

## Ph.D. Entrance Exam 2022

<b>Course</b>	Ph.D.
<b>Branch</b>	MANAGEMENT
<b>Subject Name</b>	MANAGEMENT

SN	Question Text	Option 1	Option 2	Option 3	Option 4
1	When a firm's average revenue is equal to its average cost, it gets _____.	a. Super profit	b. Normal profit	c. Sub normal profit	d. None of the above
2	A Joint Stock Company is managed by the Board of Directors elected by _____.	a. Top management	b. Shareholders	c. Employees of company	d. None of the above
3	Which of the following is/are not job related stress:	A. Role ambiguity	B. Role overload	C. Ethical dilemmas	D. Career concerns
4	Which of the following is not an important issue relating to goal setting theory:	A. Goal specificity	B. Equity among workers	C. Feedback	D. Defining the goal
5	Which dimension of Big 5 personality traits represents artistically, refined etc.	A. Culture	B. Emotional stability	C. Conscientiousness	D. Extroversion
6	According to Katz, when managers have the mental ability to analyse and diagnose complex situations, they possess skills:	A. Technical	B. Leadership	C. problem-solving	D. conceptual
7	According to operant conditioning when behaviour is not reinforced what happens to the probability of that behaviour	A. It increases.	B. It declines.	C. It remains unchanged.	D. It becomes zero.
8	Dual structure of motivation (two factor theory) was developed by:	A. Maslow	B. F. Herzberg	C. Alderfer	D. Mc Gregor
9	Porter Lawler model is an extension of:	A. Maslow's theory	B. Mc Clelland's theory	C. Stacy Adams theory	D. Vroom's theory
10	Which of the following is not a contingency theory of leadership:	A. LPC theory	B. Path Goal theory	C. Vroom-Yetton-Jago theory	D. Job centered Leadership
11	According to Mintzberg, one of the manager's interpersonal role is:	A. spokesperson	B. leader	C. Negotiator	D. Monitor
12	Scientific management approach is developed by:	A. Elton Mayo	B. Henry Fayol	C. F.W. Taylor	D. A. Maslow
13	Which of the following is the benefit of employee training?	A. Improves morale	B. Helps people identify with organisational goals	C. Provides a good climate for learning, growth and co-ordination	D. None of these
14	Which of the forecasting technique is the fastest?	A. Work study technique	B. Flow models	C. Ratio trend analysis	D. HR demand Forecast
15	Performance appraisal is designed to motivate workers by providing them feedback, recognition and.....?	A. Better work facilities	B. Equal opportunities	C. Greater work autonomy	D. Praise
16	Example of an off the job training method?	A. Television	B. Job rotation	C. Orientation training	D. Coaching
17	<b>25.</b> .... seeks to examine the goals of the organization and the trends that are likely to affect these goals?	A. Organisational Support	B. Organisational analysis	C. Person analysis	D. Key skill abilities analysis
18	<b>26.</b> The test which compare employee performance with job requirements:	A. Selection test	B. Preference test	C. Achievement test	D. Simulation

19	27. Job description is useful in .....grading and classification?	A. Salary	B. Position	C. Job	D. People
20	28. Which test is conducted to measure the likes, dislikes and habits?	A. Vocational test.	B. Temperament test.	C. Skills test.	D. Interest test.
21	.....is the tendency of highly cohesive groups to value consensus at the price of decision quality:	A. Group think	B. Group process	C. Group norm	D. Group development
22	Under the Du Pont method of analysis, return on total assets is:	A. profit margin times assets turnover	B. net income/total assets	C. income before interest and taxes (EBIT)/total assets	D. net income/sales
23	If the yield to maturity changes, the effect will be greatest on:	A. long term bonds	B. short term bonds	C. government bonds	D. the effect will be the same for all bonds
24	All of the following are widely used methods for evaluating capital expenditures except:	A. payback period	B. internal rate of return	C. net present value	D. weighted average cost of capital
25	Markets comprised of securities with maturities of one year or less are generally referred to as:	A. money markets	B. capital markets	C. stock markets	D. bond markets
26	Which of the following is not a non-financial motive for merging:	A. the desire to expand management capabilities	B. the need to expand marketing capabilities	C. the desire for easier access to capital markets	D. the acquisition of new products
27	Coupon rate in case of a bond is set equal to a percentage of its	a) Maturity value	b) Market price	c) Par value	d) Issue price
28	Capital budgeting process involves				
29	If PI of an investment is 1, the NPV of the investment will be	a) More than one (> 1)	b) Equal to one (=1)	c) Equal to zero (= 0)	d) Less than one (< 1)
30	Non-systematic risk can also be identified as	a) No-diversifiable risk	b) Market risk	c) Random risk	d) Company specific risk
31	Compensation paid to top management in the event of a takeover is called a	a) Poison pill	b) Golden parachute	c) Self-tender	d) buyout
32	Which of the following agencies does not facilitate international finance?	a) IMF	b) World Bank	c) BIS	d) IDBI
33	Ask quote is for	a) Seller	b) Buyer	c) Hedger	d) Speculator
34	Which of the following statement is untrue with regards to 'Crawling Peg System' of exchange rate?	a)It was introduced as an alternative to the adjustable peg system	b)It takes a position in between the fixed exchange rate system and the flexible exchange rate system	c) It was introduced by IMF in 1971	d)It allows a narrow margin of fluctuations as compared to adjustable peg system
35	How many elements are there in the McKinsey Framework?	a) 7	b) 8	c) 9	d) 10
36	Which among the following is/are a generic strategy?	a) Unity strategy	b) Differentiation Strategy	c) Niche Strategy	d) All the above
37	Oligopoly is a type of _____ market. A _____ exists in the industry	a. Perfect, few firms	b. Imperfect, few firms	c. Perfect, many firms	d. Imperfect, many firms
38	Which of the following requires a heavy resource investment to fuel their rapid growth?	a) Dogs	b) Question marks	c) Cash cows	d) Stars
39	Who among the following designed BCG product portfolio matrix?	a) Philip Kotler	b) Sigmund Freud	c) Michael Porter	d) Bruce D Henderson
40	Which of the following strategies has to be done to prevent losses that a firm has to face?	a) Turnaround strategy	b) Divestment strategy	c) Liquidation	d) Conglomerate diversification
41	On which of the following, the corporate advertising concentrates?	a) Brand personality	b) Product personality	c) Organizational personality	d) Recruitment

42	“The customer wants an inexpensive car”. This is an example of which one of the following type of needs?	a) Stated needs	b) Real needs	c) Unstated needs	d) Secret needs
43	In which of the following phases of PLC, the sale flatten?	a) Introduction	b) Growth	c) Maturity	d) Decline
44	Salaries and rents are included under which of the following?	a) Variable cost	b) Fixed cost	c) Average cost	d) Total cost
45	_____ are short - term incentive tools in order to get quicker or greater purchase of the offering from the consumers?	a) Sales promotion	b) Advertising	c) Selling	d) Marketing
46	Which among the following is not a characteristic of service marketing?	a) Intangibility	b) Homogeneity	c) Perishability	d) Inseparability
47	Which among the following has a narrow product line and deep assortment?	a) Speciality stores	b) Convenience stores	c) Off-price retailers	d) Discount stores
48	Which of the following process helps in improving the visibility of a website or a web page through natural or unpaid form?	a) Search Engine Marketing	b) Search Engine Optimisation	c) Both a and b	d) None of the above
49	COBRA stands for	a) Common Business-Related Activities	b) Customers Offline Brand Related Activities	c) Consumer’s Online Brand Related Activities	d) Companies Business-Related Activities
50	In which of the following, there is an agreement between two companies to come together for a designated period of time, while retaining their individual identities?	a) Franchising	b) Greenfield Venturing	c) Licensing	d) Strategic Alliances