

Topic- Retails Quiz

1. As per Master Policy of Union Personal Loan, Under Union Ashiyana Personal Term Loan maximum processing charges are :
 - a. 1000+ GST
 - b. 15000+ GST
 - c. 10000+GST
 - d. 5000+ GST
 - e. Nil

Answer:- Nil

2. Under which scheme life insurance is mandatory under Union Personal Loan
 - a. SRLGE
 - b. Union Ashiyana Personal Loan
 - c. Union Ashiyana Overdraft Loan
 - d. Union Women Professional Personal Loan
 - e. Union Professional Personal Loan

Answer:- Union Women Professional Personal Loan

3. Under which scheme of Union Personal Loan Take over from other institute is permitted
 - a. SRLGE
 - b. Union Ashiyana Personal Loan
 - c. Union Ashiyana Overdraft Loan
 - d. Union Women Professional Personal Loan
 - e. Union Professional Personal Loan

Answer:- SRLGE

4. _____ shall conduct the induction programmes periodically to educate the newly appointed DSA about the Bank's products, guidelines to be followed by the DSAs while handling the customers
 - a. Regional offices
 - b. Zonal Offices
 - c. Central Office
 - d. ULA's
 - e. ZLC's

Answer:- Regional Offices

5. As father at the age of 73 years having no income and son aged 50 years having regular income have applied for Union Vehicle loan can we consider the proposal if repayment capacity is satisfactory
 - a. Can not be accepted
 - b. Can be accepted with tenure of 2 years

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- c. Can be accepted with tenure of 84 months
- d. Can be accepted but a deviation to be approved from CRLC
- e. Can be accepted only by RLP for any amount

Answer:- Can be accepted with tenure of 84 months

6. Digital lending for Union Education is applicable for
- a. Premier Institutes
 - b. All institutes
 - c. IITs only
 - d. For abroad studies
 - e. None of these

Answer:- Premier Institutes

7. For DSA's, Incentive will be paid only for leads that are converted into sanctions and subject to minimum disbursement of _____ Amount and will be released as a percentage of sanctioned amount on a monthly basis.
- a. 10%
 - b. 15%
 - c. 20%
 - d. 25%
 - e. 100%

Answer:- 10%

8. For empanelment as Sales Executives (SE) of Reputed Builder, he/she should have the experience of working as sales executive with reputed builders for at least _____
- a. 1 year
 - b. 2 years
 - c. 3 years
 - d. 4 years
 - e. 5 years

Answer:- 3 years

9. For the approval of DSA/CSA/Car Dealer tieups/Builder Tie-up proposals
- a. CRLC-II
 - b. CRLC-I
 - c. RLCC
 - d. ZLCC
 - e. Respective RLP Head

Answer:- CRLC-II

10. For Union Education Study in India no overdue charges for loans upto (in lakhs)

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- a. 1
- b. 2
- c. 5
- d. 7.5
- e. 10

Answer:- 2

11. How many health insurance companies ,our bank is a leading Corporate Agent for?

- a. One
- b. Two
- c. Three
- d. Four
- e. Five

Answer:- Two

12. If loan taken over after 3 years from original sanction date then which valuation is to be considered in Union Home

- a. Value as per latest valuation of property
- b. 1.5 times of original valuation
- c. 1.5 times of registered value
- d. Lowest of A or B
- e. Lowest of A or B or C

Answer:- Value as per latest valuation of property

13. In the case of a Union Vehicle proposal where the applicant's Credit score is minus 1 and the customer has provided his or her brother as a guarantor, can the brother be considered a third-party guarantor?

- a. Yes accepted
- b. Not Accepted
- c. Along with brother need Co Employee guarantee
- d. Brother can join as co applicant under Union Vehicle Scheme
- e. No need guarantee

Answer:- Yes accepted

14. Insurance norms for education loan

- a. Life insurance policy of the student (applicant) to be mandatorily obtained in all cases and assigned in favour of the Bank
- b. The insurance policy should cover the life of the student for the tenure and quantum of the loan

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- c. The insurance premium amount can be included in the loan amount, if so desired by the applicant / co-applicant
- d. The collateral should be insured by the borrower for the value of the property with usual bank clause
- e. All the above

Answer:- All the above

15. RAV, Central Office will publish an advertisement on official website of the Bank for the empanelment of the DSAs on _____ basis for submitting the application to nearest branch/RLP.

- a. Monthly
- b. Quarterly
- c. Yearly
- d. Bi-monthly
- e. Once in 3 years

Answer:- Quarterly

16. Reputed Builders should be in the business of developing/building residential units for at least ____ years and has the experience of successfully completing at least _____ residential project.

- a. 5 year, 2
- b. 3years, 2
- c. 3years, 3
- d. 3years, 1
- e. 5years, 1

Answer:- 3years, 1

17. The _____ will then issue an ID card to the empanelled DSA

- a. Branch Head
- b. RLP Head
- c. General Manager, CO
- d. Regional Head
- e. Dy.Regional Head

Answer:- Regional Head

18. The discrepancy between a customer's perceived expectations and the actual performance they received

- a. Customer Loyalty
- b. Customer Satisfaction
- c. Customer Value

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- d. Perception
- e. Segmentation

Answer:- Customer Satisfaction

19. The discrepancy between the overall expected benefits of a good or service and its total expenses

- a. Customer Loyalty
- b. Customer Satisfaction
- c. Customer Value
- d. Perception
- e. Segmentation

Answer:- Customer Value

20. To focus on a customer-centric brand name and popularize the scheme, as well as to ensure easy understanding of the loan's purpose, the Union Miles Scheme has been rebranded. What are the new names for the Union Miles and Green Miles schemes?

- a. Union Vehicle & Union Green Vehicle
- b. Union Miles & Union Green Miles
- c. Union Car Loan & E Car Loan
- d. Car Loan & Green Car Loan
- e. Car & Electric Car Loan

Answer:- Union Vehicle & Union Green Vehicle

21. Under “Education loan” which expenses can be considered only up to 10% of the total tuition fees for the entire course

- a. Tuition fess payable to college/school/university
- b. Examination/library/laboratory fees
- c. Caution deposit/building fund/refundable deposit
- d. All the expenses
- e. Insurance premium factored into loan

Answer:- Caution deposit/building fund/refundable deposit

22. What is the % shareholding of Union Bank of India in Star Union Dai-ichi Life Insurance Co. Ltd. ?

- a. 26.0%
- b. 25.1%
- c. 27.6%
- d. 49.0%
- e. 24.5%

Answer:- 25.1%

23. What is the % sustenance is to be taken for salaried person having 9 lakhs Rs income per annum under Union Mortgage Scheme?

- a. 25%
- b. 35%
- c. 25% or 2 lacs per month whichever is lower
- d. 45%
- e. 20%

Answer:- 35%

24. What should be the outstanding amount as on date for offering “Business Retention Discount” (BRD) in Applicable Rate of Interest on Existing Home Loan?

- a. 25.00 lakh & above
- b. 50.00 lakh & above
- c. 75.00 lakh & above
- d. 100.00 lakh & above
- e. 150.00 lakh & above

Answer:- 75.00 lakh & above

25. Which of the following does not belong to the category of marketing utilities covered in this module?

- a. Time
- b. Place
- c. Form
- d. Demographic
- e. Possession

Answer:- Demographic

26. Which of the following does not fit into the marketing analysis's five criteria?

- a. Customers
- b. Company
- c. Competitor
- d. Context
- e. Channel

Answer:- Channel

27. Which product level has the most straightforward features?

- a. Core
- b. Generic
- c. Expected
- d. Augemented

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e. Potential

Answer:- Core

28. Minimum Sustenance under Union cash Scheme for Defense person is

- a. 25%
- b. 25% or Rs 2 Lakhs
- c. 35%
- d. 50%
- e. 15%

Answer:- 50%

29. Minimum Salary for Union Women Professional Personal Loan is

- a. Rs 5 Lakhs
- b. Rs 7.5 Lakhs
- c. Rs 12 Lakhs
- d. Rs 10 Lakhs
- e. Rs 15 Lakhs

Answer:- Rs 5 Lakhs

30. Minimum Salary for Union Professional Personal Loan is

- a. Rs 5 Lakhs
- b. Rs 7.5 Lakhs
- c. Rs 12 Lakhs
- d. Rs 10 Lakhs
- e. Rs 15 Lakhs

Answer:- Rs 12 Lakhs