legal policies D) Office relocation plans	1 1
12.	Why is a value proposition important? A) It highlights why customers should choose your product B) It tracks team performance C) It budgets product costs D) It sets shipping fees	I A)
13.	What does a positioning strategy define? A) How a product is perceived in the market B) Employee responsibilities C) Marketing team roles D) Product testing timeline	IAI
14.	What is essential when allocating marketing budgets? 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) Business goals and customer needs B) Competitor's HR policies C) Staff bonus structures D) Supply chain decisions	IAI

16.	What is consultative selling? A) Forcing quick sales decisions B) Focusing on customer needs and offering solutions C) Selling low-quality products D) Ignoring customer feedback	I AT
17.	What is the first step in a sales process? A) Lead generation B) Closing the deal C) Collecting payments D) Post-sale service	11
18.	What tool helps manage customer relationships? A) Financial forecasting software B) Employee management tools C) CRM systems D) Design software	
19.	What does solution-based selling focus on? 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) Employee attendance B) Sales metrics and analytics tools C) Warehouse reports D) Legal policies	
21.	What is SEO? A) Social Engagement Optimization B) Search Engine Optimization C) Sales Engagement Outreach D) Staff Engagement Orientation	1 81
22.	What is a benefit of social media marketing? A) Increased customer engagement B) Reduced product quality C) Increased HR spending D) Limited online visibility	IAI
23.	Which metric measures online visibility? A) Website traffic and impressions B) Staff bonuses C) Company expenses D) Marketing team size	I Al
24.	Why is digital marketing cost-effective for start-ups? A) It requires large budgets B) It reaches a large audience at lower costs C) It reduces team productivity D) It limits product growth	IB 1

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25. What is content marketing used for? A) Employee management B) Attracting and retaining customers C) Reducing digital channels D) Expanding office size 26. What is part of brand identity? A) Logo, name, and messaging B) Competitor goals C) Supply chain systems D) Employee salaries 27. Why is brand positioning important? 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) Uniform messaging and visuals across channels B) Random advertisements C) Irregular marketing strategies D) Non-branded content 29. What makes content engaging? A) Value, relevance, and clarity B) Length and jargon C) Complexity D) Irrelevant topics 30. Which platform is ideal for B2B marketing? A) Instagram B) LinkedIn C) Pinterest D) TikTok 31. What is the core purpose of branding for start-ups? 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 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) Decreased product sales B) Limited market reach C) Increased customer trust and loyalty D) Reduced operational expenses AUrora's PG College (MBA)

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34.	What role does positioning play in marketing? A) Helps define the product's place in the market B) Increases team meetings C) Reduces production timelines	IAI
	D) Limits advertising efforts	
35.	Which element is NOT part of a start-up's branding? A) Office layout B) Logo design C) Brand messaging D) Brand values	
36.	Why is content marketing essential for start-ups? A) It builds credibility and attracts customers B) It increases office expenses C) It limits customer engagement D) It focuses on internal staff growth	[30]
37.	What is the main benefit of using social media for marketing? A) Enhanced brand visibility and customer engagement B) Reduced online presence C) Limited audience reach D) High operational costs	
	What metric is crucial for social media performance? 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? A) Complex reports B) Visual and interactive content C) Internal HR manuals D) Product safety reports	ISI
40.	How can start-ups optimize content marketing performance? A) By analyzing metrics and adjusting strategies B) By limiting promotions C) By using outdated tools D) By avoiding customer feedback	
	What is the primary benefit of aligning sales and marketing? 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) Cross-departmental communication and shared goals B) Independent workflows C) Random project assignments D) Isolated teams	[[]]
	Aurora's PG College (MBA) Uppal, Hyderabad-500092	

43. What can misalignment between sales and marketing lead to? 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) Office attendance B) Customer conversion rates C) Warehouse data logs D) Employee performance 45. What supports an integrated marketing and sales campaign? A) Clear strategies and shared KPIs B) Separate project goals C) Minimal team interaction D) High operational expenses 46. Why are KPIs important for marketing campaigns? A) They increase company size B) They measure performance and effectiveness C) They limit product sales D) They decrease resource allocation 47. What is ROI in marketing? 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? A) Analyze data and adjust strategies B) Ignore the results C) Increase campaign costs D) Limit future campaigns 49. Which metric determines campaign profitability? A) Engagement rate B) Return on Investment (ROI) C) Product inventory D) Office budgets 50. What step comes after analyzing campaign performance? A) Employee training

B) Strategy adjustment and improvement

C) Team reorganization
D) Financial audits

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Uppal, Hyderabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a U r o I TEMPLE OF TEMPLE OF TEMPLE	a
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 poliya	Invigilator Sign	#
Hall Ticket Number	130323672011	Student Sign	Jul 1
Course	MRA	Marks	24
			1

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

CH	question carries equal marks:	
1.	What is a key challenge for start-ups in marketing and sales? 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) Larger competitors' market share B) Flexibility and agility to adapt quickly C) High marketing costs D) Limited customer reach	1.81
3.	What is the role of marketing professionals in start-ups? 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? 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	181
5.	What fundamental concept must start-ups focus on? A) Employee retention B) Customer acquisition and retention C) Asset management D) Brand franchising	181
6.	What is the primary purpose of market research for start-ups? A) Expanding internationally B) Identifying target audiences and trends C) Hiring marketing consultants D) Creating financial forecasts Aurora's PG College (MB) Uppal, Hyderabad-500092	[B]

		~ ^
	 7. Which technique helps analyze market demand? 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? A) Higher advertising costs B) Better product-market fit C) Limited customer engagement D) Reduced market size 	181
9	 9. Which is a key factor in market analysis? A) HR trends B) Competitor strategies and industry trends C) Office location planning D) Employee performance reviews 	[B]
1	 10. How do start-ups use market research data? A) To build office structures B) To inform marketing and sales strategies C) To hire employees D) To expand into unrelated industries 	1 💢 1
1	 11. What is a core element of a marketing plan? A) Goals, strategies, and tactics B) Employee onboarding manuals C) Legal policies D) Office relocation plans 	1 1
1	 12. Why is a value proposition important? A) It highlights why customers should choose your product B) It tracks team performance C) It budgets product costs D) It sets shipping fees 	1 1
1	 13. What does a positioning strategy define? A) How a product is perceived in the market B) Employee responsibilities C) Marketing team roles D) Product testing timeline 	[A]
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 22. What is a benefit of social media marketing? A) Increased customer engagement B) Reduced product quality C) Increased HR spending D) Limited online visibility 	i.	
 23. Which metric measures online visibility? A) Website traffic and impressions B) Staff bonuses C) Company expenses D) Marketing team size 		1 2 1
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Uppal, Hyderabad-500092

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C) Increased customer trust and loyalty D) Reduced operational expenses

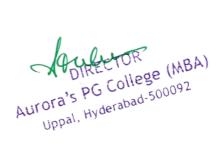
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		Aurora's PG College (Mr. Hyderabad-50009's	3A)

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40	D) Reduced Organizational Incentives	
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	D) Financial audits	
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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	CMB107	Certificate Program on Start-Up Marketing	Max Marks:50	Time: 1 Hr

Date: 31.01.2024 Name of the Student **Invigilator Sign** 130323672012 **Hall Ticket Number** Student Sign Course Marks

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

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	Aurora's PG College (Mr. Uppal, Hyderabad-500097	3A)

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 27. Why is brand positioning important? 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) Uniform messaging and visuals across channels B) Random advertisements C) Irregular marketing strategies D) Non-branded content	[K]
29. What makes content engaging? A) Value, relevance, and clarity B) Length and jargon C) Complexity D) Irrelevant topics	IAI
30. Which platform is ideal for B2B marketing? A) Instagram B) LinkedIn C) Pinterest D) TikTok	IBI
 31. What is the core purpose of branding for start-ups? A) To increase production times B) To build recognition and trust with customers C) To manage legal compliance D) To hire employees 	IBI
 32. Which of the following helps differentiate a start-up from competitors? 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) Decreased product sales B) Limited market reach C) Increased customer trust and loyalty D) Reduced operational expenses	101

	34.	What role does positioning play in marketing? A) Helps define the product's place in the market B) Increases team meetings C) Reduces production timelines D) Limits advertising efforts	(A)
	35.	Which element is NOT part of a start-up's branding? A) Office layout B) Logo design C) Brand messaging D) Brand values	IAI
	36.	Why is content marketing essential for start-ups? A) It builds credibility and attracts customers B) It increases office expenses C) It limits customer engagement D) It focuses on internal staff growth	IAI
	37.	What is the main benefit of using social media for marketing? A) Enhanced brand visibility and customer engagement B) Reduced online presence C) Limited audience reach D) High operational costs	JA 1
	38.	What metric is crucial for social media performance? A) Employee bonuses B) Engagement rate C) Product testing reports D) Supply chain logs	
		What type of content typically performs best on social media? A) Complex reports B) Visual and interactive content C) Internal HR manuals D) Product safety reports	181
	40.	How can start-ups optimize content marketing performance? 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? A) Reducing employee morale B) Creating a cohesive approach for customer acquisition C) Ignoring customer data D) Delaying product delivery	1B 1
•	42.	What strategy ensures collaboration between sales and marketing teams? A) Cross-departmental communication and shared goals B) Independent workflows C) Random project assignments D) Isolated teams	12/1
		Aurora's PG College (Murora's PG College (Murora), Hyderabad-5000	ABA) 92

43	What can misalignment between sales and marketing lead to? A) Improved teamwork B) Lost leads and lower revenue C) Higher customer satisfaction D) Consistent messaging	I BI
44	Which of the following helps measure integrated efforts? A) Office attendance B) Customer conversion rates C) Warehouse data logs D) Employee performance	1 B 1
45	 What supports an integrated marketing and sales campaign? A) Clear strategies and shared KPIs B) Separate project goals C) Minimal team interaction D) High operational expenses 	IAI
46.	Why are KPIs important for marketing campaigns? A) They increase company size B) They measure performance and effectiveness C) They limit product sales D) They decrease resource allocation	[]
47.	What is ROI in marketing? A) Regular Office Integration B) Return on Investment C) Required Operational Impact D) Reduced Organizational Incentives	181
48.	What should be done if a campaign performs poorly? A) Analyze data and adjust strategies B) Ignore the results C) Increase campaign costs D) Limit future campaigns	1 1
49.	Which metric determines campaign profitability? A) Engagement rate B) Return on Investment (ROI) C) Product inventory D) Office budgets	181
50.	What step comes after analyzing campaign performance? A) Employee training B) Strategy adjustment and improvement C) Team reorganization D) Financial audits	



College 130	alaa	Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	r a
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	H
Hall Ticket Number	130323672012	Student Sign	\$
Course	m BA	Marks	25

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

ch	question carries equal marks:	
1.	What is a key challenge for start-ups in marketing and sales? A) Unlimited resources B) Established brand presence C) Limited budget and market recognition D) High customer loyalty	[C],
2.	Which of the following is an opportunity for start-ups? A) Larger competitors' market share B) Flexibility and agility to adapt quickly C) High marketing costs D) Limited customer reach	ι B <u>1</u> /
3.	What is the role of marketing professionals in start-ups? 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? 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	[B]
5.	What fundamental concept must start-ups focus on? A) Employee retention B) Customer acquisition and retention C) Asset management D) Brand franchising	[B]
6.	What is the primary purpose of market research for start-ups? A) Expanding internationally	1 - 1/2

B) Identifying target audiences and trends

C) Hiring marketing consultants

D) Creating financial forecasts

Aurora's PG College (MBA)

Aurora's PG College (MBA)

Uppal, Hyderabad-500092

7.	Which technique helps analyze market demand? A) Internal staff reviews B) Competitor budgeting C) Customer surveys and focus groups D) Office surveys	[C]
8.	What is a benefit of understanding customer needs? 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? A) HR trends B) Competitor strategies and industry trends C) Office location planning D) Employee performance reviews	1 B 1
10.	How do start-ups use market research data? A) To build office structures B) To inform marketing and sales strategies C) To hire employees D) To expand into unrelated industries	[B]
11.	What is a core element of a marketing plan? A) Goals, strategies, and tactics B) Employee onboarding manuals C) Legal policies D) Office relocation plans	[A]
12.	Why is a value proposition important? 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) How a product is perceived in the market B) Employee responsibilities C) Marketing team roles D) Product testing timeline	[A]
14.	What is essential when allocating marketing budgets? A) Ignoring performance results B) Prioritizing high ROI activities C) Avoiding financial planning D) Increasing operational costs	ı Bı
15.	What should a marketing plan align with? A) Business goals and customer needs B) Competitor's HR policies C) Staff bonus structures D) Supply chain decisions	1 2/1

A) Forcing B) Focusin C) Selling I	nsultative selling? quick sales decisions g on customer needs and offering solutions low-quality products g customer feedback		
A) Lead ge B) Closing	the deal ng payments		[A]
A) Financia			[]
A) Compan B) Solving t C) Lowering	solution-based selling focus on? ny growth only the customer's problems g product prices testing results		
A) Employe			(B)
B) Search E C) Sales Eng	o? Ingagement Optimization Ingine Optimization Ingagement Outreach Ingagement Orientation		[8]
A) Increased B) Reduced C) Increased	enefit of social media marketing? d customer engagement product quality d HR spending online visibility		[A]
	y expenses		1 ×1
A) It requireB) It reachesC) It reduces	al marketing cost-effective for start-ups? es large budgets s a large audience at lower costs s team productivity product growth	4	B

 25. What is content marketing used for? A) Employee management B) Attracting and retaining customers C) Reducing digital channels D) Expanding office size 	[B]
26. What is part of brand identity? A) Logo, name, and messaging B) Competitor goals C) Supply chain systems D) Employee salaries	[A]
 27. Why is brand positioning important? A) To differentiate from competitors B) To increase staff morale C) To lower financial costs D) To expand HR roles 	[1
 28. What maintains brand consistency? A) Uniform messaging and visuals across channels B) Random advertisements C) Irregular marketing strategies D) Non-branded content 	[A]
29. What makes content engaging? A) Value, relevance, and clarity B) Length and jargon C) Complexity D) Irrelevant topics	[*]
30. Which platform is ideal for B2B marketing? A) Instagram B) LinkedIn C) Pinterest D) TikTok	[B]
 31. What is the core purpose of branding for start-ups? A) To increase production times B) To build recognition and trust with customers C) To manage legal compliance D) To hire employees 	[8]
 32. Which of the following helps differentiate a start-up from competitors? A) A clear value proposition and consistent brand messaging B) Staff salary packages C) Internal HR manuals D) Irregular promotions 	1 0/1
33. What does brand consistency help achieve? A) Decreased product sales B) Limited market reach C) Increased customer trust and loyalty D) Reduced operational expenses	101
la . O. vo	* A \ *

	*	
	 34. What role does positioning play in marketing? A) Helps define the product's place in the market B) Increases team meetings C) Reduces production timelines D) Limits advertising efforts 	[A]
	 35. Which element is NOT part of a start-up's branding? A) Office layout B) Logo design C) Brand messaging D) Brand values 	[A]
	 36. Why is content marketing essential for start-ups? A) It builds credibility and attracts customers B) It increases office expenses C) It limits customer engagement D) It focuses on internal staff growth 	[A]
;	37. What is the main benefit of using social media for marketing? A) Enhanced brand visibility and customer engagement B) Reduced online presence C) Limited audience reach D) High operational costs	1
***	 38. What metric is crucial for social media performance? A) Employee bonuses B) Engagement rate C) Product testing reports D) Supply chain logs 	[B]
11)	 39. What type of content typically performs best on social media? A) Complex reports B) Visual and interactive content C) Internal HR manuals D) Product safety reports 	[B]
4	 How can start-ups optimize content marketing performance? A) By analyzing metrics and adjusting strategies B) By limiting promotions C) By using outdated tools D) By avoiding customer feedback 	1
4	 What is the primary benefit of aligning sales and marketing? A) Reducing employee morale B) Creating a cohesive approach for customer acquisition C) Ignoring customer data D) Delaying product delivery 	[B]
4	 What strategy ensures collaboration between sales and marketing teams? A) Cross-departmental communication and shared goals B) Independent workflows C) Random project assignments D) Isolated teams 	[4]

B) Lost leads and lower revenue C) Higher customer satisfaction D) Consistent messaging	
44. Which of the following helps measure integrated efforts? A) Office attendance B) Customer conversion rates C) Warehouse data logs D) Employee performance	1
45. What supports an integrated marketing and sales campaign? A) Clear strategies and shared KPIs B) Separate project goals C) Minimal team interaction D) High operational expenses	A J
46. Why are KPIs important for marketing campaigns? A) They increase company size B) They measure performance and effectiveness C) They limit product sales D) They decrease resource allocation	31/
47. What is ROI in marketing? A) Regular Office Integration B) Return on Investment C) Required Operational Impact D) Reduced Organizational Incentives	B 1
48. What should be done if a campaign performs poorly? A) Analyze data and adjust strategies B) Ignore the results C) Increase campaign costs D) Limit future campaigns	1
49. Which metric determines campaign profitability? A) Engagement rate B) Return on Investment (ROI) C) Product inventory D) Office budgets	
50. What step comes after analyzing campaign performance? A) Employee training B) Strategy adjustment and improvement C) Team reorganization D) Financial audits	1

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	a
Course Code	CMB107	Certificate Program on Start-Up Marketing	Max Marks:50	Time: 1 Hr

Date: 31.01.2024

		Dutc . 31.01.2024	
Name of the Student	Pakalwad shiva charan	Invigilator Sign	14
Hall Ticket Number	130323672014	Student Sign	Cont
Course	MBA	Marks	35

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

B) Identifying target audiences and trends

C) Hiring marketing consultants D) Creating financial forecasts

1.	What is a key challenge for start-ups in marketing and sales? A) Unlimited resources B) Established brand presence C) Limited budget and market recognition D) High customer loyalty	[C]
2.	Which of the following is an opportunity for start-ups? A) Larger competitors' market share B) Flexibility and agility to adapt quickly C) High marketing costs D) Limited customer reach	IAX
3.	What is the role of marketing professionals in start-ups? 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? 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	[B]
5.	What fundamental concept must start-ups focus on? 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? A) Expanding internationally	[B]

7.	Which technique helps analyze market demand? 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? A) Higher advertising costs B) Better product-market fit C) Limited customer engagement D) Reduced market size	1 B1/
9.	Which is a key factor in market analysis? A) HR trends B) Competitor strategies and industry trends C) Office location planning D) Employee performance reviews	1 2/1
10.	How do start-ups use market research data? A) To build office structures B) To inform marketing and sales strategies C) To hire employees D) To expand into unrelated industries	1 B 1
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12.	Why is a value proposition important? A) It highlights why customers should choose your product B) It tracks team performance C) It budgets product costs D) It sets shipping fees	[A]
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14.	What is essential when allocating marketing budgets? A) Ignoring performance results B) Prioritizing high ROI activities C) Avoiding financial planning D) Increasing operational costs	[B]
15.	What should a marketing plan align with? A) Business goals and customer needs B) Competitor's HR policies C) Staff bonus structures D) Supply chain decisions	[]
	4	

 16. What is consultative selling? A) Forcing quick sales decisions B) Focusing on customer needs and offering solutions C) Selling low-quality products D) Ignoring customer feedback 	1 B 1
 17. What is the first step in a sales process? A) Lead generation B) Closing the deal C) Collecting payments D) Post-sale service 	[B/]
 18. What tool helps manage customer relationships? A) Financial forecasting software B) Employee management tools C) CRM systems D) Design software 	[C]
 19. What does solution-based selling focus on? A) Company growth only B) Solving the customer's problems C) Lowering product prices D) Product testing results 	[B]
 20. How can start-ups track sales performance? A) Employee attendance B) Sales metrics and analytics tools C) Warehouse reports D) Legal policies 	1 // 1
21. What is SEO? A) Social Engagement Optimization B) Search Engine Optimization C) Sales Engagement Outreach D) Staff Engagement Orientation	[B]
22. What is a benefit of social media marketing? A) Increased customer engagement B) Reduced product quality C) Increased HR spending D) Limited online visibility	[A]
23. Which metric measures online visibility? A) Website traffic and impressions B) Staff bonuses C) Company expenses	[A]
D) Marketing team size 24. Why is digital marketing cost-effective for start-ups? A) It requires large budgets B) It reaches a large audience at lower costs C) It reduces team productivity D) It limits product growth	1 💢 1

 25. What is content marketing used for? A) Employee management B) Attracting and retaining customers C) Reducing digital channels D) Expanding office size 	1
26. What is part of brand identity? A) Logo, name, and messaging B) Competitor goals C) Supply chain systems D) Employee salaries	[A]
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29. What makes content engaging? A) Value, relevance, and clarity B) Length and jargon C) Complexity D) Irrelevant topics	[A]
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33. What does brand consistency help achieve? A) Decreased product sales B) Limited market reach C) Increased customer trust and loyalty D) Reduced operational expenses	1 1
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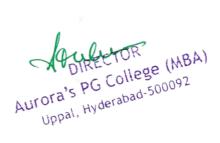
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Uppal, Hyderabad-500092

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	 34. What role does positioning play in marketing? A) Helps define the product's place in the market B) Increases team meetings C) Reduces production timelines D) Limits advertising efforts 	[A]
	 35. Which element is NOT part of a start-up's branding? A) Office layout B) Logo design C) Brand messaging D) Brand values 	[A]
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	 37. What is the main benefit of using social media for marketing? A) Enhanced brand visibility and customer engagement B) Reduced online presence C) Limited audience reach D) High operational costs 	(A)
	 38. What metric is crucial for social media performance? 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? A) Complex reports B) Visual and interactive content C) Internal HR manuals D) Product safety reports 	[B]
	 40. How can start-ups optimize content marketing performance? A) By analyzing metrics and adjusting strategies B) By limiting promotions C) By using outdated tools D) By avoiding customer feedback 	[A]
•	 41. What is the primary benefit of aligning sales and marketing? 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) Cross-departmental communication and shared goals B) Independent workflows C) Random project assignments D) Isolated teams 	[A]

 43. What can misalignment between sales and marketing lead to? A) Improved teamwork B) Lost leads and lower revenue C) Higher customer satisfaction D) Consistent messaging 	[B]
 44. Which of the following helps measure integrated efforts? A) Office attendance B) Customer conversion rates C) Warehouse data logs D) Employee performance 	[B]
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50. What step comes after analyzing campaign performance? A) Employee training B) Strategy adjustment and improvement C) Team reorganization D) Financial audits	





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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	ra
Course Code	CMB203	Certificate Program on Video Analytics	Max Marks:50	Time: 1 Hr

Date: 22.11.2022

		Dutc .22.11.2022
Name of the Student	P. Venkatesh Cagar	Invigilator Sign
Hall Ticket Number	13032/67200/	Student Sign Verlates
Course	MRA	Marks 35

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

- 1. What is video analytics primarily used for?
 - 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?
 - a) Frame
 - b) ROI (Region of Interest)
 - c) Augmented Reality
 - d) Object Detection
- 3. One major application of video analytics is:
 - a) Medical imaging
 - b) Autonomous vehicles
 - c) Spreadsheet management
 - d) Database indexing
- 4. Video analytics relies heavily on:
 - 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?
 - a) Agriculture
 - b) Banking
 - c) Security and surveillance
 - d) Education
- 6. What is a common video data format?
 - a) PNG
 - b) MP4
 - c) DOCX
 - d) JSON

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7.	Which preprocessing technique involves adjusting pixel values to standard range? a) Noise reduction b) Normalization	a [d]
	c) Feature extraction d) Compression	
8.	Noise in video analytics refers to: a) Loud background sounds b) Unwanted visual data or distortions c) Missing frames in the video d) Extra features added in post-processing	[b]
9.	Which technology is commonly used for video capture in video analytics systems? a) GPS b) LiDAR c) CCTV cameras d) Fiber optics	
10.	Why is preprocessing necessary in video analytics? a) To add animations b) To enhance computational efficiency and improve results c) To save storage space d) To reduce video resolution	
	Which algorithm is known for real-time object detection? a) YOLO b) SVM c) K-Means d) PCA	
	Faster R-CNN is an advancement over R-CNN because it: 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	1 61 (
	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? a) YOLO b) SSD c) Faster R-CNN d) All of the above 	1
15	a) Limited algorithms available b) Handling variations in lighting and angles c) Lack of demand for the technology d) High cost of hardware	January 1

16.	The Kalman Filter is primarily used for: a) Object tracking	101
	b) Image enhancement	ý
	c) Data compression	
	d) Video rendering	. /
17.	DeepSORT enhances SORT by using:	
	a) Motion models	
	b) Deep learning for re-identification	
	c) Faster computation methods d) GPS tracking	. /
10		
18.	Object tracking algorithms aim to: a) Create static images from video	1 9 1
	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?	1 (1)
	a) Occlusion	
	b) Appearance change of objects	
	c) Object re-identification d) Video file conversion	
20	SORT stands for:	r Q i
20.	a) Simple Online and Real-Time Tracking	1 32,7
	b) Smart Object Re-identification Technique	
	c) Secure Online Recognition Tool	
	d) Sequential Object Recognition Tool	
21.	Behavior analysis focuses on:	[Q 1/
	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:	
22.	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?	
	a) Recognizing objects in a frameb) Identifying a person walking in a video	
	c) Storing video metadata	
	d) Enhancing colors in video frames	1 1
24	One challenge in behavior analysis is:	I d ox
	a) Limited computational tools	
	b) Variability in human actions	
	c) Lack of video data	
	d) Low-resolution videos	

d) Low-resolution videos

		0.
25.	Which method is often used for sequence data in activity recognition	
	a) RNNs (Recurrent Neural Networks)	
	b) CNNs (Convolutional Neural Networks) c) PCA (Principal Component Analysis)	
	d) GANs (Generative Adversarial Networks)	1
26.	Facial recognition starts with:	1 0 1
	a) Matching features with a database	9
	b) Face detection	
	c) Noise removal	
07	d) Image normalization	. 0
27.	What does feature extraction in facial recognition involve? 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:	[]
	a) Computational complexity	9
	b) Potential privacy violations c) Lack of application areas	
	d) Difficulty in data storage	h = 7
29.	Which technique is used to compare detected faces with stored temp	lates? [
	a) Matching	
	b) Feature extraction	*
	c) Classification	
	d) Preprocessing	
30.	Which application heavily relies on facial recognition? a) Virtual reality	161
	b) Attendance tracking	
	c) Video gaming	
	d) 3D modeling	
31.	What is crucial during video analytics system integration?	(b) Y
	a) High resolution of videos	
	b) Compatibility with existing infrastructurec) Expensive hardware	
	d) Frequent manual intervention	
32.	Deployment considerations include:	
	a) Hardware cost only	_
	b) Scalability and performance optimization	
	c) Software licensing	/
	d) Graphic design	T : - 2
33.	Which factor is key to successful system deployment? a) Real-time analytics	
	b) Reduce video file size	
	c) High-end graphical interface	- 4
	d) Regular manual tuning	Julus
	h inve	ora's PG Conege (MBA)
		opal, Hyderabad-500092
	U	Spat, Hyderasad-300072

 34. System integration ensures: a) Consistency between video streams and analytics modules b) Higher video resolution c) Reduced software costs 	1 Q 1
d) Automatic database deletion 35. Which is a best practice in deploying video analytics systems? a) Ignoring privacy concerns	1 61
b) Testing for real-world scenarios c) Avoiding data backup d) Focusing on single-use applications	
a) Accuracy of predictions for all data b) Ratio of true positive predictions to total positive predictions c) Total processing time	1 b 1 *
d) Quality of preprocessing 37. Which metric combines precision and recall? a) F1 Score b) Accuracy c) False Negative Rate	الم وا
d) IoU (Intersection over Union) 38. What is a common method for benchmarking? a) Comparing models with established datasets	[Q]
b) Running a model without validation c) Randomly guessing predictions d) Avoiding test data	
 39. Recall measures: 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 	ICC 1
40. A low F1 score suggests: a) High precision and recall b) Poor balance between precision and recall c) Inconsistent video data d) High noise in videos	1 61/
41. Real-time video analytics focuses on: a) Offline data storage b) Instant processing of video streams c) Video editing	rd a
d) Compressing videos for storage 42. Deep learning in video analytics often uses: a) Convolutional Neural Networks (CNNs) b) Decision trees c) K-means clustering	104
d) Basic heuristics	0

43. An emerging trend in video analytics is: 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? a) Predicting weather patterns b) Customer behavior analysis c) Detecting facial injuries d) Enhancing 3D modeling 45. Smart cities use video analytics for: 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? 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? a) RNNs b) GANs c) LSTMs d) YOLO 48. One challenge in applying video analytics in security is: 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: 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:

a) Predicting criminal behavior

b) Identifying individuals in real-time

c) Enhancing image quality

d) Preventing data breaches

College 130	1,000,000	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
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	Tu-
Course	mBA	Marks	35 8

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

- 1. What is video analytics primarily used for?
 - 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?
 - a) Frame
 - b) ROI (Region of Interest)
 - c) Augmented Reality
 - d) Object Detection
- 3. One major application of video analytics is:
 - a) Medical imaging
 - b) Autonomous vehicles
 - c) Spreadsheet management
 - d) Database indexing
- 4. Video analytics relies heavily on:
 - 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?
 - a) Agriculture
 - b) Banking
 - c) Security and surveillance
 - d) Education
- 6. What is a common video data format?
 - a) PNG
 - b) MP4
 - c) DOCX
 - d) JSON

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7.	Which preprocessing technique involves adjusting pixel values to a standard range? a) Noise reduction b) Normalization	$1 \subset 1 < 1$
	c) Feature extraction d) Compression	1
8.	Noise in video analytics refers to: 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? a) GPS b) LiDAR c) CCTV cameras d) Fiber optics	
10	 Why is preprocessing necessary in video analytics? a) To add animations b) To enhance computational efficiency and improve results c) To save storage space d) To reduce video resolution 	1 62
1	Which algorithm is known for real-time object detection?a) YOLOb) SVMc) K-Meansd) PCA	1 914
1	2. Faster R-CNN is an advancement over R-CNN because it: 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	1 6 1
1	 3. What does SSD stand for in object detection? a) Single Shot Detector b) Smart Sensor Device c) Secure Storage Device d) Simplified Signal Detection 	
1	4. Which object detection technique is best suited for detecting small objects in images? a) YOLO b) SSD c) Faster R-CNN	1014
1	d) All of the above 5. One key challenge of object detection is: a) Limited algorithms available b) Handling variations in lighting and angles c) Lack of demand for the technology d) High cost of hardware Aurora's Uppal,	I DI IRECTOR PG College (MBA) Hyderabad-500092

16.	The Kalman Filter is primarily used for: a) Object tracking	1 0 1
	b) Image enhancement	
	c) Data compression	
	d) Video rendering	
17.	DeepSORT enhances SORT by using:	
	a) Motion models	, P,
	b) Deep learning for re-identification	
	c) Faster computation methods	
	d) GPS tracking	1
18.	Object tracking algorithms aim to:	
	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?	ICL/1
	a) Occlusion	
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	c) Object re-identification	
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20.	SORT stands for:	[C(1)
	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:	[CIX
	a) Identifying and interpreting patterns in movement or actions	7.
	b) Enhancing video resolution	
	c) Analyzing audio data	
	d) Creating video simulations	
22.	Temporal models are primarily used for:	$[\mathcal{Q}]$
	a) Spatial analysis	
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23.	Which of the following is an example of activity recognition?	
	a) Recognizing objects in a frame	
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	c) Storing video metadata d) Enhancing colors in video frames	
~ 4		10 1
24.	One challenge in behavior analysis is:	[C]
	a) Limited computational tools	1

b) Variability in human actions

c) Lack of video data d) Low-resolution videos

 25. Which method is often used for sequence data in activity recognition? a) RNNs (Recurrent Neural Networks) b) CNNs (Convolutional Neural Networks) c) PCA (Principal Component Analysis) 	
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27. What does feature extraction in facial recognition involve? 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: a) Computational complexity b) Potential privacy violations c) Lack of application areas d) Difficulty in data storage 	1 0 1
 29. Which technique is used to compare detected faces with stored templates? a) Matching b) Feature extraction c) Classification d) Preprocessing 	191
 30. Which application heavily relies on facial recognition? a) Virtual reality b) Attendance tracking c) Video gaming d) 3D modeling 	1 61
 31. What is crucial during video analytics system integration? a) High resolution of videos b) Compatibility with existing infrastructure c) Expensive hardware d) Frequent manual intervention 	1 61
32. Deployment considerations include: a) Hardware cost only b) Scalability and performance optimization c) Software licensing d) Graphic design	1014
33. Which factor is key to successful system deployment? a) Real-time analytics b) Reduce video file size c) High-end graphical interface d) Regular manual tuning	Ce V

34.	System integration ensures:	101
	a) Consistency between video streams and analytics modules	1 9(1)
	b) Higher video resolution	
	c) Reduced software costs	
25	d) Automatic database deletion	.
33.	Which is a best practice in deploying video analytics systems? a) Ignoring privacy concerns	151
	b) Testing for real-world scenarios	
	c) Avoiding data backup	
	d) Focusing on single-use applications	
36.	Precision measures:	
	a) Accuracy of predictions for all data b) Patie of true positive predictions to total positive predictions	
	b) Ratio of true positive predictions to total positive predictionsc) Total processing time	
	d) Quality of preprocessing	1
37.	Which metric combines precision and recall?	[(_1)
	a) F1 Score	
	b) Accuracy	
	c) False Negative Rate d) IoU (Intersection over Union)	
38	What is a common method for benchmarking?	19 1
50.	a) Comparing models with established datasets	1 (1
	b) Running a model without validation	
	c) Randomly guessing predictions	
	d) Avoiding test data	/
39.	Recall measures: a) Proportion of correctly identified positive cases out of all actual positives	10 0
	b) Total number of false negatives	
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40.	A low F1 score suggests:	191
	a) High precision and recall	
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41.	Real-time video analytics focuses on:	
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42	Deep learning in video analytics often uses:	101
14.	a) Convolutional Neural Networks (CNNs)	

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c) K-means clustering d) Basic heuristics

43.	An emerging trend in video analytics is: a) Improved mechanical cameras b) Use of edge computing for reduced latency	161
	c) Manual analysis techniques d) Elimination of preprocessing steps	
44.	Which is a primary use case of video analytics in retail? a) Predicting weather patterns b) Customer behavior analysis c) Detecting facial injuries	161/
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46.	What is a benefit of using video analytics in traffic management? 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? a) RNNs b) GANs c) LSTMs d) YOLO	
48.	One challenge in applying video analytics in security is: 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: a) Reduce the need for surveillance b) Track anomalies in public behavior patterns c) Create virtual simulations d) Lower computational costs	161/
50.	Facial recognition in surveillance is particularly useful for: a) Predicting criminal behavior b) Identifying individuals in real-time c) Enhancing image quality d) Preventing data breaches	1 bY

College co	ode	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o i	a
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	2
Hall Ticket Number	130321672002	Student Sign	LAHARIYA
Course	MBA	Marks	36

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7.	Which preprocessing technique involves adjusting pixel values to a standard range? a) Noise reduction b) Normalization	I C 1 <
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32.	Deployment considerations include:	id b
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	Aurora's PG Co	llege (MBA)
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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
Course Code	CMB203	Certificate Program on Video Analytics	Max Marks:50	Time: 1 Hr

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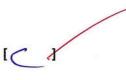
Name of the Student	G. Spandana	Invigilator Sign	6
Hall Ticket Number	130321672004	Student Sign	Spandor
Course	MBA	Marks	37 0

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	b) Track anomalies in public behavior patterns	
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50.	Facial recognition in surveillance is particularly useful for: a) Predicting criminal behavior	101
	b) Identifying individuals in real-time	
	b) lucitui ying individuals in real-time	

c) Enhancing image qualityd) Preventing data breaches

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	a
Course Code	CMB203	Certificate Program on Video Analytics	Max Marks:50	Time: 1 Hr

		Date :22.11.2022
Name of the Student	M. SumPth Chandra	Invigilator Sign
Hall Ticket Number	13034672005	Student Sign Landler
Course	MBA	Marks 33

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

- 1. What is video analytics primarily used for?
 - 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?
 - a) Frame
 - b) ROI (Region of Interest)
 - c) Augmented Reality
 - d) Object Detection
- 3. One major application of video analytics is:
 - a) Medical imaging
 - b) Autonomous vehicles
 - c) Spreadsheet management
 - d) Database indexing
- 4. Video analytics relies heavily on:
 - 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?
 - a) Agriculture
 - b) Banking
 - c) Security and surveillance
 - d) Education
- 6. What is a common video data format?
 - a) PNG
 - b) MP4
 - c) DOCX
 - d) JSON

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DIRECTOR

7.	Which preprocessing technique involves adjusting pixel value standard range? a) Noise reduction b) Normalization c) Feature extraction d) Compression	s to a
8.	Noise in video analytics refers to: a) Loud background sounds b) Unwanted visual data or distortions c) Missing frames in the video d) Extra features added in post-processing	1 b 4
9.	Which technology is commonly used for video capture in vide analytics systems? a) GPS b) LiDAR c) CCTV cameras d) Fiber optics	
10.	Why is preprocessing necessary in video analytics? 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) YOLO b) SVM c) K-Means d) PCA	
12.	Faster R-CNN is an advancement over R-CNN because it: 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) 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? a) YOLO b) SSD c) Faster R-CNN d) All of the above	
15.	One key challenge of object detection is: a) Limited algorithms available b) Handling variations in lighting and angles c) Lack of demand for the technology d) High cost of hardware	DIRECTOR DIRECTOR Aurora's PG College (MBA) Uppal, Hyderabad-500092

16. The Kalman Filter is primarily used for:

- a) Object tracking
- b) Image enhancement
- c) Data compression
- d) Video rendering

17. DeepSORT enhances SORT by using:

- a) Motion models
- b) Deep learning for re-identification
- c) Faster computation methods
- d) GPS tracking

18. Object tracking algorithms aim to:

- 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?

- a) Occlusion
- b) Appearance change of objects
- c) Object re-identification
- d) Video file conversion

20. SORT stands for:

- 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) 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:

- 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?

- 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:

- a) Limited computational tools
- b) Variability in human actions
- c) Lack of video data
- d) Low-resolution videos

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Uppal, Hyderabad-500092

			A)
	25.	Which method is often used for sequence data in activity recognition? a) RNNs (Recurrent Neural Networks) b) CNNs (Convolutional Neural Networks)	da
		c) PCA (Principal Component Analysis) d) GANs (Generative Adversarial Networks)	
	26.	Facial recognition starts with: a) Matching features with a database b) Face detection c) Noise removal d) Image normalization	161
	27.	What does feature extraction in facial recognition involve? a) Identifying key landmarks on the face b) Compressing the image size c) Removing background noise d) Adding labels to video data	[Cv3
	28.	An ethical consideration in facial recognition is: a) Computational complexity b) Potential privacy violations c) Lack of application areas d) Difficulty in data storage	
7	29.	Which technique is used to compare detected faces with stored templates? a) Matching b) Feature extraction c) Classification d) Preprocessing	ICT
	30.	Which application heavily relies on facial recognition? a) Virtual reality b) Attendance tracking c) Video gaming d) 3D modeling	161
	31.	What is crucial during video analytics system integration? a) High resolution of videos b) Compatibility with existing infrastructure c) Expensive hardware d) Frequent manual intervention	168
	32.	Deployment considerations include: 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) Real-time analytics b) Reduce video file size c) High-end graphical interface d) Regular manual tuning	10(1

 34. System integration ensures: a) Consistency between video streams and analytics modules b) Higher video resolution c) Reduced software costs d) Automatic database deletion 	[, O]
 35. Which is a best practice in deploying video analytics systems? a) Ignoring privacy concerns b) Testing for real-world scenarios c) Avoiding data backup d) Focusing on single-use applications 	1 6
 36. Precision measures: 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 	1 1
 37. Which metric combines precision and recall? a) F1 Score b) Accuracy c) False Negative Rate d) IoU (Intersection over Union) 	1 1 9
 38. What is a common method for benchmarking? a) Comparing models with established datasets b) Running a model without validation c) Randomly guessing predictions d) Avoiding test data 	100
 39. Recall measures: 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 	ICe 1
40. A low F1 score suggests: a) High precision and recall b) Poor balance between precision and recall c) Inconsistent video data d) High noise in videos	190
 41. Real-time video analytics focuses on: a) Offline data storage b) Instant processing of video streams c) Video editing d) Compressing videos for storage 	151
 42. Deep learning in video analytics often uses: a) Convolutional Neural Networks (CNNs) b) Decision trees c) K-means clustering d) Basic heuristics 	

43.	An emerging trend in video analytics is:	
	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?	
	a) Predicting weather patterns b) Customer behavior analysis	2
	c) Detecting facial injuries	
	d) Enhancing 3D modeling	1
15	Smart cities use video analytics for:	. . //
75.	a) Improved lighting systems	100
	b) Traffic management and surveillance	
	c) Building designs	
	d) Electricity optimization	
46.	What is a benefit of using video analytics in traffic management?	I P I:
	a) Generating 3D models	1
	b) Reducing video storage space	
	c) Monitoring traffic flow and detecting violations	
	d) Eliminating traffic lights	h
47.	Which deep learning model is commonly applied to real-time video analysis?	
	a) RNNs	
	b) GANs c) LSTMs	
	d) YOLO	
18		.102
40.	One challenge in applying video analytics in security is: a) Limited video formats	Idax
	b) High false alarm rates	
	c) Lack of real-time systems	1
	d) Difficulty in detecting large objects	
49.	Behavior analysis in smart cities helps to:	
	a) Reduce the need for surveillance	. 5
	b) Track anomalies in public behavior patterns	
	c) Create virtual simulations	
12212	d) Lower computational costs	1
50.	Facial recognition in surveillance is particularly useful for:	[b]
	a) Predicting criminal behavior	

b) Identifying individuals in real-time

c) Enhancing image qualityd) Preventing data breaches



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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
Course Code	TMB102	Training Program on Data Analytics	Max Marks:50	Time: 1 Hr

Date: 26.04.2024

Name of the Student	G. Chithoa	Invigilator Sign	de
Hall Ticket Number	130323672001	Student Sign	Chithers
Course	MBA	Marks	37 Am

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

1.	What is the primary purpose of data analytics? a) Storing data b) Cleaning data c) Deriving insights from data d) Predicting future trends	3 6 8	1 1
2.	Which of the following is a type of data? a) Structured b) Unstructured c) Semi-structured d) All of the above	ı	1 4
3.	What does the data life cycle NOT include? a) Collection b) Guesswork c) Analysis d) Archiving		1 1
4.	Which tool is commonly used for data visualization? a) SQL b) Python c) Tableau d) Hadoop	1	(a) -
5.	What is a key feature of descriptive analytics? a) Predicts future outcomes b) Optimizes processes c) Summarizes historical data d) Creates machine learning models	/ I	I CX
6.	What is the first step in data collection? a) Cleaning the data b) Identifying data sources c) Creating visualizations d) Performing analysis	(MBA)	i CA
	d) Performing analysis Aurora's PG College Uppal, Hyderabad-50	0097	

7.	What does data cleaning involve? a) Removing or handling inconsistencies b) Building models c) Designing dashboards d) Creating features	lg 1
8.	Which technique is used to handle missing values? a) Regression analysis b) Clustering c) Imputation d) Overfitting	161.
9.	What is feature engineering? a) Creating new variables from existing data b) Cleaning data c) Removing duplicates d) Testing hypotheses	101
10.	Which process converts data into a common scale? a) Aggregation b) Normalization c) Transformation d) Encoding	1019
11.	What is a measure of central tendency? a) Range b) Mean c) Variance d) Standard deviation	16)
12.	What is used to visualize data distributions? a) Scatter plots b) Histograms c) Box plots d) All of the above	1 ch
13.	What does EDA stand for? a) Exploratory Data Analysis b) Extensive Data Assessment c) Easy Data Analytics d) Enterprise Data Application	[0]
14.	Which of the following identifies outliers? a) Box plots b) Line graphs c) Bar charts d) Pie charts	191
15.	What is the purpose of EDA? a) Create predictive models b) Explore and summarize data c) Develop dashboards d) Conduct hypothesis testing	1/ح ا

16. What is an essential principle of data visualization?a) Complexityb) Irregularityc) Clarity	[<u>P</u>]
d) Overloading visuals 17. Which tool is NOT used for creating data visualizations? a) Power BI b) MySQL c) Excel d) Tableau	161
 18. What does an interactive dashboard allow users to do? a) Clean data b) Explore data through filters and actions c) Perform hypothesis testing d) Predict future outcomes 	1 6 1
 19. What is the benefit of using scatter plots? a) Displaying categorical data b) Identifying relationships between two variables c) Aggregating data d) Visualizing time series 	1 6 1
 20. What is a common error in data visualization? a) Misleading scales b) Using consistent labels c) Showing clear legends d) Highlighting key trends 	[0]
 21. What does hypothesis testing help determine? a) If there is evidence to support a claim b) The average of a dataset c) Data visualization principles d) Cleaning processes 	[6]
 22. Which test is used for comparing means between two groups? a) Chi-square test b) t-test c) ANOVA d) Regression 	[_]
23. What is the null hypothesis? a) A hypothesis you want to prove b) A default assumption of no effect c) The result of hypothesis testing d) A statistical model	[a]
24. When is a chi-square test used? a) For categorical data b) For numerical data c) For time series d) For regression analysis	

25.	What is the p-value? 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? a) Clustering data b) Cleaning data c) Understanding relationships between variables d) Testing hypotheses	
27.	Which is a type of regression? a) Linear regression b) Logistic regression c) Both a and b d) None of the above	[c/]
28.	What is multicollinearity? 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	1 1/1
29.	What does R-squared measure? a) Model complexity b) Proportion of variance explained by the model c) Number of predictors in the model d) Statistical significance	ا کرا ا
30.	What is a key assumption of linear regression? a) Linearity between variables b) Non-parametric data c) Random data collection d) No missing values	[0]
31.	What is the main goal of predictive analytics? a) Forecast future outcomes b) Summarize past data c) Create dashboards d) Explore data distributions	
32.	Which algorithm is used for classification? a) k-means b) Linear regression c) Decision trees d) PCA	ICI
33.	What type of learning uses labeled data? a) Supervised learning b) Unsupervised learning c) Reinforcement learning d) Feature learning	[6]

34.	What does k-nearest neighbors (k-NN) classify based on? a) Decision boundaries	100
	b) Distance to neighboring data points	
	c) Statistical tests	
	d) Tree structures	
35.	Which algorithm works by creating hyperplanes?	[C]
	a) Decision trees	101
	b) k-NN	
	c) Support Vector Machines (SVM)	
	d) PCA	
36.	What is clustering?	[4
	a) Predicting values	
	b) Visualizing data	
	c) Grouping similar data points d) Cleaning data	. 4
27		C
57.	Which algorithm is NOT used for clustering? a) k-means	1 – 1
	b) Hierarchical clustering	
	c) Linear regression	
	d) DBSCAN	1 1
38.	What is the purpose of PCA?	[\ \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
	a) Regression modeling	
	b) Classification tasks	
	c) Reducing dimensionality of data	
20	d) Predictive analytics	. 1 /
39.	Which metric evaluates clustering performance? a) R-squared	1 7/1
	b) Silhouette score	
	c) p-value	
	d) Mean squared error	
40.	What type of learning is clustering associated with?	1 58
	a) Supervised learning	
	b) Unsupervised learning	
	c) Reinforcement learning d) Predictive modeling	
11		
41.	What is time series analysis used for? a) Forecasting future trends	1 0/1
	b) Classifying images	J
	c) Detecting clusters	
	d) Creating dashboards	
42.	What does NLP stand for?	1 6/1
	a) Network Layer Processing	
	b) Natural Language Processing	
	c) Neural Learning Paradigm	
	d) Node-Level Prediction	

43.	Which is a characteristic of big data?	
	a) Volume	/-
	b) Velocity	
	c) Variety	
	d) All of the above	
44.	Which tool is commonly used for distributed computing?	[0/]
	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?	1 4
	a) Cleaning data	
	b) Predictive modeling	
	c) Communicating insights clearly	
	d) Building algorithms	
48.	What is a group project typically designed to teach?	
	a) Advanced coding skills	0
	b) Collaborative problem-solving	
	c) Data storage techniques	
	d) Statistical tests	. 1 . /
49.	Which industry is NOT commonly associated with data analytics?	157
	a) Healthcare	
	b) Agriculture	
	c) Retail	
	d) Finance	/
50.	What is the final step in a data analytics project?	1 4
	a) Data collection	
	b) Data cleaning	

c) Presenting findingsd) Statistical testing

College 130	(C) -	Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
Course Code	TMB102	Training Program on Data Analytics	Max Marks:50	Time: 1 Hr

Name of the Student A Shra Ram Invigilator Sign Invigilat

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

1.	What is the primary purpose of data analytics?	101
	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?	r 1 1 2
	a) Structured	I D I
	b) Unstructured	
	c) Semi-structured	
	d) All of the above	
2		
5.	What does the data life cycle NOT include?	[0]
	a) Collection	
	b) Guesswork	
	c) Analysis	
	d) Archiving	
4.	Which tool is commonly used for data visualization?	1 b 12
	a) SQL	1 0 1
	b) Python	
	c) Tableau	
	d) Hadoop	
5	What is a key feature of descriptive analytics?	
٥.	a) Predicts future outcomes	[] /
	b) Optimizes processes	
	c) Summarizes historical data	
8	d) Creates machine learning models	250
6.	What is the first step in data collection?	[6]
	a) Cleaning the data	. /
	b) Identifying data sources	
	c) Creating visualizations	
	d) Performing analysis	
	DIRECTOR (MBA)	
	d) Performing analysis Aurora's PG College (MBA) Uppal, Hyderabad-500092	
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	lippal, Hyde	
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7.	What does data cleaning involve? a) Removing or handling inconsistencies b) Building models c) Designing dashboards d) Creating features	19(1
8.	Which technique is used to handle missing values? a) Regression analysis b) Clustering c) Imputation d) Overfitting	[64
9.	What is feature engineering? a) Creating new variables from existing data b) Cleaning data c) Removing duplicates d) Testing hypotheses	19
10.	Which process converts data into a common scale? a) Aggregation b) Normalization c) Transformation d) Encoding	151
11.	What is a measure of central tendency? a) Range b) Mean c) Variance d) Standard deviation	
12.	What is used to visualize data distributions? a) Scatter plots b) Histograms c) Box plots d) All of the above	[ay
13.	What does EDA stand for? a) Exploratory Data Analysis b) Extensive Data Assessment c) Easy Data Analytics d) Enterprise Data Application	1 07
14.	Which of the following identifies outliers? a) Box plots b) Line graphs c) Bar charts d) Pie charts	[K]
15.	What is the purpose of EDA? a) Create predictive models b) Explore and summarize data c) Develop dashboards d) Conduct hypothesis testing	[d]

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16. What is an essential principle of data visualization?a) Complexityb) Irregularity	
c) Clarity	1
d) Overloading visuals	
17. Which tool is NOT used for creating data visualizations?	161
a) Power BI b) MySQL	
c) Excel	
d) Tableau	
18. What does an interactive dashboard allow users to do?	161
a) Clean datab) Explore data through filters and actions	. –
c) Perform hypothesis testing	,
d) Predict future outcomes	. 1
19. What is the benefit of using scatter plots?	[d]]
a) Displaying categorical datab) Identifying relationships between two variables	
c) Aggregating data	/
d) Visualizing time series	
20. What is a common error in data visualization? a) Misleading scales	191
b) Using consistent labels	
c) Showing clear legends	
d) Highlighting key trends	
21. What does hypothesis testing help determine?a) If there is evidence to support a claim	[0]
b) The average of a dataset	
c) Data visualization principles	
d) Cleaning processes	11
22. Which test is used for comparing means between two groups? a) Chi-square test	$[\alpha]$
b) t-test	
c) ANOVA d) Regression	
23. What is the null hypothesis?	1 1/2.
a) A hypothesis you want to prove	[4]
b) A default assumption of no effect	/
c) The result of hypothesis testingd) A statistical model	
24. When is a chi-square test used?	10
a) For categorical data	
b) For numerical data c) For time series	
d) For regression analysis	
The state of the s	

25. What is the p-value? 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? a) Clustering data b) Cleaning data c) Understanding relationships between variables d) Testing hypotheses 27. Which is a type of regression? a) Linear regression b) Logistic regression c) Both a and b d) None of the above 28. What is multicollinearity? 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? 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) 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) Forecast future outcomes b) Summarize past data c) Create dashboards d) Explore data distributions

32. Which algorithm is used for classification?

- a) k-means
- b) Linear regression
- c) Decision trees
- d) PCA

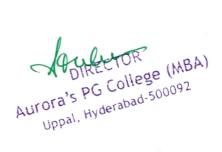
33. What type of learning uses labeled data?

- a) Supervised learning
- b) Unsupervised learning
- c) Reinforcement learning
- d) Feature learning

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 34. What does k-nearest neighbors (a) Decision boundaries b) Distance to neighboring data p c) Statistical tests d) Tree structures 		131
 35. Which algorithm works by creating a) Decision trees b) k-NN c) Support Vector Machines (SVN d) PCA 		1 6 1
 36. What is clustering? a) Predicting values b) Visualizing data c) Grouping similar data points d) Cleaning data 		[by
 37. Which algorithm is NOT used for a a) k-means b) Hierarchical clustering c) Linear regression d) DBSCAN 	clustering?	141
 38. What is the purpose of PCA? a) Regression modeling b) Classification tasks c) Reducing dimensionality of data d) Predictive analytics 	a	1 21
 39. Which metric evaluates clustering a) R-squared b) Silhouette score c) p-value d) Mean squared error 	g performance?	[]
 40. What type of learning is clustering a) Supervised learning b) Unsupervised learning c) Reinforcement learning d) Predictive modeling 	g associated with?	(a)
 41. What is time series analysis used for a) Forecasting future trends b) Classifying images c) Detecting clusters d) Creating dashboards 	for?	1 15/1
 42. What does NLP stand for? a) Network Layer Processing b) Natural Language Processing c) Neural Learning Paradigm d) Node-Level Prediction 	4	[5]

 43. Which is a characteristic of big data? a) Volume b) Velocity c) Variety d) All of the above 	1 d
 44. Which tool is commonly used for distributed computing? a) Apache Hadoop b) Tableau c) Excel d) SQL 	101
 45. What is sentiment analysis? a) Cleaning data b) Analyzing emotions in text data c) Visualizing trends d) Forecasting sales 	1 9 1
 46. What is a key component of case studies? a) Model selection b) Data visualization c) Real-world application of analytics d) Performing clustering 	1 34
 47. What does stakeholder presentation involve? a) Cleaning data b) Predictive modeling c) Communicating insights clearly d) Building algorithms 	
 48. What is a group project typically designed to teach? a) Advanced coding skills b) Collaborative problem-solving c) Data storage techniques d) Statistical tests 	[a]
 49. Which industry is NOT commonly associated with data analytics? a) Healthcare b) Agriculture c) Retail d) Finance 	
 50. What is the final step in a data analytics project? a) Data collection b) Data cleaning c) Presenting findings d) Statistical testing 	



College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o i	a
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	K
Hall Ticket Number	13032 3672009	Student Sign	Shina
Course	MBA	Marks	27 An

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

d) Performing analysis

1. What is the primary purpose of data analytics? 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? 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? a) SQL b) Python c) Tableau d) Hadoop 5. What is a key feature of descriptive analytics? 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			
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 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 	4.	a) SQL b) Python c) Tableau	188
a) Cleaning the data b) Identifying data sources	5.	a) Predicts future outcomesb) Optimizes processesc) Summarizes historical data	101
	6.	a) Cleaning the datab) Identifying data sources	1 8/1

7.	What does data cleaning involve? a) Removing or handling inconsistencies	1 }	
	b) Building models	1	
	c) Designing dashboards d) Creating features		
8.	Which technique is used to handle missing values?	1 4	· W
	a) Regression analysis	· L) 1
	b) Clustering		
	c) Imputation d) Overfitting		1
Q	What is feature engineering?		•
5.	a) Creating new variables from existing data	1 6	
	b) Cleaning data		
	c) Removing duplicates		
	d) Testing hypotheses	. /	
10.	Which process converts data into a common scale? a) Aggregation	[4]	X
	b) Normalization		
	c) Transformation		
	d) Encoding		1
11.	What is a measure of central tendency?	[]]
	a) Range		
	b) Mean c) Variance		
	d) Standard deviation		
12.	What is used to visualize data distributions?	12	X
	a) Scatter plots	/	-
	b) Histograms		
	c) Box plots d) All of the above		
12	What does EDA stand for?	r C	\mathcal{I}_1
13.	a) Exploratory Data Analysis	LD	1
	b) Extensive Data Assessment		
	c) Easy Data Analytics		
4.4	d) Enterprise Data Application		
14.	Which of the following identifies outliers? a) Box plots	1.9	_1
	b) Line graphs		
	c) Bar charts		
	d) Pie charts	· ·	1
15.	What is the purpose of EDA?	10	/]
	a) Create predictive models b) Explore and summarize data	/	
	c) Develop dashboards	/	
	d) Conduct hypothesis testing		

a b	What is an essential principle of data visualization? (a) Complexity (b) Irregularity (c) Clarity	1 21
	l) Overloading visuals	0
17. W	Which tool is NOT used for creating data visualizations? Nower Bl NySQL Excel Tableau	
	/hat does an interactive dashboard allow users to do?	rh x
a b c) Clean data) Explore data through filters and actions) Perform hypothesis testing) Predict future outcomes	
	/hat is the benefit of using scatter plots?	141
a b c) Displaying categorical data) Identifying relationships between two variables) Aggregating data) Visualizing time series	
	/hat is a common error in data visualization?	[a]
b c) Misleading scales) Using consistent labels) Showing clear legends) Highlighting key trends	
21. W a b c	That does hypothesis testing help determine? If there is evidence to support a claim The average of a dataset Data visualization principles Cleaning processes	157
22. W a b	hich test is used for comparing means between two groups? Chi-square test ANOVA Regression	1 ay
	hat is the null hypothesis?	[6]
b c)	A hypothesis you want to prove A default assumption of no effect The result of hypothesis testing A statistical model	4
	hen is a chi-square test used?	1 6/1
b)	For categorical data For numerical data For time series	
d	For regression analysis	57 38

	3	
25.	What is the p-value? 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	168
26.	What is regression analysis used for? a) Clustering data b) Cleaning data c) Understanding relationships between variables d) Testing hypotheses	
27.	Which is a type of regression? a) Linear regression b) Logistic regression c) Both a and b d) None of the above	[a]
28.	What is multicollinearity? 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? a) Model complexity b) Proportion of variance explained by the model c) Number of predictors in the model d) Statistical significance	1
30.	What is a key assumption of linear regression? a) Linearity between variables b) Non-parametric data c) Random data collection d) No missing values	1 .01
31.	What is the main goal of predictive analytics? a) Forecast future outcomes b) Summarize past data c) Create dashboards d) Explore data distributions	191
32.	Which algorithm is used for classification? a) k-means b) Linear regression c) Decision trees d) PCA	[K]
33.	What type of learning uses labeled data? a) Supervised learning b) Unsupervised learning c) Reinforcement learning d) Feature learning	[@]
	ll l	

a b c)	/hat does k-nearest neighbors (k-NN) classify based on?) Decision boundaries) Distance to neighboring data points) Statistical tests) Tree structures	I A
a) b) c)	Thich algorithm works by creating hyperplanes? Decision trees k-NN Support Vector Machines (SVM) PCA	
a) b) c)	hat is clustering? Predicting values Visualizing data Grouping similar data points Cleaning data	
a) b) c)	hich algorithm is NOT used for clustering? k-means Hierarchical clustering Linear regression DBSCAN	
a) b) c)	hat is the purpose of PCA? Regression modeling Classification tasks Reducing dimensionality of data Predictive analytics	
a) b) c)	hich metric evaluates clustering performance? R-squared Silhouette score p-value Mean squared error	161
40. Wi a) b) c)	hat type of learning is clustering associated with? Supervised learning Unsupervised learning Reinforcement learning Predictive modeling	1 al
a) b) c)	nat is time series analysis used for? Forecasting future trends Classifying images Detecting clusters Creating dashboards	[0]
42. Wh a) b) c)	nat does NLP stand for? Network Layer Processing Natural Language Processing Neural Learning Paradigm Node-Level Prediction	[2]
	n e e e e e e e e e e e e e e e e e e e	

 43. Which is a characteristic of big data? a) Volume b) Velocity c) Variety d) All of the above 	Idl
 44. Which tool is commonly used for distributed computing? a) Apache Hadoop b) Tableau c) Excel d) SQL 	
 45. What is sentiment analysis? a) Cleaning data b) Analyzing emotions in text data c) Visualizing trends d) Forecasting sales 	
 46. What is a key component of case studies? a) Model selection b) Data visualization c) Real-world application of analytics d) Performing clustering 	[.9]
 47. What does stakeholder presentation involve? a) Cleaning data b) Predictive modeling c) Communicating insights clearly d) Building algorithms 	
 48. What is a group project typically designed to teach? a) Advanced coding skills b) Collaborative problem-solving c) Data storage techniques d) Statistical tests 	[di
 49. Which industry is NOT commonly associated with data analytics? a) Healthcare b) Agriculture c) Retail d) Finance 	1 6 1
50. What is the final step in a data analytics project? a) Data collection b) Data cleaning c) Presenting findings d) Statistical testing	1 ail

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

		Date: 26.04.2024		
Name of the Student	4. Vijaya Lozmi	Invigilator Sign	B	
Hall Ticket Number	130323672004	Student Sign	Lanne	
Course	MBA	Marks	30 A	

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

c) Creating visualizationsd) Performing analysis

1.	What is the primary purpose of data analytics? 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? a) Structured b) Unstructured c) Semi-structured d) All of the above	U J
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? a) SQL b) Python c) Tableau d) Hadoop	
5.	What is a key feature of descriptive analytics? 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	

	 7. What does data cleaning involve? a) Removing or handling inconsistencies b) Building models c) Designing dashboards d) Creating features 	[a]
	8. Which technique is used to handle missing values? a) Regression analysis b) Clustering c) Imputation d) Overfitting	1 4
•	 What is feature engineering? a) Creating new variables from existing data b) Cleaning data c) Removing duplicates d) Testing hypotheses 	[cy]
-	1.0. Which process converts data into a common scale?a) Aggregationb) Normalizationc) Transformationd) Encoding	- 1 b
1	 1. What is a measure of central tendency? a) Range b) Mean c) Variance d) Standard deviation 	
1	 2. What is used to visualize data distributions? a) Scatter plots b) Histograms c) Box plots d) All of the above 	
1	3. What does EDA stand for? a) Exploratory Data Analysis b) Extensive Data Assessment c) Easy Data Analytics d) Enterprise Data Application	1 01
1	 4. Which of the following identifies outliers? a) Box plots b) Line graphs c) Bar charts d) Pie charts 	19/1
1	 5. What is the purpose of EDA? a) Create predictive models b) Explore and summarize data c) Develop dashboards d) Conduct hypothesis testing 	1 D 1

	a) Complexity b) Irregularity c) Clarity d) Overloading visuals Which tool is NOT used for creating data visualizations? a) Power BI b) MySQL c) Excel d) Tableau	1 6 1
18.	What does an interactive dashboard allow users to do?	
	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?	r ah
	a) Displaying categorical datab) Identifying relationships between two variablesc) Aggregating datad) Visualizing time series	
20.	What is a common error in data visualization?	[0]
	a) Misleading scalesb) Using consistent labelsc) Showing clear legendsd) Highlighting key trends	
21.	What does hypothesis testing help determine?	
	a) If there is evidence to support a claimb) The average of a datasetc) Data visualization principlesd) Cleaning processes	
22.	Which test is used for comparing means between two groups?	16
	a) Chi-square test b) t-test c) ANOVA d) Regression	
23.	What is the null hypothesis?	, alg
	a) A hypothesis you want to proveb) A default assumption of no effectc) The result of hypothesis testingd) A statistical model	
24.	When is a chi-square test used?	1,91
	a) For categorical data b) For numerical data	
	c) For time series	
	d) For regression analysis	

	 What is the p-value? a) The size of a sample b) The probability of observing results under the null hy c) The range of the data d) The mean of the data 	pothesis	151
26	 a) Clustering data b) Cleaning data c) Understanding relationships between variables d) Testing hypotheses 		J C 1
27	 Which is a type of regression? a) Linear regression b) Logistic regression c) Both a and b d) None of the above 		
28	 What is multicollinearity? 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 	9	I of
29.	What does R-squared measure? a) Model complexity b) Proportion of variance explained by the model c) Number of predictors in the model d) Statistical significance		19.1
30.	What is a key assumption of linear regression? a) Linearity between variables b) Non-parametric data c) Random data collection d) No missing values		101
31.	What is the main goal of predictive analytics? a) Forecast future outcomes b) Summarize past data c) Create dashboards d) Explore data distributions	27 42 49	1 8
32.	Which algorithm is used for classification? a) k-means b) Linear regression c) Decision trees d) PCA		[]
33.	What type of learning uses labeled data? a) Supervised learning b) Unsupervised learning		[9]

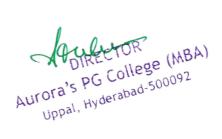
b) Unsupervised learningc) Reinforcement learning

d) Feature learning

		1 /
34.	What does k-nearest neighbors (k-NN) classify based on? a) Decision boundaries b) Distance to neighboring data points	[🗳]
	c) Statistical tests d) Tree structures	
35.	Which algorithm works by creating hyperplanes? a) Decision trees b) k-NN c) Support Vector Machines (SVM) d) PCA	[]
36.	What is clustering? a) Predicting values b) Visualizing data c) Grouping similar data points d) Cleaning data	
37.	Which algorithm is NOT used for clustering? a) k-means b) Hierarchical clustering c) Linear regression d) DBSCAN	
38.	What is the purpose of PCA? a) Regression modeling b) Classification tasks c) Reducing dimensionality of data d) Predictive analytics	1.01
	Which metric evaluates clustering performance? a) R-squared b) Silhouette score c) p-value d) Mean squared error	[-6]
	What type of learning is clustering associated with? a) Supervised learning b) Unsupervised learning c) Reinforcement learning d) Predictive modeling	151
	What is time series analysis used for? a) Forecasting future trends b) Classifying images c) Detecting clusters	
42. \	d) Creating dashboards What does NLP stand for? a) Network Layer Processing b) Natural Language Processing c) Neural Learning Paradigm d) Node-Level Prediction	

43. Which is a characteristic of big data?a) Volumeb) Velocityc) Variety		
d) All of the above 44. Which tool is commonly used for dist a) Apache Hadoop b) Tableau c) Excel	tributed computing?	101
 d) SQL 45. What is sentiment analysis? a) Cleaning data b) Analyzing emotions in text data c) Visualizing trends d) Forecasting sales 		ı cy
 46. What is a key component of case stude a) Model selection b) Data visualization c) Real-world application of analytics d) Performing clustering 		
 47. What does stakeholder presentation a) Cleaning data b) Predictive modeling c) Communicating insights clearly d) Building algorithms 	involve?	1.51
 48. What is a group project typically designal as a group project typical as a g	gned to teach?	17
 49. Which industry is NOT commonly assortable. a) Healthcare b) Agriculture c) Retail d) Finance 	ociated with data analytics?	1/61
50. What is the final step in a data analytical Data collection b) Data cleaning c) Presenting findings	ics project?	101

d) Statistical testing



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

Name of the Student

P. Hymavathe
Invigilator Sign

Hall Ticket Number

130323672005

Student Sign

Marks

Marks

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

d) Performing analysis

1.	What is the primary purpose of data analytics? a) Storing data b) Cleaning data c) Deriving insights from data d) Predicting future trends	1011
2.	Which of the following is a type of data? a) Structured b) Unstructured c) Semi-structured d) All of the above	101
3.	What does the data life cycle NOT include? a) Collection b) Guesswork c) Analysis d) Archiving	Id:
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? a) Predicts future outcomes b) Optimizes processes c) Summarizes historical data d) Creates machine learning models	[a]
6.	What is the first step in data collection? a) Cleaning the data b) Identifying data sources c) Creating visualizations	(a)

7.	What does data cleaning involve? a) Removing or handling inconsistencies b) Building models c) Designing dashboards d) Creating features	191
8.	Which technique is used to handle missing values? a) Regression analysis b) Clustering c) Imputation d) Overfitting	1 P (1
9.	What is feature engineering? 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? a) Aggregation b) Normalization c) Transformation d) Encoding	
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12.	What is used to visualize data distributions? a) Scatter plots b) Histograms c) Box plots d) All of the above	1 1
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15.	What is the purpose of EDA? a) Create predictive models b) Explore and summarize data c) Develop dashboards d) Conduct hypothesis testing	[]

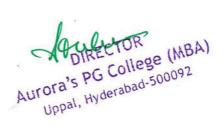
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 18. What does an interactive dashboard allow users to do? a) Clean data b) Explore data through filters and actions c) Perform hypothesis testing d) Predict future outcomes 	1.51
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 22. Which test is used for comparing means between two groups? a) Chi-square test b) t-test c) ANOVA d) Regression 	[.a]
 23. What is the null hypothesis? a) A hypothesis you want to prove b) A default assumption of no effect c) The result of hypothesis testing d) A statistical model 	161
 24. When is a chi-square test used? a) For categorical data b) For numerical data c) For time series d) For regression analysis 	191

25. What is the p-value?	/
a) The size of a sample	16
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?	10
a) Clustering data	[ay
b) Cleaning data	
c) Understanding relationships between variables	
d) Testing hypotheses	
27. Which is a type of regression? a) Linear regression	[6]
b) Logistic regression	
c) Both a and b	
d) None of the above	
28. What is multicollinearity? a) When a model is too simple	$[\alpha]$
b) When independent variables are highly correlated	
c) When there are missing values	
d) When data is normalized	
29. What does R-squared measure? a) Model complexity	161
b) Proportion of variance explained by the model	
c) Number of predictors in the model	
d) Statistical significance	, 1
30. What is a key assumption of linear regression?	[Y]
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?	191
a) Forecast future outcomes b) Summarize past data	
c) Create dashboards	
d) Explore data distributions	10/
32. Which algorithm is used for classification?	[6/]
a) k-means b) Linear regression	
c) Decision trees	
d) PCA	
33. What type of learning uses labeled data?	[
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c) Reinforcement learning	
d) Feature learning	

	What does k-nearest neighbors (k-NN) classify based on? a) Decision boundaries b) Distance to neighboring data points c) Statistical tests d) Tree structures	1 6 1
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38.	What is the purpose of PCA? a) Regression modeling b) Classification tasks c) Reducing dimensionality of data d) Predictive analytics	
39.	Which metric evaluates clustering performance? a) R-squared b) Silhouette score c) p-value d) Mean squared error	[]
40.	What type of learning is clustering associated with? a) Supervised learning b) Unsupervised learning c) Reinforcement learning d) Predictive modeling	1 61
41.	What is time series analysis used for? a) Forecasting future trends b) Classifying images c) Detecting clusters d) Creating dashboards	1 a1
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43.	Which is a characteristic of big data? a) Volume	1 1
	b) Velocity	
	c) Variety	
	d) All of the above	
44.	Which tool is commonly used for distributed computing?	. 0
	a) Apache Hadoop	1 9/1
	b) Tableau	,
	c) Excel	
	d) SQL	No. 14
45.	What is sentiment analysis?	
	a) Cleaning data	[00]]
	b) Analyzing emotions in text data	
	c) Visualizing trends	
	d) Forecasting sales	
46.	What is a key component of case studies?	1.0
	a) Model selection	1
	b) Data visualization	
	c) Real-world application of analytics	
	d) Performing clustering	
47.	What does stakeholder presentation involve?	
	a) Cleaning data	. 9 .
	b) Predictive modeling	
	c) Communicating insights clearly	
	d) Building algorithms	
48.	What is a group project typically designed to teach?	168
	a) Advanced coding skills	
	b) Collaborative problem-solving	
	c) Data storage techniques	
	d) Statistical tests	1 0)
49.	Which industry is NOT commonly associated with data analytics?	
	a) Healthcare	
	b) Agriculture	/
	c) Retail	/
	d) Finance	. /
50.	What is the final step in a data analytics project?	
	a) Data collection	
	b) Data cleaning	

c) Presenting findingsd) Statistical testing





1.2.2. Certificate/Value Added Courses

Answer Sheets of the Top 5 Students in the Attendance List

14. Training Program on Chatbots

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
Course Code	TMC201	Training Program on Chatbots	Max Marks:50	Time: 1 Hr

Date: 25.02.2022 Baley hamydas Wiver Name of the Student **Invigilator Sign** 130320862001 Hall Ticket Number Student Sign MCA Course Marks

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

1. What is a chatbot? 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) Customer support b) Online gaming c) Text editing d) Website design 3. Which milestone event contributed significantly to chatbot development? 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? a) Healthcare b) Retail c) Banking d) All of the above 5. What is one key trend in the future of chatbots? 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

7.	Which of the following is NOT an NLP technique? a) Sentiment analysis b) Tokenization	[C]
	b) Tokenization c) Encryption d) Entity recognition	
8.	What is tokenization in NLP? a) Dividing text into smaller units b) Encrypting a message c) Translating text into another language	I DM
•	d) Assigning emotions to text	
9.	Sentiment analysis helps to: a) Recognize entities in text b) Determine the emotional tone of text c) Translate languages	[AA
	d) Break down sentences into tokens	
10.	Which algorithm is often used for text classification? a) K-means clustering b) Decision trees c) Naive Bayes	[1
11	d) Principal Component Analysis (PCA)	. 5 /
11.	What is the primary goal of conversational design? a) Creating complex algorithms b) Developing engaging and natural dialogue flows c) Optimizing chatbot storage d) Minimizing NLP usage	IDA
12.	User intent refers to:	1 B /1
	a) The background information of a userb) The action or goal a user wants to achievec) The error rate of a chatbotd) None of the above	. 9.
13.	Which of the following improves conversational design?	1 B/1
	a) Static responsesb) Contextual understandingc) Minimal testingd) Limited options for user input	
14.	What is a dialogue flow?	(A)
	a) The backend system of a chatbotb) The path a conversation takes based on user inputsc) A technique for data encryptiond) 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	

Coulus

16. Which is NOT a popular chatbot development framework?a) Dialog Flowb) Rasa	(A)
c) Microsoft Bot Framework d) MS Paint	
 17. What programming language is commonly used with Rasa? a) Python b) Java c) C++ d) Ruby 	
d) Ruby	/
18. Dialog Flow is a chatbot framework developed by: a) Microsoft	161
b) Apple	
c) Google	
d) Amazon	/.
19. Which chatbot framework allows integration with multiple platforms? a) Rasa	IAM
b) Microsoft Bot Framework	
c) Dialog Flow	
d) All of the above	
20. During chatbot development, what is a key step?a) Ignoring testing	
b) Defining intents and entities	
c) Avoiding user input handling	
d) Skipping dialogue flows 21. Which is NOT a messaging platform?	106
a) Facebook Messenger	101
b) WhatsApp	,
c) Slack d) Microsoft Word	
22. Which messaging platform is owned by Meta?	1.0.1
a) Slack	1 6
b) Facebook Messenger	/
c) Telegram d) Discord	
23. Why is chatbot integration important?	1 0 1
a) To enable chatbots to communicate with users on different platforms	1 +1
b) To increase chatbot storage	
c) To avoid API usage d) To reduce compatibility	
24. What is typically required for platform integration?	18/1
a) APIs	10/1
b) Tokens	
c) Authentication d) All of the above	
a) All of the above	

 25. Deployment of a chatbot includes: a) Designing conversational flows b) Running the chatbot on a specific platform c) Both a and b d) None of the above 	I B
 26. Multi-turn conversations involve: a) Single-step responses b) Multiple interactions between the user and the bot c) Static answers d) None of the above 	[B]
 27. Contextual understanding allows chatbots to: a) Ignore user input b) Use prior conversation context to improve responses c) Increase processing time d) Avoid user errors 	[B]
 28. Personalization in chatbots refers to: a) Customizing responses based on user data b) Adding static responses c) Avoiding user-specific details d) Disabling contextual understanding 	I.C√I
 29. Handling ambiguity in chatbot design means: a) Ignoring user confusion b) Providing clarification or asking follow-up questions c) Using complex language d) Avoiding NLP altogether 	1-131
 30. What is the key for designing complex interactions? a) Simple user flows b) Robust error handling mechanisms c) Avoiding advanced NLP techniques d) Ignoring feedback 	(B)
 31. What is the purpose of chatbot testing? 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? a) Data analysis b) User feedback c) Session logs d) All of the above 	(,6) 1
 33. A/B testing in chatbots involves: a) Comparing different versions of responses or designs b) Automating responses c) Ignoring performance metrics d) Avoiding user feedback 	1 4 1

34. What is a common optimization strategy for chatbots? 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?	101
a) Analytics platforms	. 2.
b) User interface tools	
c) Spreadsheet software	
d) Chatbot flow editors	. 0 / .
36. Why is security important in chatbot development?	[BN
a) To prevent unauthorized access to sensitive datab) To increase bot speed	1
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?	IRI
a) Storing sensitive data unencrypted	1 40 1
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) GDPR b) HIPAA	
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40. Chatbots should inform users about:	[R/]
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?	1 0 1
a) Healthcare	
b) Banking	
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d) All of the above	
42. A successful chatbot implementation in healthcare involves:	[+
a) Providing appointment scheduling and symptom checksb) Replacing doctors	
c) Avoiding patient interaction	
d) Diamasina diamasa wikhawka wa awisia	

d) Diagnosing diseases without supervision

43. In banking, chatbots are commonly used for: a) Transaction history inquiries	101
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) 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: 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) Enable smart home automation b) Provide limited functionality c) Avoid voice interaction d) Focus on text-based input only 	(A)
 47. What emerging technology can enhance chatbot interactions? a) Augmented Reality (AR) b) Blockchain c) Virtual Reality (VR) d) All of the above 	1 B/1
 48. Future chatbots will rely more on: a) Artificial Intelligence and machine learning b) Manual scripting of responses c) Static dialogue flows d) Limited user personalization 	1.71
 49. How might AR/VR impact chatbot use cases? 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) Advanced contextual understanding b) Decline in chatbot applications c) Reduced automation 	[+]

d) Simpler conversational designs

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

		Date: 25.02.2022		
Name of the Student	CHAM BETISHIVASAIPRAGAD	Invigilator Sign	cem	
Hall Ticket Number	130320862002	Student Sign	Sair	
Course	MCA	Marks	35	

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

1. What is a chatbot? 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) Customer support b) Online gaming c) Text editing d) Website design 3. Which milestone event contributed significantly to chatbot development? 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? a) Healthcare b) Retail c) Banking d) All of the above 5. What is one key trend in the future of chatbots? a) Less personalization b) Increased use of Al 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 Programming b) Neural Linguistic Programming b) Neural Language Processing c) Natural Language Processing d) Network Layer Programming		que de l'origina de la companya de l	
a) Customer support b) Online gaming c) Text editing d) Website design 3. Which milestone event contributed significantly to chatbot development? 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? a) Healthcare b) Retail c) Banking d) All of the above 5. What is one key trend in the future of chatbots? 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	1.	a) A type of hardware deviceb) A software application designed to simulate human conversationc) A type of programming language	101
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a) Natural Linguistic Programming b) Neural Linguistic Processing c) Natural Language Processing d) Network Layer Programming	5.	a) Less personalizationb) Increased use of AI and machine learningc) Decrease in automation	[OK
Οργ	6.	What does NLP stand for? a) Natural Linguistic Programming b) Neural Linguistic Processing c) Natural Language Processing d) Network Layer Programming	2 5
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7.	Which of the following is NOT an NLP technique? a) Sentiment analysis b) Tokenization c) Encryption	1/1
	d) Entity recognition	,
8.	What is tokenization in NLP? a) Dividing text into smaller units b) Encrypting a message c) Translating text into another language d) Assigning emotions to text	16/1
9.	Sentiment analysis helps to: a) Recognize entities in text b) Determine the emotional tone of text c) Translate languages d) Break down sentences into tokens	168
10.	Which algorithm is often used for text classification? a) K-means clustering b) Decision trees c) Naive Bayes d) Principal Component Analysis (PCA)	1 0/1
11.	What is the primary goal of conversational design? a) Creating complex algorithms b) Developing engaging and natural dialogue flows c) Optimizing chatbot storage d) Minimizing NLP usage	
12.	User intent refers to: 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	I a'
13.	Which of the following improves conversational design? a) Static responses b) Contextual understanding c) Minimal testing d) Limited options for user input	(K)
14.	What is a dialogue flow? 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	161
15.	What helps chatbots handle user errors? a) Rigid structures b) Predefined fallback messages c) Ignoring inputs d) Disconnecting users	1ah

 16. Which is NOT a popular chatbot development framework? a) Dialog Flow b) Rasa c) Microsoft Bot Framework d) MS Paint 	I d I
 17. What programming language is commonly used with Rasa? a) Python b) Java c) C++ d) Ruby 	[0]
 18. Dialog Flow is a chatbot framework developed by: a) Microsoft b) Apple c) Google d) Amazon 	[d/]
 19. Which chatbot framework allows integration with multiple platforms? a) Rasa b) Microsoft Bot Framework c) Dialog Flow d) All of the above 	I di
 20. During chatbot development, what is a key step? a) Ignoring testing b) Defining intents and entities c) Avoiding user input handling d) Skipping dialogue flows 	161
21. Which is NOT a messaging platform? a) Facebook Messenger b) WhatsApp c) Slack d) Microsoft Word	I d 1
 22. Which messaging platform is owned by Meta? a) Slack b) Facebook Messenger c) Telegram d) Discord 	1 C K
 23. Why is chatbot integration important? 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 	1614
 24. What is typically required for platform integration? a) APIs b) Tokens c) Authentication d) All of the above 	

25.	Deployment of a chatbot includes: a) Designing conversational flows	181
	b) Running the chatbot on a specific platformc) Both a and b	
	d) None of the above	
26.	Multi-turn conversations involve:	I a A
	a) Single-step responses	
	b) Multiple interactions between the user and the botc) Static answers	
	d) None of the above	
27.	Contextual understanding allows chatbots to:	161
	a) Ignore user input	
	b) Use prior conversation context to improve responsesc) Increase processing time	
	d) Avoid user errors	
28.	Personalization in chatbots refers to:	[a]
	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:	1 a x
	a) Ignoring user confusionb) Providing clarification or asking follow-up questions	
	c) Using complex language	
	d) Avoiding NLP altogether	. /
30.	What is the key for designing complex interactions?	[6]
	a) Simple user flows b) Robust error handling mechanisms	7
	c) Avoiding advanced NLP techniques	
	d) Ignoring feedback	
31.	What is the purpose of chatbot testing?	[0/]
	a) To improve performance and identify issues b) To avoid user interactions	0-
	c) To reduce storage size	
	d) To disable fallback messages	4
32.	Which method is used to analyze chatbot interactions?	ICA /
	a) Data analysis b) User feedback	
	c) Session logs	
	d) All of the above	
33.	A/B testing in chatbots involves: a) Comparing different versions of responses or designs	[0/]
	b) Automating responses	/
	c) Ignoring performance metrics	
	d) Avaiding usor foodback	

d) Avoiding user feedback

 34. What is a common optimization strategy for chatbots? a) Ignoring analytics b) Regularly updating intents and entities c) Avoiding user input analysis d) Reducing testing efforts 	161
 35. What tool can help monitor chatbot performance? a) Analytics platforms b) User interface tools c) Spreadsheet software d) Chatbot flow editors 	I g/
 36. Why is security important in chatbot development? a) To prevent unauthorized access to sensitive data b) To increase bot speed c) To simplify responses d) To improve design quality 	101
 37. Which is a potential security risk in chatbots? a) Data breaches b) Weak authentication mechanisms c) Injection attacks d) All of the above 	[d]
 38. What is a best practice for data protection in chatbots? a) Storing sensitive data unencrypted b) Using secure APIs for data transfer c) Sharing user data with third parties d) Avoiding authentication mechanisms 	ran
 39. Which regulation governs data privacy in the European Union? a) GDPR b) HIPAA c) PCI DSS d) CCPA 	[o/1
 40. Chatbots should inform users about: a) Data collection and usage policies b) Technical implementation details c) API specifications d) Developer credentials 	[ox]
 41. Which industry has widely adopted chatbots for customer service? a) Healthcare b) Banking c) Retail d) All of the above 	rd/1
 42. A successful chatbot implementation in healthcare involves: a) Providing appointment scheduling and symptom checks b) Replacing doctors c) Avoiding patient interaction d) Diagnosing diseases without supervision 	167

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?	$[\alpha]$
	a) User feedback improves chatbot performance	<i>pe</i>
	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:	1 1
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	c) Providing personalized discounts	
	d) All of the above	
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	a) Enable smart home automation	1 0/1
	b) Provide limited functionality	
	c) Avoid voice interaction	
	d) Focus on text-based input only	
47	What emerging technology can enhance chatbot interactions?	K 1/2
.,,	a) Augmented Reality (AR)	
	b) Blockchain	
	c) Virtual Reality (VR)	
	d) All of the above	
48	Future chatbots will rely more on:	[A /1
	a) Artificial Intelligence and machine learning	100
	b) Manual scripting of responses	
	c) Static dialogue flows	
	d) Limited user personalization	
49.	How might AR/VR impact chatbot use cases?	10/1
	a) By creating immersive conversational experiences	1 09 1
	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	
	10.1.1	

c) Reduced automation

d) Simpler conversational designs

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a U r O	a
Course Code	TMC201	Training Program on Chatbots	Max Marks:50	Time: 1 Hr

Name of the Student Singathi Ravichandhar Invigilator Sign

Hall Ticket Number 130320862003 Student Sign

Course Marks 34

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

- What is a chatbot?
 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) Customer support
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- 3. Which milestone event contributed significantly to chatbot development?
 - 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?
 - a) Healthcare
 - b) Retail
 - c) Banking
 - d) All of the above
- 5. What is one key trend in the future of chatbots?
 - 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? a) Sentiment analysis b) Tokenization c) Encryption d) Entity recognition	101
8.	What is tokenization in NLP? a) Dividing text into smaller units b) Encrypting a message c) Translating text into another language d) Assigning emotions to text	[C \(\lambda \)
9.	Sentiment analysis helps to: 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) K-means clustering b) Decision trees c) Naive Bayes d) Principal Component Analysis (PCA)	[]
11.	What is the primary goal of conversational design? a) Creating complex algorithms b) Developing engaging and natural dialogue flows c) Optimizing chatbot storage d) Minimizing NLP usage	IDA
12.	User intent refers to: 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	[B]
13.	Which of the following improves conversational design? a) Static responses b) Contextual understanding c) Minimal testing d) Limited options for user input	IB/
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16.	Which is NOT a popular chatbot development framework? a) Dialog Flow	[D]
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20.	During chatbot development, what is a key step? a) Ignoring testing b) Defining intents and entities c) Avoiding user input handling d) Skipping dialogue flows	1 B 1
21.	Which is NOT a messaging platform? a) Facebook Messenger b) WhatsApp c) Slack d) Microsoft Word	1 e (1
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24.	What is typically required for platform integration? a) APIs b) Tokens c) Authentication d) All of the above	ıB 🔏

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

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25. Deployment of a chatbot includes: a) Designing conversational flows	
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b) Decline in chatbot applications

d) Simpler conversational designs

c) Reduced automation

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	ra
Course Code	TMC201	Training Program on Chatbots	Max Marks:50	Time: 1 Hr

Name of the Student

Thota Alekhya
Invigilator Sign

Hall Ticket Number

Course

Date: 25.02.2022

Invigilator Sign

Aug

Marks

Marks

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

6. What does NLP stand for?

a) Natural Linguistic Programmingb) Neural Linguistic Processingc) Natural Language Processingd) Network Layer Programming

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15.	What helps chatbots handle user errors? a) Rigid structures b) Predefined fallback messages c) Ignoring inputs d) Disconnecting users	164

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

16. Which is NOT a popular chatbot deve	lopment framework?	[d]
b) Rasac) Microsoft Bot Framework		•
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 31. What is the purpose of chatbot testing? a) To improve performance and identify issues b) To avoid user interactions c) To reduce storage size d) To disable fallback messages 	ICA
 32. Which method is used to analyze chatbot interaction a) Data analysis b) User feedback c) Session logs d) All of the above 	ons? [&]
 33. A/B testing in chatbots involves: a) Comparing different versions of responses or des b) Automating responses c) Ignoring performance metrics d) Avoiding user feedback 	igns [a/]

34.	 What is a common optimization strategy for chatbots? 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? a) Analytics platforms b) User interface tools c) Spreadsheet software d) Chatbot flow editors	191
36.	Why is security important in chatbot development? a) To prevent unauthorized access to sensitive data b) To increase bot speed c) To simplify responses d) To improve design quality	1 0 1
37.	Which is a potential security risk in chatbots? a) Data breaches b) Weak authentication mechanisms c) Injection attacks d) All of the above	1 d 1
38.	What is a best practice for data protection in chatbots? a) Storing sensitive data unencrypted b) Using secure APIs for data transfer c) Sharing user data with third parties d) Avoiding authentication mechanisms	16/1
39.	Which regulation governs data privacy in the European Union? a) GDPR b) HIPAA c) PCI DSS d) CCPA	[as
40.	Chatbots should inform users about: a) Data collection and usage policies b) Technical implementation details c) API specifications d) Developer credentials	101
41.	Which industry has widely adopted chatbots for customer service? a) Healthcare b) Banking c) Retail d) All of the above	rd1
42.	A successful chatbot implementation in healthcare involves: a) Providing appointment scheduling and symptom checks b) Replacing doctors c) Avoiding patient interaction d) Diagnosing diseases without supervision	1as

43	In banking, chatbots are commonly used for: a) Transaction history inquiries b) Fraud detection alerts c) Customer support d) All of the above	I all
44.	What is a key lesson learned from real-world chatbot deployments? a) User feedback improves chatbot performance b) Chatbots eliminate human roles entirely c) NLP is unnecessary for success d) Security concerns are negligible	1 1001
45.	A retail chatbot can help users by: a) Offering product recommendations b) Assisting with order tracking c) Providing personalized discounts d) All of the above	[d]
46.	Chatbots integrated with IoT devices are likely to: 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? a) Augmented Reality (AR) b) Blockchain c) Virtual Reality (VR) d) All of the above	I of 1
48.	Future chatbots will rely more on: a) Artificial Intelligence and machine learning b) Manual scripting of responses c) Static dialogue flows d) Limited user personalization	101
49.	How might AR/VR impact chatbot use cases? 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	[a]
50.	A key future trend in chatbot development is: a) Advanced contextual understanding b) Decline in chatbot applications c) Reduced automation d) Simpler conversational designs	161

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

Date: 25.02.2022

Name of the Student	P. Sore Kunas Redby	Invigilator Sign	C
Hall Ticket Number	130320862005	Student Sign	Stal ,
Course	MCA	Marks	330
			1

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

1. What is a chatbot?

- 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) Customer support
- b) Online gaming
- c) Text editing
- d) Website design

3. Which milestone event contributed significantly to chatbot development?

- 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?

- a) Healthcare
- b) Retail
- c) Banking
- d) All of the above

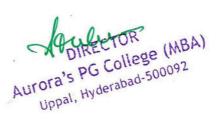
5. What is one key trend in the future of chatbots?

- 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





7.	Which of the following is NOT an NLP technique? a) Sentiment analysis b) Tokenization c) Encryption d) Entity recognition	1 0 1
8.	What is tokenization in NLP? a) Dividing text into smaller units b) Encrypting a message c) Translating text into another language d) Assigning emotions to text	ICX
9.	Sentiment analysis helps to: a) Recognize entities in text b) Determine the emotional tone of text c) Translate languages d) Break down sentences into tokens	1 61
10.	Which algorithm is often used for text classification? a) K-means clustering b) Decision trees c) Naive Bayes d) Principal Component Analysis (PCA)	101
11.	What is the primary goal of conversational design? a) Creating complex algorithms b) Developing engaging and natural dialogue flows c) Optimizing chatbot storage d) Minimizing NLP usage	iak
12.	User intent refers to: 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	16/
13.	Which of the following improves conversational design? a) Static responses b) Contextual understanding c) Minimal testing d) Limited options for user input	101/
14.	What is a dialogue flow? 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	181
15	a) Rigid structures b) Predefined fallback messages c) Ignoring inputs d) Disconnecting users	Iak

16. Which is NOT a popular chatbot development framework? a) Dialog Flow	[d]
b) Rasa	
c) Microsoft Bot Framework	
d) MS Paint	
17. What programming language is commonly used with Rasa?	[al
a) Python	
b) Java	
c) C++	
d) Ruby	~ 1 I
18. Dialog Flow is a chatbot framework developed by:	l b A
a) Microsoft	
b) Apple c) Google	
d) Amazon	
19. Which chatbot framework allows integration with multiple platforms?	1 1/2
a) Rasa	, OX,
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	V
b) Defining intents and entities	
c) Avoiding user input handling	(8)
d) Skipping dialogue flows	r ~ 1
21. Which is NOT a messaging platform?	ian
a) Facebook Messenger b) WhatsApp	3
c) Slack	
d) Microsoft Word	. /
22. Which messaging platform is owned by Meta?	1 b/1
a) Slack	
b) Facebook Messenger	
c) Telegram	
d) Discord	
23. Why is chatbot integration important?	1 (1)
a) To enable chatbots to communicate with users on different platform	1S
b) To increase chatbot storage	
c) To avoid API usage d) To reduce compatibility	
24. What is typically required for platform integration?	$[\alpha \swarrow 1]$
a) APIs	
b) Tokens	
c) Authentication	
d) All of the above	
	201=

25.	Deployment of a chatbot includes: a) Designing conversational flows b) Running the chatbot on a specific platform c) Both a and b d) None of the above	161
26.	Multi-turn conversations involve: a) Single-step responses b) Multiple interactions between the user and the bot c) Static answers d) None of the above	161
27.	Contextual understanding allows chatbots to: a) Ignore user input b) Use prior conversation context to improve responses c) Increase processing time d) Avoid user errors	1 61
28.	Personalization in chatbots refers to: a) Customizing responses based on user data b) Adding static responses c) Avoiding user-specific details d) Disabling contextual understanding	[α]
29.	Handling ambiguity in chatbot design means: a) Ignoring user confusion b) Providing clarification or asking follow-up questions c) Using complex language d) Avoiding NLP altogether	161
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b) Technical implementation details	33
c) API specifications	
d) Developer credentials	
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b) Banking	
c) Retail	1
d) All of the above	
42. A successful chatbot implementation in healthcare involves:	[0]
a) Providing appointment scheduling and symptom checks	
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c) Avoiding patient interaction	
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d) Diagnosing diseases without supervision	-
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 50. A key future trend in chatbot development is: a) Advanced contextual understanding b) Decline in chatbot applications c) Reduced automation d) Simpler conversational designs 	[a]

d) Simpler conversational designs



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 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
Course Code	TMC101	Training Program on Data Science with Python	Max Marks:50	Time: 1 Hr

Name of the Student Rule Shipeesha Invigilator Sign

Hall Ticket Number 130319862001 Student Sign

Course MCA Marks

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

- 1. Which of the following is a valid Python data type?
 - a) String
 - b) Integer
 - c) List
 - d) All of the above
- 2. Which library is primarily used for numerical computations in Python?
 - a) Pandas
 - b) NumPy
 - c) Matplotlib
 - d) Scikit-learn
- 3. What is the command to install a Python package using pip?
 - 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?
 - a) csv_open()
 - b) read csv()
 - c) load_csv()
 - d) open csv()
- 5. Which IDE is popular for Python development?
 - a) Eclipse
 - b) Jupyter Notebook
 - c) IntelliJ
 - d) NetBeans
- 6. What does API stand for?
 - 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? a) Pandas b) Seaborn c) BeautifulSoup d) NumPy	[C]
8.	JSON is short for: a) Java Script Object Notation b) Java Series Object Notation c) JavaScript Object Notation d) Joint Script Object Naming	461
9.	Which Python library is best suited for working with Excel files? a) matplotlib b) NumPy c) openpyxl d) sklearn	101
10.	What is a data pipeline? 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	1
11.	What is data wrangling? a) Formatting data for storage b) Cleaning and organizing raw data for analysis c) Collecting data d) Visualizing data	IBI
12.	Which method is used to fill missing values in Pandas? a) fill_null() b) replace() c) fillna() d) dropna()	101
13.	How can outliers be detected in a dataset? a) Using histograms b) Using box plots c) Using standard deviation thresholds d) All of the above	
14.	What is feature engineering? a) Collecting additional data b) Creating new features from existing data to improve model performance c) Testing machine learning models d) Eliminating irrelevant features	1) 1
15.	Which library is primarily used for data wrangling? a) NumPy b) Pandas c) Matplotlib d) TensorFlow	431

16.	Which method provides a quick summary of a Pandas DataFrame? a) head() b) info()	[D]
	c) describe() d) All of the above	
17.	Which library is most suitable for creating plots in Python? a) Pandas b) Matplotlib c) TensorFlow	(B)
10	d) NumPy What is the purpose of EDA?	
10.	a) Model evaluation b) Hypothesis testing c) Identifying patterns and insights from data d) Data collection	
19.	Which visualization is best for displaying relationships between two continuous variables?	n 21
	a) Bar chart b) Pie chart c) Scatter plot d) Histogram	
20.	Seaborn is built on top of which library?	[C]
	a) TensorFlow b) Pandas c) Matplotlib d) NumPy	
21.	What is a p-value used for in hypothesis testing?	
	a) Calculating meanb) Measuring correlationc) Determining statistical significanced) Analyzing distributions	
22.	What type of regression is used for predicting binary outcomes? a) Linear regression b) Ridge regression c) Logistic regression d) Polynomial regression	
23.	Which distribution is commonly used for modeling probabilities?	[]
	a) Normal distributionb) Poisson distributionc) Binomial distributiond) All of the above	
24.	What does statistical inference involve? a) Building machine learning models b) Drawing conclusions about a population from sample data c) Collecting raw data d) Cleaning data	131

25.	Which test is commonly used for comparing two means?	[]
	a) Chi-square test	
	b) Regression analysis	
	c) t-test	
	d) Z-test	
26.	What is machine learning?	121
	a) Programming algorithms manually	1 10 1
	b) Teaching computers to learn patterns from data	
	c) Writing Python scripts for data analysis	
	d) Using AI to replace programming	
27	Which of the following is a supervised learning algorithm?	1 0 1-
27.	a) K-Means clustering	
	b) Decision trees	
	c) Principal Component Analysis (PCA)	
	d) Decision trees	
28.	What is the main objective of regression models?	(B)
	a) Classifying data	
	b) Predicting continuous values	
	c) Visualizing data	
	d) Reducing data dimensions	
29.	What is overfitting?	[()
	a) A model underperforming on training data	
	b) A model performing well on training data but poorly on test data	
	c) Using too many features in the data	
	d) Optimizing a model beyond its limits	/
30.	What is a common metric for evaluating classification models?	181
	a) Mean squared error	
	b) Accuracy	
	c) R-squared	
	d) Root mean square error	
31.	What is an ensemble method?	
	a) Using multiple models to improve performance	
	b) Combining data sources	
	c) Creating deep learning models	
	d) Using multiple models to improve performance	
32.	Which algorithm is a boosting method?	1101
	a) Random Forest	
	b) K-Means	
	c) Gradient Boosting	
	d) Linear Regression	10
33	Neural networks are commonly used for:	$\Lambda \times 1$
55.	a) Visualizing data	
	b) Deep learning tasks	
	c) Statistical inference	
	d) Cleaning data	*
	-,	

34.	What library is used for building deep learning models? a) Pandas b) NumPy c) TensorFlow	
35.	d) Scikit-learn What is the role of activation functions in neural networks? a) Optimizing models b) Cleaning data c) Introducing non-linearity into the model d) Collecting features	Co
36.	What does SQL stand for? a) Sequential Query Language b) Structured Query Language c) Simplified Query Language d) Standard Query Logic	
37.	Which Python library is used for big data processing? a) PySpark b) NumPy c) Matplotlib d) Scikit-learn	TAI
38.	Which clause is used in SQL to filter rows? a) GROUP BY b) JOIN c) WHERE d) ORDER BY	1
39.	Which function in PySpark is used to read data? a) read_data() b) read() c) open_data() d) extract()	[B]
40.	What is the primary advantage of big data tools? a) Data cleaning b) Handling large-scale data efficiently c) Visualization d) Model evaluation	(B)
41.	What does Apache Airflow do? a) Runs machine learning models b) Manages data pipelines and workflows c) Cleans data d) Visualizes data	[13]
42.	What is a DAG in Airflow? a) Data Aggregation Graph b) Data Analysis Grid c) Directed Acyclic Graph d) Dataset Allocation Guide	[]

4	 3. Which tool can automate repetitive tasks in Python? a) Matplotlib b) Scripting with Python c) TensorFlow d) Excel 	[B]
4.	 4. Why are workflows important in data science? a) To ensure reproducibility b) To manage complex processes c) To improve efficiency d) All of the above 	
4.	 5. Which library can be used for automating ETL tasks? a) Matplotlib b) NumPy c) Apache Airflow d) Pandas 	1
4	6. What is a key concern in data ethics? a) Data visualization b) Protecting user privacy c) Analyzing large datasets d) Automating workflows	[B]
4	7. What is GDPR? a) Global Data Privacy Regulation b) Generalized Data Protection Rules c) General Data Protection Regulation d) Global Data Protection Rights	
4	8. Which is an example of unethical data use? a) Cleaning data b) Visualizing patterns c) Using data without consent d) Automating tasks	
49	 9. What is a capstone project? a) A final exam b) A large data collection task c) A comprehensive project applying all course knowledge d) A statistical test 	
50	a) To follow ethical guidelines b) To avoid legal penalties c) To maintain trust with users	

d) All of the above

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
Course Code	TMC101	Training Program on Data Science with Python	Max Marks:50	Time: 1 Hr

		Date: 10.01.2020	
Name of the Student	K.HUSHBOO KUMARI	Invigilator Sign	Vy
Hall Ticket Number	130319862002	Student Sign	Guner
Course	MCA	Marks	38,

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

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	c) Apache Airflow	
	d) Pandas	
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	a) Data visualization b) Protecting user privacy	
	c) Analyzing large datasets	
	d) Automating workflows	
47.	What is GDPR?	[C]
	a) Global Data Privacy Regulation b) Generalized Data Protection Rules	
	c) General Data Protection Regulation	
	d) Global Data Protection Rights	1
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	d) A statistical test	
50.	Why is data privacy important?	1 BM
	a) To follow ethical guidelines	. //
	b) To avoid legal penalties	
	c) To maintain trust with users d) All of the above	
	u) All of the above	

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	a
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	M
Hall Ticket Number	130319862003	Student Sign	Nithis
Course	MCA	Marks	38

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

a) Automated Program Interaction b) Application Programming Interface c) Application Programming Interface

d) Advanced Programming Interaction

	que de la como coqual marks.	
1.	Which of the following is a valid Python data type? a) String b) Integer c) List d) All of the above	I de 1
2.		1 6
3.	What is the command to install a Python package using pip? a) python install package_name b) install pip package_name c) pip remove package_name d) pip install package_name	104
4.	In Pandas, which method is used to read a CSV file? a) csv_open() b) read_csv() c) load_csv() d) open_csv()	1/51
5.	Which IDE is popular for Python development? a) Eclipse b) Jupyter Notebook c) IntelliJ d) NetBeans	1 2 1
6.	What does API stand for?	. 6

Aurora's PG College (MBA)

Aurora's PG College (MBA)

Uppal, Hyderabad-500092

7.	Which library is commonly used for web scraping in Python? a) Pandas	[C]
	b) Seaborn c) BeautifulSoup d) NumPy	
8.	JSON is short for: 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? a) matplotlib b) NumPy c) openpyxl d) sklearn	
10.	What is a data pipeline? 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	401
11.	What is data wrangling? 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? a) fill_null() b) replace() c) fillna() d) dropna()	
13.	How can outliers be detected in a dataset? a) Using histograms b) Using box plots c) Using standard deviation thresholds d) All of the above	
14.	What is feature engineering? a) Collecting additional data b) Creating new features from existing data to improve model performance c) Testing machine learning models d) Eliminating irrelevant features	[6]
15.	Which library is primarily used for data wrangling? a) NumPy b) Pandas c) Matplotlib d) TensorFlow	121

16.	Which method provides a quick summary of a Pandas DataFrame? a) head() b) info() c) describe() d) All of the above	[]
17.	Which library is most suitable for creating plots in Python? a) Pandas b) Matplotlib c) TensorFlow d) NumPy	161
18.	What is the purpose of EDA? a) Model evaluation b) Hypothesis testing c) Identifying patterns and insights from data d) Data collection	
19.	Which visualization is best for displaying relationships between two continuous variables? a) Bar chart b) Pie chart c) Scatter plot d) Histogram	I DV
20.	Seaborn is built on top of which library? a) TensorFlow b) Pandas c) Matplotlib d) NumPy	
21.	What is a p-value used for in hypothesis testing? a) Calculating mean b) Measuring correlation c) Determining statistical significance d) Analyzing distributions	1 (1
22.	What type of regression is used for predicting binary outcomes? a) Linear regression b) Ridge regression c) Logistic regression d) Polynomial regression	
23.	Which distribution is commonly used for modeling probabilities? a) Normal distribution b) Poisson distribution c) Binomial distribution d) All of the above	
24.	What does statistical inference involve? a) Building machine learning models b) Drawing conclusions about a population from sample data c) Collecting raw data d) Cleaning data	461

 25. Which test is commonly used for comparing two means? a) Chi-square test b) Regression analysis c) t-test d) Z-test 	
 26. What is machine learning? a) Programming algorithms manually b) Teaching computers to learn patterns from data c) Writing Python scripts for data analysis d) Using Al to replace programming 	161
 27. Which of the following is a supervised learning algorithm? a) K-Means clustering b) Decision trees c) Principal Component Analysis (PCA) d) Decision trees 	[d]
 28. What is the main objective of regression models? a) Classifying data b) Predicting continuous values c) Visualizing data d) Reducing data dimensions 	161
 29. What is overfitting? a) A model underperforming on training data b) A model performing well on training data but poorly on test data c) Using too many features in the data d) Optimizing a model beyond its limits 	[AC
 30. What is a common metric for evaluating classification models? a) Mean squared error b) Accuracy c) R-squared d) Root mean square error 	161
 31. What is an ensemble method? a) Using multiple models to improve performance b) Combining data sources c) Creating deep learning models d) Using multiple models to improve performance 	101
 32. Which algorithm is a boosting method? a) Random Forest b) K-Means c) Gradient Boosting d) Linear Regression 	LC 1
 33. Neural networks are commonly used for: a) Visualizing data b) Deep learning tasks c) Statistical inference d) Cleaning data 	

34.	What library is used for building deep learning models? a) Pandas b) NumPy c) TensorFlow d) Scikit-learn	[]
35.	What is the role of activation functions in neural networks? a) Optimizing models b) Cleaning data c) Introducing non-linearity into the model d) Collecting features	
36.	What does SQL stand for? a) Sequential Query Language b) Structured Query Language c) Simplified Query Language d) Standard Query Logic	1.61
37.	Which Python library is used for big data processing? a) PySpark b) NumPy c) Matplotlib d) Scikit-learn	Idr
38.	Which clause is used in SQL to filter rows? a) GROUP BY b) JOIN c) WHERE d) ORDER BY	
39.	Which function in PySpark is used to read data? a) read_data() b) read() c) open_data() d) extract()	
40.	What is the primary advantage of big data tools? a) Data cleaning b) Handling large-scale data efficiently c) Visualization d) Model evaluation	161
41.	What does Apache Airflow do? a) Runs machine learning models b) Manages data pipelines and workflows c) Cleans data d) Visualizes data	1 1
42.	What is a DAG in Airflow? a) Data Aggregation Graph b) Data Analysis Grid c) Directed Acyclic Graph d) Dataset Allocation Guide	101

43.	Which tool can automate repetitive tasks in Python? a) Matplotlib b) Scripting with Python c) TensorFlow d) Excel	161
44.	Why are workflows important in data science? a) To ensure reproducibility b) To manage complex processes c) To improve efficiency d) All of the above	151
45.	Which library can be used for automating ETL tasks? a) Matplotlib b) NumPy c) Apache Airflow d) Pandas	
46.	What is a key concern in data ethics? a) Data visualization b) Protecting user privacy c) Analyzing large datasets d) Automating workflows	161
47.	What is GDPR? a) Global Data Privacy Regulation b) Generalized Data Protection Rules c) General Data Protection Regulation d) Global Data Protection Rights	
48.	Which is an example of unethical data use? a) Cleaning data b) Visualizing patterns c) Using data without consent d) Automating tasks	
49.	What is a capstone project? a) A final exam b) A large data collection task c) A comprehensive project applying all course knowledge d) A statistical test	
50.	Why is data privacy important? a) To follow ethical guidelines b) To avoid legal penalties c) To maintain trust with users d) All of the above	[]

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a U T O I	a
Course Code	TMC101	Training Program on Data Science with Python	Max Marks:50	Time: 1 Hr

Date: 10.01.2020

Name of the Student	Pothy Anusha	Invigilator Sign	uf
Hall Ticket Number	130319862004	Student Sign	Aush
Course	MCA	Marks	32

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

1.	Which of the following is a valid Python data type? a) String b) Integer c) List d) All of the above	191
2.	Which library is primarily used for numerical computations in Python? a) Pandas b) NumPy c) Matplotlib d) Scikit-learn	1 21
3.	What is the command to install a Python package using pip? a) python install package_name b) install pip package_name c) pip remove package_name d) pip install package_name	101
4.	In Pandas, which method is used to read a CSV file? a) csv_open() b) read_csv() c) load_csv() d) open_csv()	1 51
5.	Which IDE is popular for Python development? a) Eclipse b) Jupyter Notebook c) IntelliJ d) NetBeans	1 61
6.	What does API stand for? a) Automated Program Interaction b) Application Programming Interface c) Application Programming Interface d) Advanced Programming Interaction Aurora's PG College (MBA) Uppal, Hyderabad-500092	

7.	Which library is commonly used for web scraping in Python? a) Pandas b) Seaborn	1 10 1
	c) BeautifulSoup d) NumPy	
8.	JSON is short for: 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? a) matplotlib b) NumPy c) openpyxl d) sklearn	[6]
10.	 What is a data pipeline? 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 	[A
11.	What is data wrangling? a) Formatting data for storage b) Cleaning and organizing raw data for analysis c) Collecting data d) Visualizing data	161
12.	Which method is used to fill missing values in Pandas? a) fill_null() b) replace() c) fillna() d) dropna()	
13.	How can outliers be detected in a dataset? a) Using histograms b) Using box plots c) Using standard deviation thresholds d) All of the above	
14.	What is feature engineering? a) Collecting additional data b) Creating new features from existing data to improve model performance c) Testing machine learning models d) Eliminating irrelevant features	
15.	Which library is primarily used for data wrangling? a) NumPy b) Pandas c) Matplotlib d) TensorFlow	1

 16. Which method provides a quick summary of a Pandas DataFrame? a) head() b) info() c) describe() d) All of the above 	[]
 17. Which library is most suitable for creating plots in Python? a) Pandas b) Matplotlib c) TensorFlow d) NumPy 	16
 18. What is the purpose of EDA? a) Model evaluation b) Hypothesis testing c) Identifying patterns and insights from data d) Data collection 	
 19. Which visualization is best for displaying relationships between two continuous variables? a) Bar chart b) Pie chart c) Scatter plot d) Histogram 	IC 1
20. Seaborn is built on top of which library? a) TensorFlow b) Pandas c) Matplotlib d) NumPy	1
 21. What is a p-value used for in hypothesis testing? a) Calculating mean b) Measuring correlation c) Determining statistical significance d) Analyzing distributions 	
 22. What type of regression is used for predicting binary outcomes? a) Linear regression b) Ridge regression c) Logistic regression d) Polynomial regression 	
 23. Which distribution is commonly used for modeling probabilities? a) Normal distribution b) Poisson distribution c) Binomial distribution d) All of the above 	
 24. What does statistical inference involve? a) Building machine learning models b) Drawing conclusions about a population from sample data c) Collecting raw data d) Cleaning data 	151

25.	Which test is commonly used for comparing two means? a) Chi-square test b) Regression analysis c) t-test d) Z-test	
26.	What is machine learning? a) Programming algorithms manually b) Teaching computers to learn patterns from data c) Writing Python scripts for data analysis d) Using AI to replace programming	
27.	Which of the following is a supervised learning algorithm? a) K-Means clustering b) Decision trees c) Principal Component Analysis (PCA) d) Decision trees	
28.	What is the main objective of regression models? a) Classifying data b) Predicting continuous values c) Visualizing data d) Reducing data dimensions	
29.	What is overfitting? a) A model underperforming on training data b) A model performing well on training data but poorly on test data c) Using too many features in the data d) Optimizing a model beyond its limits	161
30.	What is a common metric for evaluating classification models? a) Mean squared error b) Accuracy c) R-squared d) Root mean square error	.171
31.	What is an ensemble method? a) Using multiple models to improve performance b) Combining data sources c) Creating deep learning models d) Using multiple models to improve performance	11
32.	Which algorithm is a boosting method? a) Random Forest b) K-Means c) Gradient Boosting d) Linear Regression	[6]
33.	Neural networks are commonly used for: a) Visualizing data b) Deep learning tasks c) Statistical inference d) Cleaning data	161

 34. What library is used for building deep learning models? a) Pandas b) NumPy c) TensorFlow d) Scikit-learn 	
 35. What is the role of activation functions in neural networks? a) Optimizing models b) Cleaning data c) Introducing non-linearity into the model d) Collecting features 	ICL
 36. What does SQL stand for? a) Sequential Query Language b) Structured Query Language c) Simplified Query Language d) Standard Query Logic 	1.51
 37. Which Python library is used for big data processing? a) PySpark b) NumPy c) Matplotlib d) Scikit-learn 	La 1
 38. Which clause is used in SQL to filter rows? a) GROUP BY b) JOIN c) WHERE d) ORDER BY 	de 1
 39. Which function in PySpark is used to read data? a) read_data() b) read() c) open_data() d) extract() 	
 40. What is the primary advantage of big data tools? a) Data cleaning b) Handling large-scale data efficiently c) Visualization d) Model evaluation 	
 41. What does Apache Airflow do? a) Runs machine learning models b) Manages data pipelines and workflows c) Cleans data d) Visualizes data 	161
 42. What is a DAG in Airflow? a) Data Aggregation Graph b) Data Analysis Grid c) Directed Acyclic Graph d) Dataset Allocation Guide 	161

43. Which tool can automate repetitive tasks in Python? a) Matplotlib b) Scripting with Python c) TensorFlow d) Excel 44. Why are workflows important in data science? a) To ensure reproducibility b) To manage complex processes c) To improve efficiency d) All of the above 45. Which library can be used for automating ETL tasks? a) Matplotlib b) NumPy c) Apache Airflow d) Pandas 46. What is a key concern in data ethics? a) Data visualization b) Protecting user privacy c) Analyzing large datasets d) Automating workflows 47. What is GDPR? a) Global Data Privacy Regulation b) Generalized Data Protection Rules c) General Data Protection Regulation d) Global Data Protection Rights 48. Which is an example of unethical data use? a) Cleaning data b) Visualizing patterns c) Using data without consent d) Automating tasks 49. What is a capstone project? a) A final exam b) A large data collection task c) A comprehensive project applying all course knowledge d) A statistical test 50. Why is data privacy important? a) To follow ethical guidelines b) To avoid legal penalties

c) To maintain trust with users

d) All of the above

Gul

DIRECTOR

Aurora's PG College (MB/)

Uppal, Hydecabad-500092

College code 1303		Aurora's PG College (MBA) Uppal, Hyderabad	a u rora	
Course Code	TMC101	Training Program on Data Science with Python	Max Marks:50	Time: 1 Hr

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

d) Advanced Programming Interaction

1.	Which of the following is a valid Python data type? a) String b) Integer c) List d) All of the above	[bx
2.	Which library is primarily used for numerical computations in Python? a) Pandas b) NumPy c) Matplotlib d) Scikit-learn	[by
3.	What is the command to install a Python package using pip? a) python install package_name b) install pip package_name c) pip remove package_name d) pip install package_name	[11
4.	In Pandas, which method is used to read a CSV file? a) csv_open() b) read_csv() c) load_csv() d) open_csv()	[by
5.	Which IDE is popular for Python development? a) Eclipse b) Jupyter Notebook c) IntelliJ d) NetBeans	I	dx
6.	What does API stand for? a) Automated Program Interaction b) Application Programming Interface c) Application Programming Interface		ET

7.	Which library is commonly used for web scraping in Python? a) Pandas b) Seaborn c) BeautifulSoup d) NumPy	
8.	JSON is short for: a) Java Script Object Notation b) Java Series Object Notation c) JavaScript Object Notation d) Joint Script Object Naming	[C]
9.	Which Python library is best suited for working with Excel files? a) matplotlib b) NumPy c) openpyxl d) sklearn	Ich
10.	What is a data pipeline? 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? a) Formatting data for storage b) Cleaning and organizing raw data for analysis c) Collecting data d) Visualizing data	Md 1
12.	Which method is used to fill missing values in Pandas? a) fill_null() b) replace() c) fillna() d) dropna()	[C]
13.	How can outliers be detected in a dataset? a) Using histograms b) Using box plots c) Using standard deviation thresholds d) All of the above	
14.	What is feature engineering? a) Collecting additional data b) Creating new features from existing data to improve model performance c) Testing machine learning models d) Eliminating irrelevant features	(b)
15.	Which library is primarily used for data wrangling? a) NumPy b) Pandas c) Matplotlib d) TensorFlow	1 1

10	Milala made al manifestation of the second s	4
16.	Which method provides a quick summary of a Pandas DataFrame? a) head()	[A]
	b) info()	
	c) describe()	
	d) All of the above	
17.	Which library is most suitable for creating plots in Python?	r h 1
	a) Pandas	
	b) Matplotlib	
	c) TensorFlow	
	d) NumPy	
18.	What is the purpose of EDA?	$\begin{bmatrix} c \end{bmatrix}$
	a) Model evaluation	
	b) Hypothesis testing	
	c) Identifying patterns and insights from data	
	d) Data collection	
19.	Which visualization is best for displaying relationships between two	, ,
	continuous variables?	Cen
	a) Bar chart	
	b) Pie chart c) Scatter plot	
	d) Histogram	
20	Seaborn is built on top of which library?	r 1
20.	a) TensorFlow	1
	b) Pandas	X.
	c) Matplotlib	
	d) NumPy	
21.	What is a p-value used for in hypothesis testing?	[C]
	a) Calculating mean	
	b) Measuring correlation	
	c) Determining statistical significance	
	d) Analyzing distributions	
22.	What type of regression is used for predicting binary outcomes?	
	a) Linear regression	
	b) Ridge regression	
	c) Logistic regression d) Polynomial regression	
		(
23.	Which distribution is commonly used for modeling probabilities? a) Normal distribution	
	b) Poisson distribution	
	c) Binomial distribution	
	d) All of the above	
24	What does statistical inference involve?	1/0/
∠→.	a) Building machine learning models	
	b) Drawing conclusions about a population from sample data	
	c) Collecting raw data	
	d) Cleaning data	

25.	Which test is commonly used for comparing two means? a) Chi-square test b) Regression analysis c) t-test d) Z-test	
26.	What is machine learning? a) Programming algorithms manually b) Teaching computers to learn patterns from data c) Writing Python scripts for data analysis d) Using Al to replace programming	Cbi
27.	Which of the following is a supervised learning algorithm? a) K-Means clustering b) Decision trees c) Principal Component Analysis (PCA) d) Decision trees	
28.	What is the main objective of regression models? a) Classifying data b) Predicting continuous values c) Visualizing data d) Reducing data dimensions	161
29.	What is overfitting? a) A model underperforming on training data b) A model performing well on training data but poorly on test data c) Using too many features in the data d) Optimizing a model beyond its limits	151
30.	What is a common metric for evaluating classification models? a) Mean squared error b) Accuracy c) R-squared d) Root mean square error	
31.	What is an ensemble method? a) Using multiple models to improve performance b) Combining data sources c) Creating deep learning models d) Using multiple models to improve performance	191
32.	Which algorithm is a boosting method? a) Random Forest b) K-Means c) Gradient Boosting d) Linear Regression	
33.	Neural networks are commonly used for: a) Visualizing data b) Deep learning tasks c) Statistical inference d) Cleaning data	

34.	What library is used for building deep learning models? a) Pandas b) NumPy c) TensorFlow d) Scikit-learn	[C]
35.	What is the role of activation functions in neural networks? a) Optimizing models b) Cleaning data c) Introducing non-linearity into the model d) Collecting features	EC 1
36.	What does SQL stand for? a) Sequential Query Language b) Structured Query Language c) Simplified Query Language d) Standard Query Logic	[6]
37.	Which Python library is used for big data processing? a) PySpark b) NumPy c) Matplotlib d) Scikit-learn	
38.	Which clause is used in SQL to filter rows? a) GROUP BY b) JOIN c) WHERE d) ORDER BY	
39.	Which function in PySpark is used to read data? a) read_data() b) read() c) open_data() d) extract()	1
40.	What is the primary advantage of big data tools? a) Data cleaning b) Handling large-scale data efficiently c) Visualization d) Model evaluation	I b b
41.	What does Apache Airflow do? a) Runs machine learning models b) Manages data pipelines and workflows c) Cleans data d) Visualizes data	161
42.	What is a DAG in Airflow? a) Data Aggregation Graph b) Data Analysis Grid c) Directed Acyclic Graph d) Dataset Allocation Guide	ha 1

43. Which tool can automate repetitive tasks in Python?

a) Matplotlib
b) Scripting with Python
c) TensorFlow
d) Excel

44. Why are workflows important in data science?

a) To ensure reproducibility
b) To manage complex processes
c) To improve efficiency
d) All of the above

45. Which library can be used for automating ETL tasks?

a) Matplotlib

b) NumPy

c) Apache Airflow

d) Pandas

46. What is a key concern in data ethics?

a) Data visualization

b) Protecting user privacy

c) Analyzing large datasets

d) Automating workflows

47. What is GDPR?

a) Global Data Privacy Regulation

b) Generalized Data Protection Rules

c) General Data Protection Regulation

d) Global Data Protection Rights

48. Which is an example of unethical data use?

a) Cleaning data

b) Visualizing patterns

c) Using data without consent

d) Automating tasks

49. What is a capstone project?

a) A final exam

b) A large data collection task

c) A comprehensive project applying all course knowledge

d) A statistical test

50. Why is data privacy important?

a) To follow ethical guidelines

b) To avoid legal penalties

c) To maintain trust with users

d) All of the above

761

[d]

161

1/2/

 $[\ C\]$

101

(4)



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 130		Aurora's PG College (MBA) Uppal, Hyderabad	A U T O	r a
Course Code	TMB201	Training Program on IT Fundamentals	Max Marks:50	Time: 1 Hı

Date: 10.02.2023

Name of the Student	P. Verkatesh	Eogas	Invigilator Sign	\$21
Hall Ticket Number	130321672001	U	Student Sign	venbe
Course	MAA		Marks	Ston

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

- 1. What does IT stand for? a) Internet Technology b) Information Technology c) Intelligent Technology d) Interactive Technology 2. Which of the following is NOT a key concept in IT? a) Data Storage b) Data Transmission c) Rocket Propulsion d) Data Security 3. What is the primary role of IT in modern organizations? 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? a) RAM b) CPU c) Hard Drive d) Motherboard 5. What does RAM stand for? a) Read-Only Memory b) Random Access Memory c) Rapid Application Module
- d) Random Allocation Mechanism6. Which type of storage is non-volatile?
 - a) RAM
 - b) SSD
 - c) Cache Memory
 - d) Registers

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Uppal, Hyderabad-500092

7.	What is the primary function of peripherals? 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	1 9
8.	Which of these is NOT an operating system? a) Windows b) Linux c) macOS d) Google Chrome	[Ch
9.	What is the primary role of an operating system? a) Manage hardware and software resources b) Provide antivirus protection c) Develop applications d) Maintain internet connectivity	191
10.	Which file system is commonly used by Windows operating systems? a) NTFS b) EXT4 c) APFS d) FAT32	[0]
11.	Which of these is considered a productivity tool? a) Microsoft Word b) Adobe Photoshop c) Mozilla Firefox d) Steam	101
12.	What is the purpose of software updates? a) To uninstall unused applications b) To fix bugs and improve functionality c) To increase hardware speed d) To reset the operating system	1 ch
13.	Which of these is an example of open-source software? a) Microsoft Office b) Google Chrome c) LibreOffice d) Adobe Acrobat	ICX
14.	What does LAN stand for? a) Large Area Network b) Local Area Network c) Linked Access Network d) Logical Area Network	I CA
15.	Which device is used to connect multiple devices on the same network? a) Router b) Switch c) Modem d) Firewall	[0 1/2

16.	Which protocol is primarily used for web browsing? a) FTP b) TCP c) HTTP d) SMTP	101
17.	Which of the following is an example of a cybersecurity threat? a) Phishing b) VPN c) Cloud Computing d) LAN	[b/1
18.	What does a firewall do? a) Protects against overheating b) Filters incoming and outgoing network traffic c) Prevents hardware failures d) Encrypts user data	[ad
19.	Which is the best practice for password management? 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	ICY
20.	What is the first step in systematic troubleshooting? a) Implementing a solution b) Identifying the problem c) Replacing hardware d) Restarting the system	[6]
21.	Which tool can help diagnose network issues? a) Disk Cleanup b) Task Manager c) Ping Command d) System Restore	[C]
22.	What does "blue screen of death" indicate? a) A hardware upgrade b) A critical system error c) A virus infection d) A power failure	[0,1
23.	What is a key responsibility of IT support? a) Designing hardware b) Resolving technical issues c) Marketing new products d) Writing user manuals	161
24.	Which is an example of a service desk best practice? a) Ignoring unresolved issues b) Documenting all interactions c) Prioritizing new customers over existing ones d) Limiting communication channels	[adj

25.	What is a common IT support scenario? a) Software installation requests b) Hardware manufacturing c) Creating financial reports d) Marketing campaigns	[a]
26.	What does IoT stand for? a) Internet of Tools b) Internet of Things c) Integration of Technology d) Intelligent Operations Terminal	[Cd
27.	Which technology allows storing and accessing data over the internet? a) Cloud Computing b) Blockchain c) Artificial Intelligence d) Virtual Reality	[0.1
28.	What is a key benefit of emerging technologies in IT? a) Increased hardware costs b) Enhanced efficiency and innovation c) Reduced system compatibility d) Limited user accessibility	[6]
29.	What is the purpose of practical exercises in IT training? a) To memorize concepts b) To apply theoretical knowledge c) To skip assessments d) To avoid hands-on experience	[CA
30.	Which certification is commonly pursued by IT beginners? a) AWS Certified Solutions Architect b) CompTIA A+ c) CCIE d) PMP	1 61
31.	Which of the following is an example of IT enabling business growth? a) Implementing automated customer service b) Reducing staff numbers c) Increasing manual paperwork d) Avoiding technology upgrades	[a]
32.	What is the primary goal of IT governance in an organization? a) Reducing operational costs b) Aligning IT strategy with business goals c) Increasing data redundancy d) Limiting employee access to systems	1 6)
33.	Which device converts digital signals to analog signals for internet Connectivity? a) Router b) Modem c) Switch d) NIC	[6]
	d) NIC Aurora's PG College (Mr. 1974), Hyderabad-50009	34)

34. What is the purpose of a power supply unit (PSU) in a computer? a) Store data	161
 b) Provide electrical power to components c) Process calculations d) Connect peripherals 	
 35. Which of the following is an example of input hardware? a) Monitor b) Printer c) Keyboard d) Speakers 	1 51
 36. What is the default file manager for macOS? a) Finder b) File Explorer c) Nautilus d) Thunar 	[a]
 37. What feature of an operating system allows multiple applications to run simultaneously? a) Multithreading b) Multitasking c) Virtualization d) Caching 	[]
 38. What does the Linux command "Is" do? a) Displays the contents of a file b) Lists files and directories c) Deletes a file d) Copies a file 	1 61
 39. Which software application is used primarily for spreadsheets? a) Adobe Acrobat b) Microsoft Excel c) Google Chrome d) VLC Media Player 	151
 40. What is the main purpose of antivirus software? a) Optimize system performance b) Protect against malware c) Manage user accounts d) Enhance graphic quality 	1 6 1
 41. What is the primary purpose of a DNS (Domain Name System)? 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? a) Transfer Control Protocol b) Transmission Control Protocol c) Telecommunication Protocol d) Temporary Connection Protocol Aurora's PG College Aurora's PG College	(MBA)
Aurora's PG College Uppal, Hyderabad-50	007~

43.	Which network topology connects all devices in a closed loop? a) Star b) Mesh c) Ring	101
44.	d) Bus What is a common method used in phishing attacks? 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	[1]
45.	Which of the following is a strong password example? a) password123 b) 123456789 c) P@ssw0rd!2024 d) qwerty	15
46.	Which tool is commonly used to check hard drive health? a) Disk Management b) Task Manager c) CHKDSK d) Notepad	[C]
47.	If a computer won't boot, what should you check first? a) Network connectivity b) Power supply c) Installed applications d) Antivirus software	161
	Which IT support role focuses on addressing customer-reported technical issues? a) Network Engineer b) Service Desk Analyst c) Systems Administrator d) Database Manager	1 1/2 1
49.	What is a Service Level Agreement (SLA)? a) A hardware installation manual b) A contract outlining expected IT support levels c) A software update process d) A troubleshooting guide	1/61
50.	Which technology uses distributed ledgers for secure transactions? a) Artificial Intelligence b) Blockchain c) IoT d) Cloud Computing	[6]

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o	r a
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 216 7 2002	Student Sign Tulas	
Course	MBA	Marks 35	

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

	and the control of the control of the state of the state of the control of the c	
1.	What does IT stand for? a) Internet Technology b) Information Technology c) Intelligent Technology d) Interactive Technology	1 Dok
2.	Which of the following is NOT a key concept in IT? a) Data Storage b) Data Transmission c) Rocket Propulsion d) Data Security	(()
3.	What is the primary role of IT in modern organizations? a) Creating physical products b) Supporting business processes through technology c) Manufacturing hardware d) Replacing employees with machines	1 Dox
4.	Which component is known as the "brain" of the computer? a) RAM b) CPU c) Hard Drive d) Motherboard	1BT
5.	What does RAM stand for? a) Read-Only Memory b) Random Access Memory c) Rapid Application Module d) Random Allocation Mechanism	I Cax
6.	Which type of storage is non-volatile? a) RAM b) SSD c) Cache Memory	131
	d) Registers Aurora's PG College (MBA) Uppal, Hyderabad-500092	

 7. What is the primary function o a) To connect devices to the int b) To store data permanently c) To expand the functionality o d) To cool the CPU 	ternet	101
8. Which of these is NOT an operaa) Windowsb) Linuxc) macOSd) Google Chrome	rating system?	1 8 1
 9. What is the primary role of an a) Manage hardware and softw b) Provide antivirus protection c) Develop applications d) Maintain internet connectivity 	vare resources	IC A
10. Which file system is commonlya) NTFSb) EXT4c) APFSd) FAT32	y used by Windows operating systems?	IAI
11. Which of these is considered aa) Microsoft Wordb) Adobe Photoshopc) Mozilla Firefoxd) Steam	productivity tool?	IAI
 12. What is the purpose of softwar a) To uninstall unused application b) To fix bugs and improve function c) To increase hardware speed d) To reset the operating system 	ions ctionality	IDA
13. Which of these is an example of a) Microsoft Officeb) Google Chromec) LibreOfficed) Adobe Acrobat	of open-source software?	1:51
 14. What does LAN stand for? a) Large Area Network b) Local Area Network c) Linked Access Network d) Logical Area Network 		[D 1/
15. Which device is used to connecta) Routerb) Switchc) Modemd) Firewall	ct multiple devices on the same network?	IBY

16	 Which protocol is primarily used for web browsing? a) FTP b) TCP c) HTTP d) SMTP 	[]
17.	 Which of the following is an example of a cybersecurity threat? a) Phishing b) VPN c) Cloud Computing d) LAN 	ICA
18.	What does a firewall do? a) Protects against overheating b) Filters incoming and outgoing network traffic c) Prevents hardware failures d) Encrypts user data	131
19.	Which is the best practice for password management? 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? a) Implementing a solution b) Identifying the problem c) Replacing hardware d) Restarting the system	131
21.	Which tool can help diagnose network issues? a) Disk Cleanup b) Task Manager c) Ping Command d) System Restore	IAA
22.	What does "blue screen of death" indicate? a) A hardware upgrade b) A critical system error c) A virus infection d) A power failure	131
23.	What is a key responsibility of IT support? a) Designing hardware b) Resolving technical issues c) Marketing new products d) Writing user manuals	[B]
24.	Which is an example of a service desk best practice? a) Ignoring unresolved issues b) Documenting all interactions c) Prioritizing new customers over existing ones d) Limiting communication channels	I DX

25	 What is a common IT support scenario? a) Software installation requests b) Hardware manufacturing c) Creating financial reports 	[A]
26	d) Marketing campaigns What does IoT stand for? a) Internet of Tools b) Internet of Things c) Integration of Technology d) Intelligent Operations Terminal	ICA
27.	Which technology allows storing and accessing data over the internet? a) Cloud Computing b) Blockchain c) Artificial Intelligence d) Virtual Reality	1 2 1
28.	What is a key benefit of emerging technologies in IT? a) Increased hardware costs b) Enhanced efficiency and innovation c) Reduced system compatibility d) Limited user accessibility	[3]
29.	What is the purpose of practical exercises in IT training? a) To memorize concepts b) To apply theoretical knowledge c) To skip assessments d) To avoid hands-on experience	131
30.	Which certification is commonly pursued by IT beginners? a) AWS Certified Solutions Architect b) CompTIA A+ c) CCIE d) PMP	131
31.	Which of the following is an example of IT enabling business growth? a) Implementing automated customer service b) Reducing staff numbers c) Increasing manual paperwork d) Avoiding technology upgrades	[C K]
32.	What is the primary goal of IT governance in an organization? a) Reducing operational costs b) Aligning IT strategy with business goals c) Increasing data redundancy d) Limiting employee access to systems	131
33.	Which device converts digital signals to analog signals for internet Connectivity? a) Router b) Modem c) Switch d) NIC	[] A]
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Aurora's PG Coilege (MBA)

Uppal, Hyderabad-500092

3	 4. What is the purpose of a power supply unit (PSU) in a computer? a) Store data b) Provide electrical power to components c) Process calculations 	131
3	d) Connect peripherals 5. Which of the following is an example of input hardware? a) Monitor b) Printer c) Keyboard	ı M
3	d) Speakers 6. What is the default file manager for macOS? a) Finder b) File Explorer c) Nautilus d) Thunar	IAI
3	7. What feature of an operating system allows multiple applications to run simultaneously? a) Multithreading b) Multitasking c) Virtualization d) Caching	131
3	8. What does the Linux command "Is" do? a) Displays the contents of a file b) Lists files and directories c) Deletes a file d) Copies a file	[B]
39	 Which software application is used primarily for spreadsheets? a) Adobe Acrobat b) Microsoft Excel c) Google Chrome d) VLC Media Player 	1AA
40	a) Optimize system performance b) Protect against malware c) Manage user accounts d) Enhance graphic quality	1B 1
43	 What is the primary purpose of a DNS (Domain Name System)? a) To manage file permissions b) To translate domain names into IP addresses c) To monitor network speed d) To secure network traffic 	[3]
42	2. What does TCP in TCP/IP stand for? a) Transfer Control Protocol b) Transmission Control Protocol c) Telecommunication Protocol d) Temporary Connection Protocol	ICAL
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Uppal, Hyderabad-500092

43.	Which network topology connects all devices in a closed loop? a) Star b) Mesh c) Ring d) Bus	101
44.	What is a common method used in phishing attacks? 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	141
45.	Which of the following is a strong password example? a) password123 b) 123456789 c) P@ssw0rd!2024 d) qwerty	IC)
46.	Which tool is commonly used to check hard drive health? a) Disk Management b) Task Manager c) CHKDSK d) Notepad	151
47.	If a computer won't boot, what should you check first? a) Network connectivity b) Power supply c) Installed applications d) Antivirus software	[B]
	Which IT support role focuses on addressing customer-reported technical issues? a) Network Engineer b) Service Desk Analyst c) Systems Administrator d) Database Manager	IBI
49.	What is a Service Level Agreement (SLA)? a) A hardware installation manual b) A contract outlining expected IT support levels c) A software update process d) A troubleshooting guide	IBI
	Which technology uses distributed ledgers for secure transactions? a) Artificial Intelligence b) Blockchain c) IoT d) Cloud Computing	[B]

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Uppal, Hyderabad-500092

College 130	3.000	Aurora's PG College (MBA) Uppal, Hyderabad	a u ro	r a
Course Code	TMB201	Training Program on IT Fundamentals	Max Marks:50	Time: 1 Hr

Date: 10.02.2023 potharia laharita Name of the Student **Invigilator Sign** 13,0321672003 **Hall Ticket Number** Student Sign Course MBA

Marks

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

	, and a survey of a survey of the survey of	
1.	What does IT stand for? a) Internet Technology b) Information Technology c) Intelligent Technology d) Interactive Technology	[]
2.	Which of the following is NOT a key concept in IT? a) Data Storage b) Data Transmission c) Rocket Propulsion d) Data Security	IA
3.	What is the primary role of IT in modern organizations? a) Creating physical products b) Supporting business processes through technology c) Manufacturing hardware d) Replacing employees with machines	181
4.	Which component is known as the "brain" of the computer? a) RAM b) CPU c) Hard Drive d) Motherboard	I AI
5.	What does RAM stand for? a) Read-Only Memory b) Random Access Memory c) Rapid Application Module d) Random Allocation Mechanism	[B]
6.	a) RAM b) SSD	1011
	c) Cache Memory d) Registers Aurora's PG College (MBA) Uppal, Hyderabad-500092	

7.	What is the primary function of peripherals? 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? a) Windows b) Linux c) macOS d) Google Chrome	
9.	What is the primary role of an operating system? 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) NTFS b) EXT4 c) APFS d) FAT32	1 1
11.	Which of these is considered a productivity tool? a) Microsoft Word b) Adobe Photoshop c) Mozilla Firefox d) Steam	[<u>P</u>
12.	What is the purpose of software updates? a) To uninstall unused applications b) To fix bugs and improve functionality c) To increase hardware speed d) To reset the operating system	I BY
13.	Which of these is an example of open-source software? a) Microsoft Office b) Google Chrome c) LibreOffice d) Adobe Acrobat	1 131
14.	What does LAN stand for? a) Large Area Network b) Local Area Network c) Linked Access Network d) Logical Area Network	ı CZi
15.	Which device is used to connect multiple devices on the same network? a) Router b) Switch c) Modem d) Firewall	[B1

16.	Which protocol is primarily used for web browsing? a) FTP b) TCP c) HTTP	
17.	d) SMTP Which of the following is an example of a cybersecurity threat? a) Phishing b) VPN c) Cloud Computing d) LAN	[A]
18.	What does a firewall do? a) Protects against overheating b) Filters incoming and outgoing network traffic c) Prevents hardware failures d) Encrypts user data	[CX]
19.	Which is the best practice for password management? 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	ı Ki
20.	What is the first step in systematic troubleshooting? a) Implementing a solution b) Identifying the problem c) Replacing hardware d) Restarting the system	[B]
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22.	What does "blue screen of death" indicate? a) A hardware upgrade b) A critical system error c) A virus infection d) A power failure	ı A⁄i
23.	What is a key responsibility of IT support? a) Designing hardware b) Resolving technical issues c) Marketing new products d) Writing user manuals	[AZ]
24.	Which is an example of a service desk best practice? a) Ignoring unresolved issues b) Documenting all interactions c) Prioritizing new customers over existing ones d) Limiting communication channels	[B]

 25. What is a common IT support scenario? a) Software installation requests b) Hardware manufacturing c) Creating financial reports 	[A]
d) Marketing campaigns 26. What does IoT stand for? a) Internet of Tools b) Internet of Things c) Integration of Technology d) Intelligent Operations Terminal	1 BI
27. Which technology allows storing and accessing data over the internet? a) Cloud Computing b) Blockchain c) Artificial Intelligence d) Virtual Reality	1 BA
 28. What is a key benefit of emerging technologies in IT? a) Increased hardware costs b) Enhanced efficiency and innovation c) Reduced system compatibility d) Limited user accessibility 	1 B1
 29. What is the purpose of practical exercises in IT training? a) To memorize concepts b) To apply theoretical knowledge c) To skip assessments d) To avoid hands-on experience 	1 B 1
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 31. Which of the following is an example of IT enabling business growth? a) Implementing automated customer service b) Reducing staff numbers c) Increasing manual paperwork d) Avoiding technology upgrades 	I B
 32. What is the primary goal of IT governance in an organization? a) Reducing operational costs b) Aligning IT strategy with business goals c) Increasing data redundancy d) Limiting employee access to systems 	181
33. Which device converts digital signals to analog signals for internet Connectivity? a) Router b) Modem c) Switch d) NIC	ı 🛝
c) Switch d) NIC Aurora's PG Colles Uppal, Hyderabad-	ge (MBA) 500092

	34.	What is the purpose of a power supply unit (PSU) in a computer? a) Store data b) Provide electrical power to components c) Process calculations d) Connect peripherals	1	BI
	35.	Which of the following is an example of input hardware? a) Monitor b) Printer c) Keyboard d) Speakers	[]	13/1
	36.	What is the default file manager for macOS? a) Finder b) File Explorer c) Nautilus d) Thunar	[Ar
		What feature of an operating system allows multiple applications to run simultaneously? a) Multithreading b) Multitasking c) Virtualization d) Caching	[By
	38.	What does the Linux command "Is" do? a) Displays the contents of a file b) Lists files and directories c) Deletes a file d) Copies a file]	A
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,	40.	What is the main purpose of antivirus software? a) Optimize system performance b) Protect against malware c) Manage user accounts d) Enhance graphic quality]	BY
	41.	What is the primary purpose of a DNS (Domain Name System)? a) To manage file permissions b) To translate domain names into IP addresses c) To monitor network speed d) To secure network traffic	[]	AK 1
	42.	What does TCP in TCP/IP stand for? a) Transfer Control Protocol b) Transmission Control Protocol c) Telecommunication Protocol d) Temporary Connection Protocol Aurora's PG College (MB) Uppal, Hyderabad-500092	(()	<u>N</u> 1

43.	Which network topology connects all devices in a closed loop? a) Star b) Mesh c) Ring	[]
	d) Bus	
44.	What is a common method used in phishing attacks? 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? a) password123 b) 123456789 c) P@ssw0rd!2024 d) qwerty	
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47.	If a computer won't boot, what should you check first? a) Network connectivity b) Power supply c) Installed applications d) Antivirus software	IB1
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49.	What is a Service Level Agreement (SLA)? 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?	1 BA
	a) Artificial Intelligence b) Blockchain c) IoT d) Cloud Computing	

College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u T O	ra
Course Code	TMB201	Training Program on IT Fundamentals	Max Marks:50	Time: 1 Hr

Name of the Student

Course

Date: 10.02.2023

Invigilator Sign

Student Sign

Marks

Marks

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

c) Cache Memory

d) Registers

1.	What does IT stand for? a) Internet Technology b) Information Technology c) Intelligent Technology d) Interactive Technology	[B]
2.	Which of the following is NOT a key concept in IT? a) Data Storage b) Data Transmission c) Rocket Propulsion d) Data Security	
3.	What is the primary role of IT in modern organizations? a) Creating physical products b) Supporting business processes through technology c) Manufacturing hardware d) Replacing employees with machines	1612
4.	Which component is known as the "brain" of the computer? a) RAM b) CPU c) Hard Drive d) Motherboard	1 3 1
5.	What does RAM stand for? a) Read-Only Memory b) Random Access Memory c) Rapid Application Module d) Random Allocation Mechanism	IAI
6.	Which type of storage is non-volatile? a) RAM b) SSD	[]

Aurora's PG College (MBA)

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Uppal, Hyderabad-500092

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7.	What is the primary function of peripherals? a) To connect devices to the internet	1 1
	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?	1 DI
	a) Windows	
	b) Linux	
	c) macOS	
	d) Google Chrome	*
9.	What is the primary role of an operating system?	
	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?	156
10.	a) NTFS	1 (1)
	b) EXT4	
	c) APFS	
	d) FAT32	
11.	Which of these is considered a productivity tool?	[[
	a) Microsoft Word	
	b) Adobe Photoshop	
	c) Mozilla Firefox d) Steam	
12		.0.
12.	What is the purpose of software updates? a) To uninstall unused applications	1 15 1
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	c) To increase hardware speed	
	d) To reset the operating system	~
13.	Which of these is an example of open-source software?	[3]
	a) Microsoft Office	- /-
	b) Google Chrome	
	c) LibreOffice d) Adobe Acrobat	
11	What does LAN stand for?	
14.	a) Large Area Network	
	b) Local Area Network	/ .
	c) Linked Access Network	
	d) Logical Area Network	1
15.	Which device is used to connect multiple devices on the same network?	$\mathcal{L} \subset \mathcal{L}$
	a) Router	
	b) Switch	
	c) Modem	
	d) Firewall	
	Mr. Carrott	1491
		(147)

16.	Which protocol is primarily used for web browsing? a) FTP b) TCP	[C]
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28.	d) Virtual Reality What is a key benefit of emerging technologies in IT?	101
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	c) Reduced system compatibility	2
29	d) Limited user accessibility What is the purpose of practical exercises in IT training?	
23.	a) To memorize concepts	1 (1)
	b) To apply theoretical knowledge c) To skip assessments	
20	d) To avoid hands-on experience	2 2 2
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-	d) PMP	
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	d) Limiting employee access to systems	<i>y</i>
	Which device converts digital signals to analog signals for internet Connectivity?	181
	a) Router	N D I
	b) Modem c) Switch	
	d) NIC	
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	Aurora's PG College (Ma Aurora's PG College (Ma Uppal, Hyderabad-500092	
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34.	What is the purpose of a power supply unit (PSU) in a computer? a) Store data b) Provide electrical power to compare to	1 B 1
	b) Provide electrical power to componentsc) Process calculationsd) Connect peripherals	
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	Aurora's PG College (MB	

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48.	Which IT support role focuses on addressing customer-reported technical issues? a) Network Engineer b) Service Desk Analyst c) Systems Administrator d) Database Manager	1 B1
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College 130		Aurora's PG College (MBA) Uppal, Hyderabad	a u r o r	a
Course Code	TMB201	Training Program on IT Fundamentals	Max Marks:50	Time: 1 Hr

Date: 10.02.2023

Name of the Student	M. Sunitty chadra	Invigilator Sign	2
Hall Ticket Number	13034672005	Student Sign	Swith
Course	MBA	Marks	

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

d) Registers

1.	What does IT stand for? a) Internet Technology b) Information Technology c) Intelligent Technology d) Interactive Technology	
2.	Which of the following is NOT a key concept in IT? a) Data Storage b) Data Transmission c) Rocket Propulsion d) Data Security	
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	 10. Which file system is commonly used by Windows operating systems a) NTFS b) EXT4 c) APFS d) FAT32 	; [B √1
,	11. Which of these is considered a productivity tool? a) Microsoft Word b) Adobe Photoshop c) Mozilla Firefox d) Steam	1 1
	 12. What is the purpose of software updates? a) To uninstall unused applications b) To fix bugs and improve functionality c) To increase hardware speed d) To reset the operating system 	131
	 13. Which of these is an example of open-source software? a) Microsoft Office b) Google Chrome c) LibreOffice d) Adobe Acrobat 	[<]
	14. What does LAN stand for? a) Large Area Network b) Local Area Network c) Linked Access Network d) Logical Area Network	IAAI
	 15. Which device is used to connect multiple devices on the same network a) Router b) Switch c) Modem d) Firewall 	713
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16	Which protocol is primarily used for web browsing?a) FTPb) TCPc) HTTP	[]
17	d) SMTP Which of the following is an example of a cybersecurity threat? a) Phishing b) VPN c) Cloud Computing d) LAN	IAI
18	What does a firewall do? a) Protects against overheating b) Filters incoming and outgoing network traffic c) Prevents hardware failures d) Encrypts user data	1 A A
19	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	191
20.	What is the first step in systematic troubleshooting? a) Implementing a solution b) Identifying the problem c) Replacing hardware d) Restarting the system	1BI
21.	Which tool can help diagnose network issues? a) Disk Cleanup b) Task Manager c) Ping Command d) System Restore	['C]
22.	What does "blue screen of death" indicate? a) A hardware upgrade b) A critical system error c) A virus infection d) A power failure	[C]
23.	What is a key responsibility of IT support? a) Designing hardware b) Resolving technical issues c) Marketing new products d) Writing user manuals	1B1
24.	Which is an example of a service desk best practice? a) Ignoring unresolved issues b) Documenting all interactions c) Prioritizing new customers over existing ones d) Limiting communication channels	ICA
	4	

25.	What is a common IT support scenario? a) Software installation requests	[A]
	b) Hardware manufacturing c) Creating financial reports d) Marketing campaigns	•
26.	What does IoT stand for? a) Internet of Tools	[B]
	b) Internet of Tools c) Integration of Technology d) Intelligent Operations Terminal	
27.	Which technology allows storing and accessing data over the internet? a) Cloud Computing b) Blockchain c) Artificial Intelligence d) Virtual Reality	
28.	What is a key benefit of emerging technologies in IT? a) Increased hardware costs	ic de.
	b) Enhanced efficiency and innovationc) Reduced system compatibilityd) Limited user accessibility	9
29.	What is the purpose of practical exercises in IT training? a) To memorize concepts b) To apply theoretical knowledge c) To skip assessments d) To avoid hands-on experience	IBI
30.	Which certification is commonly pursued by IT beginners? a) AWS Certified Solutions Architect b) CompTIA A+ c) CCIE d) PMP	BI
31.	Which of the following is an example of IT enabling business growth? a) Implementing automated customer service b) Reducing staff numbers c) Increasing manual paperwork d) Avoiding technology upgrades	I A 1
32.	What is the primary goal of IT governance in an organization? a) Reducing operational costs b) Aligning IT strategy with business goals c) Increasing data redundancy d) Limiting employee access to systems	131
33.	Which device converts digital signals to analog signals for internet Connectivity? a) Router b) Modem	[C &
	c) Switch d) NIC Aurora's PG College (MB Uppal, Hyderabad-500092	(4,

34.	What is the purpose of a power supply unit (PSU) in a computer? a) Store data b) Provide electrical power to components c) Process calculations d) Connect peripherals	131
35.	Which of the following is an example of input hardware? a) Monitor b) Printer c) Keyboard d) Speakers	
36.	What is the default file manager for macOS? a) Finder b) File Explorer c) Nautilus d) Thunar	
37.	What feature of an operating system allows multiple applications to run simultaneously? a) Multithreading b) Multitasking c) Virtualization d) Caching	ICH
38.	What does the Linux command "Is" do? a) Displays the contents of a file b) Lists files and directories c) Deletes a file d) Copies a file	1.31
39.	Which software application is used primarily for spreadsheets? a) Adobe Acrobat b) Microsoft Excel c) Google Chrome d) VLC Media Player	1131
40.	What is the main purpose of antivirus software? a) Optimize system performance b) Protect against malware c) Manage user accounts d) Enhance graphic quality	1131
41.	What is the primary purpose of a DNS (Domain Name System)? a) To manage file permissions b) To translate domain names into IP addresses c) To monitor network speed d) To secure network traffic	I CX
42.	What does TCP in TCP/IP stand for? a) Transfer Control Protocol b) Transmission Control Protocol c) Telecommunication Protocol d) Temporary Connection Protocol Aurora's PG College (MB	1 B1
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43.	Which network topology connects all devices in a closed loop? a) Star	[]
	b) Mesh c) Ring d) Bus	
44.	What is a common method used in phishing attacks? 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? a) password123 b) 123456789 c) P@ssw0rd!2024 d) qwerty	(D\(\frac{1}{2}\)
46.	Which tool is commonly used to check hard drive health? a) Disk Management b) Task Manager c) CHKDSK d) Notepad	[]
47.	If a computer won't boot, what should you check first? a) Network connectivity b) Power supply c) Installed applications d) Antivirus software	, (C/J
	Which IT support role focuses on addressing customer-reported technical issues? a) Network Engineer b) Service Desk Analyst c) Systems Administrator d) Database Manager	I DX
49.	What is a Service Level Agreement (SLA)? a) A hardware installation manual b) A contract outlining expected IT support levels c) A software update process d) A troubleshooting guide	IAA
50.	Which technology uses distributed ledgers for secure transactions? a) Artificial Intelligence b) Blockchain c) IoT d) Cloud Computing	1 ← ∱