

Ph.D. Entrance Test

Sample Paper (Management & Commerce)

Total Time: 3 Hours

Total Marks: 100

PART – A

Each question carries 1 Mark in this section.

[1 X 50 = 50]

1. A descriptive measure of a sample is called
 - A. Sample
 - B. Parameter
 - C. Universe
 - D. Statistics

2. Quantities which can take all numerical values within a certain interval is called....
 - A. Continuous Variables
 - B. Discrete Variables
 - C. Simple Variable
 - D. None of the above

3. Measures of central tendency have greater effect of extreme value is....
 - A. Median
 - B. Mode
 - C. Arithmetic Mean
 - D. All of the above

4. When the correlation coefficient is 0.9 then it is termed as....
 - A. High positive correlation
 - B. Perfect positive correlation
 - C. Both A and B are applicable
 - D. Low positive correlation

5. Among the following is not a suitable example of positive correlation
 - A. Height and weights
 - B. Family income and expenditure
 - C. Price and demand of a commodity
 - D. Price and supply

6. The function of hypothesis is not.....
 - A. To give a definite point of investigation
 - B. To contribute to the development of theory
 - C. To validate the research variables
 - D. To Determines most appropriate technique of analysis

7. The critical value at 5% level of significance at two tailed test is
 - A. 2.58
 - B. 1.96
 - C. 1.64
 - D. 0.99

8. The qualitative research from among the following is.....
 - A. Experimental research
 - B. Case study research
 - C. Survey research
 - D. Descriptive research

9. The elements of a research proposal?
 - A. Conclusion, methodology, data analysis
 - B. Introduction, problem statement, hypothesis
 - C. Literature review, finding, limitations
 - D. Data collection, results, discussion

10. The type of validity is concerned with the degree to which a test measures what it claims to measure?
 - A. Content validity
 - B. Construct validity
 - C. Face validity
 - D. Criterion validity

11. The probability sampling is.....
 - A. Non-random selection of elements
 - B. Random selection of elements
 - C. Purposeful selection of elements
 - D. Ignoring sampling altogether

12. If mean of 7 observations is 25 and if 8th observation is 9 then the mean of all 8 observations would be.....
 - A. 24
 - B. 25
 - C. 26
 - D. 23

13. Which of the following statements is true?
 - A. It is only the null hypothesis that can be tested
 - B. It is only the alternative hypothesis that can be tested
 - C. Both null as well as alternative hypotheses can be tested
 - D. Neither the null nor the alternative hypothesis can be tested

14. Bibliography given in the research report.....
- A. helps those interested in further research, to gain in-depth knowledge
 - B. Shows the vast knowledge of the researcher
 - C. Makes report authentic
 - D. Shows the hard work done by the researcher
15. Which of the following is a limitation of using computer in research?
- A. It is accurate, fast and has storage capacity
 - B. It performs statistical analysis for the researcher
 - C. It needs to be instructed to avoid misleading results
 - D. It has versatile functions
16. Plagiarism is.....
- A. Submitting some other's work as of your own
 - B. Submitting your own previously published work
 - C. Both of the Above
 - D. None of these
17. Hypotheses is.....
- A. The outcome of an experiment
 - B. A conclusion drawn from an experiment
 - C. A form of bias in which the subject tries to outguess the experimenter.
 - D. A tentative statement about the relationship
18. According to Maslow's hierarchy of needs, which need is considered the highest level of motivation?
- A. Physiological needs
 - B. Safety needs
 - C. Social needs
 - D. Self-actualization needs
19. In a centralized organizational structure, where is decision-making authority concentrated?
- A. Among lower-level employees
 - B. Among all employees
 - C. At the top levels of management
 - D. At every level of management
20. What is the purpose of human resource planning in organizations?
- A. Ensuring compliance with labor laws
 - B. Identifying job vacancies in the organization
 - C. Anticipating and meeting future HR needs
 - D. Reducing employee turnover

21. What is the purpose of a 360-degree performance appraisal?
- A. Evaluating only the supervisor's perspective
 - B. Evaluating employees from multiple perspectives, including self-assessment
 - C. Focusing on employees' technical skills only
 - D. Assessing only quantitative performance metrics
22. The Net Present Value (NPV) criterion in capital budgeting used for?
- A. Ranking projects based on their profitability
 - B. Evaluating projects based on their payback period
 - C. ignoring the time value of money
 - D. Assessing projects based on their accounting rate of return?
23. Mother Dairy created separate segments with its low-calorie ice cream. This is an example of.....Segmentation.
- A. Benefit
 - B. Usage based
 - C. Purchase occasion
 - D. Attitude
24. PERT stands for.....
- A. Program Evaluation and Rate Technology
 - B. Program Evaluation and Robot Technique
 - C. Program Evaluation and Robot Technology
 - D. Program Evaluation and Review Technique
25. What does present value take?
- A. Compounding rate
 - B. Inflation rate
 - C. Deflation rate
 - D. Discounting rate
26. The objective of wealth maximization takes into consideration:
- A. Risk related to uncertainty of returns
 - B. Timing of expected returns
 - C. Amount of returns expected
 - D. All of the above
27. Among the following, profit is equals to.....
- A. Profit = Contribution – Fixed cost
 - B. Profit = Fixed Cost + Contribution
 - C. Profit = (Sales X Profit Volume Ration) – Total
 - D. Profit = Sales – Variable cost
28. is the study of managerial aspects of financial accounting
- A. Cost accounting
 - B. Management accounting
 - C. Forensic accounting
 - D. Costing

29. Dumping is.....
- Selling the produce below the cost
 - Buying the produce below the cost
 - Selling the produce at profit
 - Buying the produce at profit
30. What is the purpose underlying the use of teaching aids?
- To make the lessons interesting
 - To capture the student's attention
 - To enhance access to technological resources
 - To optimize learning outcomes
31. Which of the following learner characteristics is highly related to effectiveness of teaching?
- Prior experience of the learner
 - Educational status of the parents of the learner
 - Peer groups of the learner
 - Family size from which the learner comes
32. In the two sets given below Set – I indicate methods of teaching while Set – II provides the basic requirements for success/effectiveness. Match the two sets and indicate your answer by choosing from the code:

Set – I (Method of teaching)

- Lecturing
- Discussion in groups
- Brainstorming
- Programmed

Set – II Instructional procedure (Basic requirements for success/effectiveness)

- Small step presentation with feedback provided
- Production of large number of ideas
- Content delivery in a lucid language
- Use of teaching-aids
- Theme based interaction among participants

Code:

- | | | | | |
|-----|-------|-------|-------|-------|
| | (a) | (b) | (c) | (d) |
| (A) | (i) | (ii) | (iii) | (iv) |
| (B) | (ii) | (iii) | (iv) | (v) |
| (C) | (iii) | (v) | (ii) | (i) |
| (D) | (iv) | (ii) | (i) | (iii) |

33. Effectiveness of teaching has to be judged in terms of
- Course coverage
 - Student's interest
 - Learning outcomes of students
 - Use of teaching aids in the classroom

34. A researcher is interested in studying the prospects of a particular political party in an urban area. What tool should he prefer for the study?
- A. Rating scale
 - B. Interview
 - C. Questionnaire
 - D. Schedule
35. A researcher intends to explore the effect of possible factors for the organization of effective mid-day meal interventions. Which research method will be most appropriate for this study?
- A. Historical method
 - B. Descriptive survey method
 - C. Experimental method
 - D. Ex-post-facto method
36. Which of the following is an initial mandatory requirement for pursuing research?
- A. Developing a research design
 - B. Formulating a research question
 - C. Deciding about the data analysis procedure
 - D. Formulating a research hypothesis
37. In qualitative research paradigm, which of the following features may be considered critical?
- A. Data collection with standardized research tools
 - B. Sampling design with probability sample techniques
 - C. Data collection which bottom-up empirical evidences
 - D. Data gathering to take place with top-down systematic evidences
38. The problem of 'research ethics' is concerned with which aspect of research activities?
- A. Following the prescribed format of a thesis
 - B. Data analysis through qualitative or quantitative techniques
 - C. Defining the population of research
 - D. Evidence based research reporting
39. What are the barriers to effective communication?
- A. Moralizing, being judgmental and comments of consolation
 - B. Dialogue, summary and self-review
 - C. Use of simple words, cool reaction and defensive attitude
 - D. Personal statements, eye contact and simple narration
40. Find the missing number in the following series: 512, 256, 128,?, 32,16,8
- A. 52
 - B. 61
 - C. 64
 - D. 56

41. Find the missing letters in the following series: AK, EO, IS, ? , QA, UE
- A. LV
 - B. MW
 - C. NX
 - D. LW
42. Anil after travelling 6 km towards East from his house realized that he has travelled in wrong direction. He turned and travel 12 km towards west, turned right and travelled 8 km to reach his office. The straight distance of the office from his house is:
- A. 20 km
 - B. 14 km
 - C. 12 km
 - D. 10 km
43. P and Q are brothers. R and S are sisters. The son of P is brother of S. Q is related to R as:
- A. Son
 - B. Brother
 - C. Uncle
 - D. Father
44. The first important step in teaching is _____
- A. Planning before hand
 - B. Organizing material to be taught
 - C. Knowing the background of students
 - D. None of the above
45. Which of the following is an open source software?
- A. MS Word
 - B. Windows
 - C. Mozilla Firefox
 - D. acrobat Reader
46. The two main components of an ecosystem are:
- A. Plants and animals
 - B. Biotic and abiotic
 - C. Earth and its surroundings
 - D. Macro and micro organisms
47. The main pollutant of Indian coastal water:
- A. Oil spills
 - B. Municipal sewage
 - C. Industrial effluents
 - D. Aerosols

48. Which of the following pollutants can cause cancer in humans?
- A. Pesticides
 - B. Mercury
 - C. Lead
 - D. Ozon
49. Which of the following phenomena is not a natural hazard?
- A. Wildfire
 - B. Lightning
 - C. Landslide
 - D. Chemical contamination
50. The purpose of value education is best served by focusing on
- A. Cultural practices prevailing in the society
 - B. Norms of conduct laid down by a social group
 - C. Concern for human values
 - D. Religious and moral practices and instructions.

PART - B

This part shall contain five questions, each question carrying ten marks.

[5 X 10 = 50]

- 1) a) Explain nature and scope of managerial economics.
b) Explain the India's Business Environment in the today's context.
- 2) a) Explain the role of Management Science in decision-making.
b) Explain the different methods of sampling with examples.
- 3) a) Explain the steps in process of research with an appropriate case.
b) Explain corporate orientations towards market place.
- 4) a) Bring out the overview of strategic management.
b) Explain in brief International financial environment.
- 5) Write short note on:
 - a) Event Marketing
 - b) Objectives if financial management
 - c) Emotional Intelligence
 - d) Global business