

Sr. No

[SET-V]
Ph.D. Programme (Odd Semester)
MANAGEMENT

Marks: 100

Time: 2 hours

Roll No.: _____	Date: _____
Time: _____	Centre Name: _____

INSTRUCTIONS FOR THE CANDIDATES	
1.	Please do not open (Break the seal) of the question booklet before time
2.	An OMR answer sheet is being provided separately along with this question booklet. Please fill up all relevant entries like Roll number, Centre code, Paper Number etc. in the spaces provided on the OMR answer sheet and put your signature in the box provided for this purpose.
3.	There are 100 questions in this booklet. Against each question four alternative choices (A), (B), (C) and (D) are given, out of which only one is correct. Indicate your choice of answer by Darkening the suitable circle with Black/Blue Ball Pen in the OMR answer sheet supplied to you separately.
4.	Each question carries one mark. There will be 1/4th negative marking.
5.	Read and follow the instructions given on the backside of the OMR answer sheet carefully.
6.	Do not write your name/Roll number or give any identification mark at any place on the OMR sheet.
7.	Keep all your belongings outside the examination hall. Do not retain any paper except the ADMIT CARD.
8.	Do not talk to each other. Do not borrow anything from other candidates.
9.	Use of CALCULATOR (except programmable calculator) is allowed.
10.	Any body found involved in malpractices, will be disqualified from appearing in the entrance test.
11.	At the start of the examination, please ensure that all pages of your booklet are properly printed; your question booklet is not damaged in any manner and contains 100 questions. In case of any discrepancy, report to the invigilator immediately. No claim in this regard will be entertained at the later stage.

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NOTE:

- (i) Attempt all questions. Each question carries one mark. There will be $1/4^{\text{th}}$ negative marking.
- (ii) **There are 100 questions in this booklet.** Against each question four alternative choices (A), (B), (C) and (D) are given, out of which only one is correct. Indicate your choice of answer by Darkening the suitable circle with **Black/Blue Ball Pen** in the OMR answer sheet supplied to you separately.

1. Which of the following is not a feature of perfect Competition ?
 - (A) Large number of Buyers and sellers
 - (B) Organized Market
 - (C) Homogeneous Commodity
 - (D) Entry and Exit Barriers
2. If 20% increase in the price of a Bread cone causes a fall in the amount of sales of Bread by 40%, then which of the following is a correct figure of elasticity of demand?
 - (A) 2
 - (B) 4
 - (C) 6
 - (D) 0.5
3. Which of the following is not an economic effect of Oligopoly Markets?
 - (A) Wide range of products
 - (B) High selling price
 - (C) Lower economic efficiency
 - (D) Homogeneous Products
4. The positive cross elasticity of demand between two products means.
 - (A) Two products are substitutes
 - (B) Two products are complimentary
 - (C) Two products are neither substitutes nor complimentary
 - (D) None of the above
5. Even if cost increase, the marginal cost remains unaffected, the cost is:
 - (A) Variable cost
 - (B) Fixed cost
 - (C) total fixed cost
 - (D) Average cost
6. Which of the following is not an evaluation technique of capital budgeting decision?
 - (A) Pay-back period
 - (B) Internal Rate of Return
 - (C) MM Hypothesis
 - (D) Profitability Index
7. Which of the following is not a method of setting prices?
 - (A) Marginal cost pricing
 - (B) First in first out cost pricing
 - (C) cost plus pricing
 - (D) Break-even-pricing
8. In case of Giffen good, price effect is:
 - (A) Negative
 - (B) Zero
 - (C) Positive
 - (D) -1
9. The term opportunity cost refers to:
 - (A) Variable cost
 - (B) Cost of one product in terms of production of other sacrificed
 - (C) short-run cost
 - (D) cost related to an optimum level of production
10. Which of the following is not a part of Maslow's need hierarchy theory?
 - (A) Physiological needs
 - (B) Security needs
 - (C) Achievement Motive
 - (D) Self Actualization

11. Which of the following is not a correct element of Organization Development?
(A) Planned change
(B) Often organization wide
(C) Planned intervention in the process using behavior science knowledge
(D) Managed from bottom
12. Which of the following leadership styles is not based on Situational Approach?
(A) Fiedler's Contingency Model
(B) Likert's Management System
(C) Hursey and Blanchard's Situational Model
(D) Path-goal Model
13. Which one of the following is not a Learning Theory?
(A) Conditioning Theory
(B) Cognitive Learning Theory
(C) Social learning Theory
(D) Bargaining Theory
14. A disruption in the communication process is called:
(A) Transgression
(B) Feedback
(C) Noise
(D) Interaction
15. Which one of the following is not considered as a leadership style?
(A) Task oriented style
(B) Society oriented style
(C) Employee Oriented style
(D) Autocratic style
16. While delegating, a superior delegates:
(A) Only authority
(B) Only Responsibility
(C) Authority, Responsibility and Accountability
(D) Authority and Responsibility but not Accountability
17. Social responsibility means that a business:
(A) Functions efficiently without harming the Society
(B) Abjures the Profit Motive
(C) Keeps pollution under check
(D) Pays its Taxes to Government
18. The process of studying and collecting information relating to a specific job is known as:
(A) Job specification
(B) Motion Study
(C) Job Description
(D) Job Analysis
19. Corporate governance deals with:
(A) Society
(B) Organization
(C) Employees
(D) All of the above
20. Dramatic reduction of manpower is called
(A) Termination
(B) Retrenchment
(C) Downsizing
(D) Right Sizing
21. Which one of the following is not a method of resolving industrial disputes?
(A) Collective Bargaining
(B) Arbitration
(C) Adjudication
(D) Worker's participation in Management
22. Giving general information regarding organization to the newly appointed personnel is called:
(A) Training
(B) Development
(C) Induction
(D) Code of Conduct
23. Total dedication of continuous improvement so that customer's needs are met is called
(A) Total quality Management
(B) Theory Z
(C) Organization Development
(D) Grand Strategy
24. Minimum wages are fixed by:
(A) State Governments
(B) Court of law
(C) Trade Unions
(D) Management

25. Which one of the following is not a source of business ethics?

- (A) Religion
- (B) Culture
- (C) Legal system
- (D) Political System

26. A level of standard in a scale against which performance can be evaluated in order to structure similar process is described as :

- (A) Standardization
- (B) Bench-Marking
- (C) Structuring
- (D) Institutionalizing

27. Temporary closing down the undertaking with a view to pressurize workers to accept demands of employer is called:

- (A) Lay-off
- (B) Lock-out
- (C) Retrenchment
- (D) Termination

28. Selection process in any organization is usually preceded by the preparation of :

- (A) Human Resources Audit
- (B) Operations Audit
- (C) Human Resources Inventory
- (D) Human Resources Accounting

29. Which one of the following is not a performance Appraisal Method?

- (A) 360° Performance Appraisal
- (B) Balanced Score Card
- (C) Rank Method
- (D) interview Method

30. Which one of the following is not a part of competitive Advantage of Nations?

- (A) Cost leadership
- (B) Related and Supporting Industries
- (C) factor conditions
- (D) Demand Condition

31. In which of the following ways payout Ratio is calculated?

- (A) $\frac{\text{Dividend Per -share}}{\text{Earning Per -share}} \times 100$
- (B) $\frac{\text{Earning Per -share}}{\text{Divident Per -share}} \times 100$

(C) $\frac{\text{No. of shares}}{\text{Net Profit}} \times 100$

(D) $\frac{\text{Net Profit}}{\text{sales}} \times 100$

32. Beta in the context of security analysis indicates:

- (A) Unsystematic Risk
- (B) Systematic Risk
- (C) Uncertainty
- (D) All the above

33. Under the lead Bank Scheme, Lead banks were asked to adopt :

- (A) Villages
- (B) Town
- (C) District
- (D) State

34. The gilt-edged market refers to the market for:

- (A) Industrial Securities
- (B) Govt and Semi-govt Securities
- (C) Shares and Debentures
- (D) Public limited Company

35. In a merger bargain, the exchange ratio is determined on the basis of :

- (A) Potential of merging company
- (B) Issued capital of the two companies
- (C) Market Share
- (D) Future value of the company to the acquirer

36. In a scheme of merger/amalgamation of companies, which one of the following approvals is not legally required?

- (A) Approval from shareholders
- (B) Approval from Creditors/Banks
- (C) Approval from Workers /Trade Unions
- (D) Approval from respective High Courts

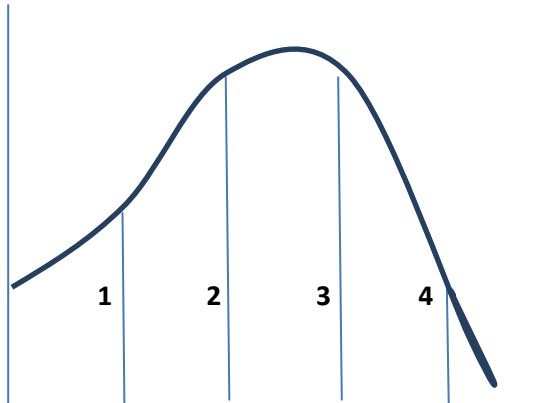
37. Which of the following speculative activities is based on disparity in quote prices in different markets?

- (A) Margin Trading
- (B) Blank transfers
- (C) Option dealings
- (D) Arbitrage

38. Which one of the following is not regarded in the scope of finance functions?

- (A) Investment Decision
- (B) Financing Decision
- (C) Auditing
- (D) Dividend Decision

39. In the Graph given below which of the following stage of the product life cycle is indicated by 3.



- (A) Introduction
- (B) Maturity
- (C) Decline
- (D) Growth

40. Which one of the following is not a part of the traditional concept of marketing mix?

- (A) Product
- (B) Planning
- (C) Price
- (D) Place

41. Green marketing principles relate to

- (A) Agricultural Marketing
- (B) Preservation of Environment
- (C) Social Marketing Environment
- (D) Organic Product Marketing

42. Marketing Research does not normally

- (A) Relate to all aspect of marketing operations
- (B) Describe the current situation
- (C) Gather Environmental Information
- (D) Provide a Continuous source of Information

43. Product differentiation is related to:

- (A) Modification of product
- (B) Other Product
- (C) Consumable product
- (D) None of these

44. Sub-division of markets is called:

- (A) Only Segmentation
- (B) Market segmentation
- (C) Allocation of Markets
- (D) Quota Marketing

45. In which of the following stages of Product life cycle, the management takes decision whether to maintain, harvest or drop the product?

- (A) Introduction
- (B) Growth
- (C) Maturity
- (D) Decline

46. Who authored the Book- "Positioning-the battle for the mind"?

- (A) Philip Kotler and Gary Arm Strong
- (B) Theodore Levitt
- (C) Peter F Drucker
- (D) AlRice and jack Trout

47. Which one of the following is not a part of Production Planning and control?

- (A) Routing
- (B) Scheduling
- (C) Process Design
- (D) Dispatching

48. Which one of the following is a part of the inventory carrying cost?

- (A) Travelling expenditure
- (B) Set up cost
- (C) Handling cost
- (D) Employee salaries

49. Which model is used for sequencing the jobs on the machines so as to minimize the processing time?

- (A) CPM
- (B) Sequencing Model
- (C) Assignment Model
- (D) BEP

50. Given:

Annual Demand	=	6000 Units
Ordering Cost	=	Rs. 30
Carrying cost	=	20% of Cost Price
Cost Price Per Unit	=	Rs. 5

What will be EOQ?

- (A) 600 Units
- (B) 300 Units
- (C) 200 Units
- (D) 120

51. Which of the following are important issues in layout?
- (A) Facilitating the flow of materials
 - (B) Reducing hazards to employees
 - (C) Facilitating the flow of information
 - (D) All of these
52. SQC requires determination of:
- (A) Quality tolerance limit
 - (B) Quantity measurement
 - (C) Production lead time
 - (D) Required inventory levels
53. Which one of the following is not concerned with Scientific Management?
- (A) Functional foremanship
 - (B) Time & motion study
 - (C) Standardization of Tools
 - (D) Hierarchy
54. Hypothesis is a :
- (A) Fundamental Principle
 - (B) Tentative generalization which is to be tested
 - (C) Research Finding
 - (D) Standard Error of the Estimate
55. Which of the following is not an appropriate situation for the use of Chi-Square Test?
- (A) To test the discrepancies between observed and expected frequencies
 - (B) To test the goodness of fit
 - (C) To determine association between two or more attributes
 - (D) To determine the adequacy of a sample
56. Which one of the following average can be computed from a cumulative frequency curve?
- (A) Geometric Mean
 - (B) Harmonic Mean
 - (C) Mode
 - (D) Median
57. If in a Binomial distribution mean is 10 and standard deviation 2, q will be
- (A) 0
 - (B) 1
 - (C) 0.4
 - (D) 0.8
58. If with a rise of 10% in prices the wages are increased by 20% the real wage increase is by:
- (A) 10%
 - (B) More than 10%
 - (C) less than 10%
 - (D) 20%
59. A die is rolled two times. What is the probability of getting two 6 s?
- (A) $\frac{1}{36}$
 - (B) $\frac{2}{36}$
 - (C) $\frac{2}{30}$
 - (D) $\frac{1}{13}$
60. The regression co-efficient is independent of
- (A) Change of origin and scale
 - (B) Change of origin only
 - (C) Change of scale only
 - (D) Neither change of origin nor change of scale
61. Which of the following was developed by Michael Porter?
- (A) Managing by objectives
 - (B) Strategy and structure
 - (C) Generic Strategies
 - (D) Positioning
62. Which one of the following is not a generic strategy?
- (A) Cost leadership
 - (B) Product Differentiation
 - (C) Cost Focus
 - (D) Group Focus
63. What is Strategy?
- (A) Setting a Goal
 - (B) Creating a vision
 - (C) Monitoring Performance
 - (D) Allocation of Resources
64. Which one of the following is not a basic function of strategy Management?
- (A) Environmental scanning
 - (B) Strategy Formulation
 - (C) Functional Strategy
 - (D) Strategy Implementation

65. Which of the following is not a relevant theory of entrepreneurship?
(A) Achievement theory
(B) Risk bearing Theory
(C) Theory X and Y
(D) Innovation Theory
66. For rehabilitation a sick enterprise is referred to :
(A) CII
(B) SIDBI
(C) RBI
(D) BIFR
67. Technology development and Modernization Fund is provided by:
(A) SIDBI
(B) NABARD
(C) KVIC
(D) SIDO
68. Which of the following is not a part of incentives/subsidy for small scale Industries?
(A) Tax Holiday
(B) Subsidy in wage expenses
(C) lower interest rate
(D) export Incentives
69. Which one of the following is not the purpose of the promotion of small and scale industries?
(A) Generation of employment
(B) Balanced Regional Development
(C) Reduction in Rural poverty
(D) controlling inflation
70. Entrepreneur is a person who:
(A) Initiates Business
(B) Invests Capital
(C) Assumes Risk
(D) All the above
71. Which of the following correctly explains Business ethics?
(A) A Universal philosophy
(B) A fundamental right
(C) A rule of law
(D) Satisfaction of all stakeholders
72. Where law fails
(A) Ethics also fails
(B) Ethics can succeed
(C) Government can protect
(D) None of the above
73. Which of the following is not the social responsibility of business?
(A) Promotion of Markets
(B) Protection of Environment
(C) Promotion of Education
(D) Improving public health
74. Which of the following is not included in the Report on Corporate Governance?
(A) Employee Grievance Committee
(B) Company Philosophy on code of governance
(C) Audit Committee
(D) Board of Directors
75. Corporate Governance is about
(A) Crafting Corporate Strategy
(B) Compliance with regulatory regime
(C) Satisfying the Stakeholders
(D) Governing the Company to ensure growth in profits
76. Fundamental research is usually carried out in:
(A) Class room
(B) Field setting
(C) Laboratory conditions
(D) Social setting
77. A good hypotheses should be
(A) Precise, specific and consistent with most known facts
(B) Formulated in such a way that it can be tested with data
(C) of limited scope and should not have global significance
(D) All of the above
78. Which of the following is called a non-probability sampling?
(A) Cluster sampling
(B) Quota sampling
(C) systematic sampling
(D) stratified random sampling

79. Which of the following is not a method of data collection?

- (A) Questionnaires
- (B) Interviews
- (C) Observations
- (D) Experiments

80. Sine qua non(essential elements) of good research is:

- (A) A well-formulated hypotheses
- (B) A good research supervisor
- (C) Adequate library
- (D) a well formulated problem

81. There are 10 lamps in a hall. Each one of them can be switched on independently. The number of ways in which hall can be illuminated is

- (A) 10^2
- (B) 1023
- (C) 2^{10}
- (D) 10!

82. What is (?) in the following table?

8	54	27
9	71	?
10	90	45

- (A) 39
- (B) 37
- (C) 35.5
- (D) 34.5

83. If 'THIS MAN IS GOOD' is coded as 153. What will be the code for 'THAT MAN IS NOT GOOD'?

- (A) 200
- (B) 195
- (C) 190
- (D) 180

84. A earned Rs 84000. One third of it went to taxes. The rest was invested and appreciated by one half. Two third of that went into business. Additional tax was paid equal to $\frac{2}{3}$ of the remaining amount. How much money was left with A?

- (A) 8790
- (B) 8777
- (C) 9000
- (D) 9333

85. If Aneesh is paternal first cousin of Rahul, how is their father's mother is related to them?

- (A) Mother
- (B) Grandmother
- (C) Paternal aunt
- (D) Maternal aunt

86. I got my first job on May 22, 1983. Which day of the week it was?

- (A) Monday
- (B) Tuesday
- (C) Friday
- (D) Sunday

87. A petrol dealer adds 20% kerosene oil to petrol. If purchase price of petrol is Rs. 60 per litre and that of kerosene is Rs. 20 per litre, and sale price of the petrol is Rs. 61 per litre, what is his percentage profit?

- (A) 14.25
- (B) 14.37
- (C) 14.50
- (D) 14.70

88. Anant parked his motorcycle at 9th place from the left and 28th from the right. How many motorcycles are parked in the row?

- (A) 37
- (B) 36
- (C) 35
- (D) 34

89. In an imaginary language digits 0, 1, 2, 3, 4, 5, 6, 7, 8 and 9 are substituted by t, d, j, o, r, m, u, x, b and z. 10 is written as dt and so on. Use the above information and find the value of expression given below:

$$\{(or - dj) \times u\} \div dj$$

- (A) 9
- (B) 10
- (C) 11
- (D) 12

90. Seven friends meet at their college reunion, shake hand with each other once. How many hand shake will be there altogether?

- (A) 21
- (B) 42
- (C) 27
- (D) 49

91 Ms Anandita starts at left and moves 8 Kms. She then turns right and moves 4 Kms. Then she turns right again for 8 Kms. How far is she from the initial position?

- (A) 20 Kms
- (B) 10 Kms
- (C) 08 Kms
- (D) 04 Kms

92. Lunch-dinner pattern of a person for 'm' days is given below. He has a choice of VEG or NON-VEG meal for his lunch/dinner.

- (i) If he takes a NON-VEG lunch, he will have only VEG dinner
- (ii) He takes NON-VEG dinner for 9 days
- (iii) He takes VEG lunch for 11 days
- (iv) He takes a total of 14 NON-VEG meals

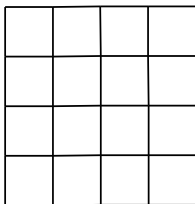
What is 'm'?

- (A) 18
- (B) 20
- (C) 24
- (D) 38

93. 20% students of a particular course get jobs within one year of passing. 20% of the remaining students get jobs by end of the second year of passing. If 16 students are still jobless, how many students had passed the course?

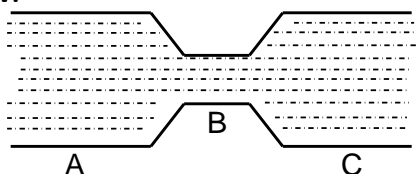
- (A) 25
- (B) 50
- (C) 62
- (D) 84

94. How many rectangles (which are not squares) in the following figure?



- (A) 56
- (B) 70
- (C) 80
- (D) 96

95. Water is flowing through a tube as shown below:



The cross-sectional area of A and C are equal and greater than the cross-sectional area of B. If the flow of water is steady, than the pressure on the walls at B is

- (A) less than that at A and that at C
- (B) more than that at A and that at C
- (C) same as that at A and that at C
- (D) more than that at A but less than that at C

96 Processor IC chip was developed by?

- (A) AMD
- (B) Intel
- (C) DIX
- (D) Both (A) and (B)

97 If $5472 = 9$, $6342 = 6$, $7584 = 6$. What is 9236?

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

98 Chipko movement was started by?

- (A) Arundhati Roy
- (B) Medha Patkar
- (C) Ila Bhatt
- (D) Sunder lal Bahuguna

99 What is the following is not a natural hazard?

- (A) Earthquake
- (B) Tsunami
- (C) Flash floods
- (D) Nuclear accident

100 Which of the following team won the 9th IPL cricket T-20 tournament?

- (A) Kolkata Knight Riders
- (B) Sun Risers Hyderabad
- (C) Mumbai Indians
- (D) Royal Challengers Bangalore