

Test Booklet

Series

A

Test Booklet No.

**Ph.D. Entrance Examination
MANAGEMENT
PART-II**

Name of Applicant Answer Sheet No.

Applicant ID/Roll No. : Signature of Applicant :

Date of Examination: Signature of the Invigilator(s)
1.

Time of Examination : 2.

Duration : 1 Hour]

[Maximum Marks : 50

IMPORTANT INSTRUCTIONS

- (i) The question paper is in the form of Test-Booklet containing **50 (Fifty)** questions. Each question carries four answers marked (A), (B), (C) and (D), out of which only one is correct.
- (ii) On receipt of the Test-Booklet (Question Paper), the candidate should immediately check it and ensure that it contains all the pages, i.e., **50** questions (Part-II Q.No. 51-100). Discrepancy, if any, should be reported by the candidate to the invigilator immediately after receiving the Test-Booklet.
- (iii) A separate Answer-Sheet is provided with the Test-Booklet/Question Paper. On this sheet there are **50** rows containing four circles each. One row pertains to one question.
- (iv) The candidate should write his/her Application ID/Roll Number at the places provided on the cover page of the Test-Booklet/Question Paper and on the Answer-Sheet and **NOWHERE ELSE**.
- (v) No second Test-Booklet/Question Paper and Answer-Sheet will be given to a candidate. The candidates are advised to be careful in handling it and writing the answer on the Answer-Sheet.
- (vi) For every correct answer of the question **One (1) mark will be awarded**. For every unattempted question, Zero (0) mark shall be awarded. **There is no Negative Marking**.
- (vii) Marking shall be done only on the basis of answers responded on the Answer-Sheet.
- (viii) To mark the answer on the Answer-Sheet, candidate should **darken** the appropriate circle in the row of each question with Blue or Black pen.
- (ix) For each question only **one** circle should be **darkened** as a mark of the answer adopted by the candidate. If more than one circle for the question are found darkened or with one black circle any other circle carries any mark, the question will be treated as cancelled.
- (x) The candidates should not remove any paper from the Test-Booklet/Question Paper. Attempting to remove any paper shall be liable to be punished for use of unfair means.
- (xi) Rough work may be done on the blank space provided in the Test-Booklet/Question Paper only.
- (xii) *Mobile phones (even in Switch-off mode) and such other communication/programmable devices are not allowed inside the examination hall.*
- (xiii) No candidate shall be permitted to leave the examination hall before the expiry of the time.

DO NOT OPEN THIS QUESTION BOOKLET UNTIL ASKED TO DO SO.

Management

[P.T.O.

13-II / 1

PART-II
MANAGEMENT

51. Which of the following is associated with the Scientific Management Theory of Management?
1. Functional Foremanship
 2. Unity of Command
 3. Time and Motion Study
 4. Centralization
- Choose the correct answer from the options given below :
- (A) 1, 3
(B) 1, 2
(C) 1, 4
(D) 1, 2, 3, 4
52. Arrange the following steps of succession planning in the correct sequence.
1. Define competencies required to perform roles
 2. With future orientation, assess people against criteria
 3. Identify key roles for succession or replacement planning
 4. Develop employees to be ready for future key roles
 5. Identify pool of talent that can potentially perform highly in key roles
- Choose the correct answer from the options given below :
- (A) 2, 3, 1, 4, 5
(B) 5, 2, 1, 3, 4
(C) 2, 1, 3, 4, 5
(D) 3, 1, 2, 5, 4
53. Which one of the following information types is not included in a skill inventory?
- (A) Employee's personal data
(B) Organization's training schedule
(C) Employee's potential
(D) Salary and job history
54. Which of the following relates to drawing statistically valid conclusion about the given population on the basis of the sample?
- (A) Inductive logic
(B) Deductive logic
(C) Parametric mean
(D) Both (A) and (B)
55. The performance of Indian equity markets has enabled India to secure the _____ largest weightage in the MSCI emerging market index.
- (A) First
(B) Second
(C) Third
(D) Fourth

56. Arrange the following economic identities in a sequential evolution to understand consumer demand.

1. Law of Demand
2. Utility analysis
3. Demand elasticity analysis
4. Indifference curve analysis
5. Demand forecasting

Choose the correct answer from the options given below :

- (A) 2, 3, 1, 4, 5
- (B) 2, 4, 1, 3, 5
- (C) 2, 1, 3, 4, 5
- (D) 3, 1, 2, 5, 4

57. Which one of the following is not correct in case of indifference curves?

- (A) Indifference curves slope downward to right
- (B) Indifference curves of imperfect substitutes are convex to the origin
- (C) Indifference curves neither intersect nor are tangent to one another
- (D) Lower indifference curves indicate a higher level of satisfaction

58. A forecasting technique in which the group consists of persons who are physically dispersed and are anonymous to one another is called _____.

- (A) Delphi Technique
- (B) Brain Storming Technique
- (C) Heuristic Ideation Technique
- (D) Decision Tree Technique

59. Indicate the correct code for appropriate combination of the following that constitutes the form of price discriminating strategy.

1. Postage stamp pricing
2. Basing point pricing
3. Incremental pricing
4. Free on Board pricing

Choose the correct answer from the options given below :

- (A) 1, 2, 3
- (B) 2, 3, 4
- (C) 1, 2, 4
- (D) 3, 4

60. In case there is a rise in general price level along with a declining output in the economy, it is called _____.

- (A) Inflation
- (B) Supply push inflation
- (C) Deflation
- (D) Stagflation

61. The demand for which of the following is likely to be the most price inelastic?
- (A) Luxuries
 - (B) Consumables
 - (C) Necessities
 - (D) Consumer durables
62. Organization Behaviour is _____.
- (A) An interdisciplinary approach
 - (B) A humanistic approach
 - (C) Total system approach
 - (D) All of these
63. Which of the following people are more assertive and social?
- (A) Introvert
 - (B) Extrovert
 - (C) Intuitive
 - (D) Sensing
64. Hygiene factors are also considered as the _____.
- (A) Satisfiers
 - (B) Maintenance factors
 - (C) Defectors
 - (D) All of these
65. The procedure in which relevant information relating to a job and its requirements is systematically discovered and noted is called _____.
- (A) Job analysis
 - (B) Job specification
 - (C) Job classification
 - (D) Job description
66. When appraisals are made by supervisors, peers, subordinates and clients then it is called _____.
- (A) 360-degree feedback
 - (B) Management appraisal
 - (C) Self-appraisal
 - (D) None of these
67. _____ is a process of diagnosing and improving the effectiveness of a workgroup with particular attention to work procedures.
- (A) Team building
 - (B) Process consultation
 - (C) Group maintenance
 - (D) None of these
68. Green HRM helps the business organization to reduce carbon footprints by the means of _____.
- (A) Online Training
 - (B) Offline Training
 - (C) Sensitive Training
 - (D) Group Training

69. Match the following :
- | | |
|-----------|--------------------------------|
| (a) AS 26 | 1. Impairment of assets |
| (b) AS 10 | 2. Discontinuing operations |
| (c) AS 28 | 3. Intangible assets |
| (d) AS 24 | 4. Accounting for fixed assets |

Select the right answer from the options given below :

- (A) a-3, b-4, c-1, d-2
 (B) a-2, b-4, c-1, d-3
 (C) a-2, b-4, c-3, d-1
 (D) a-1, b-2, c-3, d-4
70. Which type of budget is also known as the backbone of an enterprise?
- (A) Static budget
 (B) Sales budget
 (C) Functional budget
 (D) Financial budget

71. Systematic risk is measured by _____.
- (A) Alpha coefficient
 (B) Beta coefficient
 (C) Power test coefficient
 (D) None of these

72. If $r < k$, the dividend pay-out ratio must be 100% as per the _____.
- (A) MM approach
 (B) Walter model
 (C) Gordon model
 (D) Dupont analysis

73. According to CAPM, overpriced securities have _____.
- (A) Negative betas
 (B) Zero alphas
 (C) Negative alphas
 (D) Cannot determined

74. In a forward contract, the party who commits to sell an asset at a specified date in the future takes a _____ position, and the party who commits to buy an asset at a specified date in the future takes a _____ position.
- (A) Risk seeking; Risk averse
 (B) Open; Open
 (C) Closed; Open
 (D) Short; Long

75. A failing student is passed by an examiner – this is an example of _____.
- (A) Type I error
 (B) Type II error
 (C) Unbiased decision
 (D) None of these

76. Identify the correct statement :
- (A) Dominant suppliers make profit by charging low prices or shifting their cost to the industry participants.
 - (B) Dominant suppliers make profit by charging high prices or shifting their cost to the industry participants.
 - (C) Dominant suppliers make profit by charging high prices or shifting their revenue to the industry participants.
 - (D) Dominant suppliers make profit by charging low prices or shifting their revenue to the industry participants.
77. In the context of industry analysis, which matrix allows strategists to summarize and evaluate economic, social, cultural, demographic, environmental, political, government, legal, technical and competitive information?
- (A) EFE matrix
 - (B) CPM matrix
 - (C) BCG matrix
 - (D) IFE matrix
78. In BCG matrix, a vertical matrix is labelled as _____.
- (A) Market share
 - (B) Market growth
 - (C) Business strength
 - (D) Product Life Cycle
79. Apple computers uses a differentiation competitive strategy that emphasizes innovative product with creative design. This is an example of _____.
- (A) Functional strategy
 - (B) Business strategy
 - (C) Operating strategy
 - (D) Product strategy
80. Technological advances, shifts in consumer tastes, and increased competition, all of which reduce demand for a product, are typical of which stage in PLC?
- (A) Decline stage
 - (B) Introduction stage
 - (C) Growth stage
 - (D) Saturation stage
81. Identify the correct sequence of Maslow's Need Hierarchy theory.
- (A) Physiological needs, social needs, security needs, esteem needs, self-actualization needs.
 - (B) Physiological needs, esteem needs, social needs, security needs, self-actualization needs.
 - (C) Social needs, security needs, physiological needs, esteem needs, self-actualization needs.
 - (D) Physiological needs, security needs, social needs, esteem needs, self-actualization needs.

82. Expectancy Theory of Motivation was propounded by _____.
- (A) Porter and Lawler
 - (B) McGregor
 - (C) Vroom
 - (D) J Stacy Adams
83. Which one of the following is not a component of Bass' theory of Transformational Leadership?
- (A) Idealised influence
 - (B) Inspirational motivation
 - (C) Intellectual stimulation
 - (D) Team consideration
84. Whistle blowing is normally unjustified in which of the following cases?
- 1. Ulterior motive
 - 2. To protect public interest
 - 3. Breach of trust
 - 4. To inspire other employees
- Choose the correct option :
- (A) 1 and 2
 - (B) 1 and 3
 - (C) 2 and 3
 - (D) 2 and 4
85. Which of the following HR decisions can be influenced by HR analytics?
- 1. HR planning
 - 2. Succession planning
 - 3. Hiring
 - 4. Performance
 - 5. Compensation and rewards
- Choose the correct option :
- (A) 1, 3 and 4 only
 - (B) 3 and 5 only
 - (C) 3, 4 and 5 only
 - (D) 1, 2, 3, 4 and 5
86. 'Sons of the soil' policy is associated with _____.
- (A) Discharge or Dismissal
 - (B) Promotion
 - (C) Recruitment
 - (D) Induction
87. Demonstration type of training method is used to train _____.
- (A) Supervisors
 - (B) Workers
 - (C) Managers
 - (D) Senior Executives

88. Information regarding 'personal job demands (human expenditure involved in work, such as energy expenditure)' obtained in the job analysis falls in which one of the following?
- Work activities
 - Worker-oriented activities
 - Personal requirements
 - Job context
89. The balanced scorecard developed by Kaplan and Norton contains four dimensions. Which one of the following is a dimension of the balanced scorecard?
- Competitor-analysis
 - Customer service
 - Human resources
 - Production management
90. The combined leverage_____.
- is the summation of the degree of operating leverage and the financial leverage.
 - measures total risk of the firm.
 - is the difference between the degree of operating leverage and the financial leverage.
 - indicates the effect that changes in sales will have on earning per share.
- Choose the correct option :
- 1 and 2
 - 2 and 3
 - 2 and 4
 - 3 and 4
91. Which of the following cause conflicting ranking of an investment opportunity under the NPV and IRR criteria?
- Cash flow pattern disparity
 - Investment size disparity
 - Investment life disparity
 - Product life cycle disparity
- Choose the correct option :
- 1, 2 and 3 only
 - 2, 3 and 4 only
 - 1, 3 and 4 only
 - 1, 2 and 4 only
92. Concept testing, test marketing and product testing are parts of which of the following?
- Innovation-Diffusion process
 - Product Life Cycle
 - New Product development
 - Market development
93. Brand Extension Strategy refers to which of the following?
- extending existing brand names to new forms of an existing product category.
 - extending an existing brand name to a new or modified product in a new category.
 - coming out with different brands in a given product category.
 - All of the above

94. In which one of the following probability distributions, the mean value of the distribution is the sole parameter of the distribution?
- (A) Normal distribution
 (B) Binomial distribution
 (C) Exponential distribution
 (D) Poisson distribution
95. Suppose, it is calculated that 'a' is 4 and 'b' is 2 for a particular estimating line with one independent variable. If the independent variable has a value of 5, what should be expected for the dependent variable in a linear regression?
- (A) 6
 (B) 11
 (C) 14
 (D) 22
96. Which of the following international trade theories, the 'Leontief Paradox' relates to _____?
- (A) Comparative Advantage Theory
 (B) Product Life Cycle Theory
 (C) Heckscher-Ohlin theory
 (D) Absolute Advantage Theory
97. An MNC wants to invest in India. Out of the following entry modes, select the right order in terms of increasing risk.
1. Franchising
 2. Establishing the assembly line only
 3. Exporting
 4. Wholly owned fully operational subsidiary
 5. Joint venture
- Choose the correct answer from the options given below :
- (A) 2, 3, 1, 4, 5
 (B) 3, 1, 2, 5, 4
 (C) 5, 2, 1, 3, 4
 (D) 3, 2, 1, 5, 4
98. What is "Block Chain" in the field of information technology?
- (A) Motherboard protection device
 (B) Protection of details of electronic transaction
 (C) Taking random snaps of electronic transactions
 (D) Blocking continuous electronic transactions

99. Disruptive innovations in business are those that _____.

- (A) create a new market by offering value products
- (B) involve new technology or a new business model to offer value to the market
- (C) displace established market-leading firms, products, and alliances
- (D) All of the above

100. Entrepreneurs are motivated to start business enterprise because of _____.

- 1. Ambitious factors
- 2. Compelling factors
- 3. Facilitating factors
- 4. Family factors

Choose the correct answer from the options given below :

- (A) 1, 2, 3
- (B) 1, 3
- (C) 1, 4
- (D) 1, 2, 3, 4

ROUGH WORK