

1. Under the “POWER 2.0” project, the bank has decided to focus on.....Fill in the blank.
- “One District in each Region”
 - “One Product in each Region”
 - “One Region in each Zone”
 - One product in each District
 - “One District in each Zone”

Answer:- “One District in each Region”

2. The total number of aspirational districts identified under project POWER 2.0 areFill in the blank
- 121
 - 125
 - 126
 - 151
 - 156

Answer:- 126

3. Which of the following will be the key officer under the project “POWER 2.0”?
- DRH
 - BM
 - LDM
 - DBM
 - BRM

Answer:- BRM

4. Nodal authority for monitoring aspirational district's performance at ZO level under “POWER 2.0” project is.....Fill in the blank.
- Zonal Head
 - Dy. Zonal Head
 - Chief Manager/ AGM Planning and Development at ZO
 - Chief Manager/ AGM HR at ZO
 - ZLCC

Answer:- Zonal Head

5. What is the target of Product Per Customer for the Bank?
- 2
 - 2.5
 - 3
 - 3.5

e. 2.75

Answer:- 3

6. What was the operating profit of Union Bank of India for FY 23-24?

- a. 28112 Crore
- b. 28211 Crore
- c. 28121 Crore
- d. 28221 Crore
- e. 28212 Crore

Answer:- 28211 Crore

7. What percentage of branches out of Total Branches are covered in Project POWER 2.0?

- a. "54%"
- b. "55%"
- c. "58%"
- d. "56%"
- e. "53%"

Answer:- "56%"

8. What is the contribution of Branches covered under Project POWER 2.0 in Total Deposit of the Bank?

- a. "71%"
- b. "67%"
- c. "76%"
- d. "75%"
- e. "73%"

Answer:- "75%"

9. Each District will have one BRM who will be an Officer in Scale___cadre. Fill in the blank.

- a. III
- b. IV
- c. V
- d. III or IV
- e. IV or V

Answer:- III or IV

10. What is the aspiration of Bank under WIN?

- a. To become bank of first choice
- b. To become next generation bank
- c. To become digital bank

- d. To become most preferred bank
- e. To become best bank in RAM Sector

Answer:- To become most preferred bank

11. Who is the Point of contact for District/RO/ZO/BRM with regards to support for planning and execution to achieve the targeted growth?

- a. CO Monitoring Team
- b. Apex Committee
- c. EmPOWERing Committee
- d. Steering Committee
- e. Project Monitoring Office

Answer:- Project Monitoring Office

12. Which of the following is not mandatory while choosing a BRM?

- a. He should have good interpersonal skills
- b. He should have marketing and sales skills
- c. He should have knowledge of the demography and geography of the area.
- d. He should have preferably three years of experience in branch
- e. He should be CAIIB

Answer:- He should be CAIIB

13. Who is responsible for providing support and query resolution of the district?

- a. Branch
- b. BRM
- c. RO
- d. FGMO
- e. PMO at Strategy,C.O

Answer:- PMO at Strategy,C.O

14. Who will be the point of contact responsible for successful implementation, execution, and monitoring of the performance of aspirational Districts under the Zone?

- a. Zonal Head
- b. Dy. Zonal Head
- c. Regional CASA Officer
- d. CM(Operations)
- e. Relationship Officer

Answer:- Dy. Zonal Head

15. Who will be responsible for achieving the overall allotted target of the Branch in the aspirational district?

- a. Business Relationship Manager

- b. Relationship Officer
- c. Lead District Manager
- d. Branch Manager
- e. Digital Ambassador

Answer:- Branch Manager

16. Through Project POWER 2.0, the Bank aims:

I. Leveraging the momentum created for further market share gains

II. Special focus on RuSu (Rural and Semi-Urban) centres

III. To Promote Women Entrepreneurship

- a. I Only
- b. I & II
- c. I & III
- d. I, II & III
- e. II & III

Answer:- I, II & III

17. One of the approach under Focus Area RUSU Banking is : Business and lead generation from RSETIs trained candidates. What is the Minimum number of leads to be generated per month per Region)

- a. 2
- b. 3
- c. 5
- d. 7
- e. 10

Answer:- 5

18. Women constitutes ___ % of total Bank's customer based, however their share in total business is around ___% only (fill in the blanks)

- a. 45, 15
- b. 43,11
- c. 42,19
- d. 41, 17
- e. 42,11

Answer:- 41, 17

19. Bank has identified __ Growth Hotspots in the country out of which __ hotspots are in aspirational district. (fill in the blanks)

- a. 51,33
- b. 53,11

- c. 56,33
- d. 53,31
- e. 54, 31

Answer:- 51,33

20. The total credit opportunity in Growth Hotspots under Aspirational Districts for financial year 2024-25 is _____

- a. Rs.17339 Crore
- b. Rs.13739 Crore
- c. Rs. 13379 Crore
- d. Rs. 17739 Crore
- e. Rs. 13973 Crore

Answer:- Rs.13739 Crore

21. Under the new initiatives for Aspirational Districts, one of the initiative is "Connecting with the Top ___ customers (Metro, Urban Branches) and top ___ customer (Semi Urban, Rural branches) of the Branch under Connect programme.

- a. 50, 100
- b. 100, 200
- c. 200, 100
- d. 50, 150
- e. 100, 50

Answer:- 100, 50

22. For Aspirational Districts,the target for Average Deposit in CASA for FY 2024-25 (In INR)

- a. 317000 Crore
- b. 297000 Crore
- c. 287000 Crore
- d. 327000 Crore
- e. 307000 Crore

Answer:- 297000 Crore

23. For Aspirational Districts,the target for Average MSME Loans for FY 2024-25 (In INR)

- a. 104000 Crore
- b. 106000 Crore
- c. 102000 Crore
- d. 101000 Crore
- e. 105000 Crore

Answer:- 102000 Crore

24. For Aspirational Districts, the target for New Premium Saving Account for FY 2024-25 is ____ (Number of A/cs)

- a. 3.94 Lakh
- b. 3.92 Lakh
- c. 3.90 Lakh
- d. 3.96 Lakh
- e. 3.95 Lakh

Answer:- 3.94 Lakh

25. For Aspirational Districts, the target for New Housing Loan Account for FY 2024-25 is ____ (Number of A/cs)

- a. 45000
- b. 42000
- c. 40000
- d. 46000
- e. 44000

Answer:- 40000

26. 100 Days Agenda for Project POWER 2.0 is for the period _____

- a. 5th May- 12th Aug 2024
- b. 7th May- 14th Aug 2024
- c. 1st May - 08th Aug 2024
- d. 2nd May- 9th Aug 2024
- e. 15th May- 22nd Aug 2024

Answer:- 2nd May- 9th Aug 2024

27. Under 100 Days Agenda the target for the following segment is as follows STP Journey

I. Mudra (Kishore & Tarun) (New Accounts) - 12000 A/cs

II. GST Gain & Nari Shakti (New Accounts)- 6000 A/cs

III. Digital Kisan Tatkal (New Accounts) - 3000 A/cs

Which of the above is correct?

- a. I Only
- b. I & II only
- c. I & III only
- d. I, II & III
- e. II & III only

Answer:- I & II only

28. Consider the following statements:

Under Lead Management KRA , BRMs has to

- i. Track the Leads through CRM Edge and follow up/coordination with lead owners for closure within TAT.
- ii. Feed Daily activity in CRM Edge along with details of Lead generated.
- iii. Follow-up with the potential leads/Customers if not closed by Branch

Which of the above is correct

- a. I Only
- b. I & II Both
- c. II Only
- d. I, II & III
- e. II & III

Answer:- I & II Both

29. Consider the following statements : Under Coordination BRMs have the following KRAs

- i. Providing the required support and assistance/Guidance to the branches of aspirational districts for achieving the Business targets.
- ii. Tracking and review of the business progress of the district on daily basis through POWER BI.
- iii. Ensuring the execution of Customer Connect schedule in aspirational branches.
- iv. Activation of Zero Lead Branches.

Which of the above is correct?

- a. I, II & IV
- b. II, III & IV
- c. I, III & IV
- d. II & III only
- e. I, II , III & IV

Answer:- I, II , III & IV

30. Which of the following committee is the Top Monitoring Committee for Project POWER 2.0

- a. Steering Committee
- b. Apex Committee
- c. Empowering Committee
- d. Audit Committee of Board
- e. Top Management Committee

Answer:- Steering Committee

31. A Regional Office Functional Committee to be formed at each RO to oversee the implementation, execution, monitoring and providing required support to the Branches, will be headed by _____

- a. DRH (Business Development)
- b. DRH (Operations)
- c. Regional Head
- d. BRM
- e. Chief Manager PND/Operations

Answer:- Regional Head

32. _____ trophy is awarded to the branch (under aspirational district) within each region that achieves the highest performance numbers as per predefined scoring metrics, for that month

- a. Power Rolling Pioneer Trophy
- b. Power Rolling Trophy
- c. Power Pioneer Rolling Trophy
- d. Power Pioneer Trophy
- e. Pioneer Power Rolling Trophy

Answer:- Power Pioneer Rolling Trophy

33. The theme adopted by Bank for FY 24-25 is _____

- a. LEAP
- b. LEAD
- c. EDGE
- d. POWER 2.0
- e. PHOENIX

Answer:- LEAD

34. Under Project Power, focus of branches should be

- a. New products to ETB only
- b. Acquiring NTB
- c. Both acquiring NTB & retaining ETB
- d. Retention of ETB
- e. Increasing STPs penetration for ETB

Answer:- Both acquiring NTB & retaining ETB

35. What is the contribution of Branches covered under Project POWER 2.0 in Total Advances of the Bank as of 31.03.3024?

- a. "75%"
- b. "77%"

- c. "79%"
- d. "80%"
- e. "76%"

Answer:- "80%"

36. What is the contribution of Branches covered under Project POWER 2.0 under Total Business of the Bank as of 31.03.2024?

- a. "73%"
- b. "74%"
- c. "75%"
- d. "76%"
- e. "77%"

Answer:- "77%"

37. Under project POWER 2.0 , Every Region has to do ___ New Market Branding per month with business mobilization.

- a. 1
- b. 2
- c. 3
- d. 4
- e. 5

Answer:- 1

38. CRM Edge & _____ are available as digital monitoring tools for Project POWER 2.0

- a. POWER Microsite
- b. POWER BI
- c. UBI MIS
- d. POWER CRIMG
- e. B & C both

Answer:- POWER BI

39. Under 100 Days agenda in POWER 2.0, _____ new housing loan accounts to be opened

- a. 5000
- b. 15000
- c. 10000
- d. 20000
- e. 25000

Answer:- 10000

40. Under 100 Days agenda in POWER 2.0, _____ new education loan accounts to be opened

- a. 3000
- b. 5000
- c. 6000
- d. 8000
- e. 10000

Answer:- 8000

41. Which of the following is not an enabler for Project POWER 2.0

I. Business Relationship Managers (BRM)

II. Opening of branches/ATMs at Potential Centres

III. Opening of Digital Branches

IV. Mentorship of Zonal Offices/Regional Offices by CGMs/GMs of Ce

- a. I
- b. II
- c. III
- d. IV
- e. V

Answer:- III

42. Launching of new Product and Services comes under which pillar of POWER 2.0 ?

- a. P
- b. O
- c. W
- d. E
- e. R

Answer:- R

43. Advertising and Branding come under which pillar of POWER 2.0

- a. O
- b. P
- c. R
- d. E
- e. W

Answer:- P

44. KRAs of BRM have been divided in ___ Parts

- a. 2
- b. 3

- c. 4
- d. 5
- e. None of the above

Answer:- 5

45. Which of the following is not true about Governance Structure of Project POWER 2.0

- I. PMO Strategy will drive
- II. It is for Effective Execution
- III. Nodal Officers will be provided for Business and supporting Verticals
- IV. Regular Monitoring will be done

- a. I
- b. II
- c. III
- d. IV
- e. All are true

Answer:- All are true

46. Under LEAD , one of the Aspirations of the Bank is "1 Trillion Incremental CASA Plus _____"

- a. Term Deposit
- b. Retail Term Deposit
- c. Recurring Term Deposit
- d. Bulk Term Deposit
- e. None of the above

Answer:- Retail Term Deposit

47. Bank has launched LEAP " The CASA Transformation and Business Build Project". What is E in LEAP

- a. Earnings
- b. Employees
- c. Enhancement
- d. Equity
- e. Engagement

Answer:- Enhancement

48. Bank is focussing of TASC Accounts, what is S in TASC

- a. Societies
- b. Salary
- c. Savings
- d. Sundry

e. Staff

Answer:- Societies

49. As of 31st March 2024, ____ customers have downloaded VYOM application of the Banks

- a. 25.2
- b. 24.8
- c. 35.3
- d. 26.8
- e. 27.5

Answer:- 26.8

50. As of 31st March 2024, the customer average happiness rating as per CRM EDGE is _____

- a. 4.20
- b. 4.40
- c. 4.00
- d. 4.50
- e. 4.10

Answer:- 4.10