MAHARAJA RANJIT SINGH PUNJAB TECHNICAL UNIVERSITY, BATHINDA

Ph.D. Entrance Examination of Commerce and Management

01	The 1:00	
Q1.	a) Subsite	omestic Product and Net Domestic Product is
		b) Depreciation
02	c) Net Foreign Flows	d) Net Indirect Taxes
diffe	rentiated sells its output in a r	market that is characterized by many sellers and buyers, a
unic	remared product, and unlimited	long-run resource mobility, then the firm is
	a) A Duponst	b) A Monopolist
02	c) A Perfect Competitor	d) A Monopolistic Competitor
Qs.	which of the following is true for	or a project with a shorter payback period?
	a) The project shall have lesser	IRR
	b) The project shall have lesser	NPV
	c) The project carries a lesser ar	mount of risk
0.	d) The project shall have lesser	Profitability Index
Q4.	Which of the following is not a	
	a) Persuasion	b) Pricing
	c) Building Brand Image	d) Information
Q5.		ational structure is based on the feature of specialization?
		b) Functional
	c) Divisional	d) Multi-divisional
		gement philosopher talks about bureaucratic organizational
stru	ctures?	
	,	b) Henry Fayol
	c) Peter F. Druker	d) Elton Mayo
Q7.	asserts that individuals	are likely to compare the ratios of inputs to outcomes they
rece		cople, such as colleagues or acquaintances.
	a) Two Factor Theory	
	b) Expectancy Theory	
	c) Need Hierarch theory	
	d) Equity Theory	
Q8.	Which of the following empha	sizes the study of leadership on the basis of personality of a
lead	er?	
	a) Group Theory	
	b) Contingency Theory	
	c) Trait Theory	
	d) Need Hierarch theory	c is in highly unlikely for an individual to
09.	Which of the following is a p	osition from where it is highly unlikely for an individual to
mo	ve to a higher level of work resp	onsibility?
	a) Career Goals	
	b) Career Plateau	
	c) Career Progression	
	n n n	
010	CWOT Analysis studies an or	ganization's
Qi	Canad Wants Orders and I	mmg
	- III	and rechinques
	- Washnercee ODI	million and in the
	d) Strengths, Weaknesses, Opp d) Strengths, Workflows, Opp	ortunities and Trials
	u) Strengths,	

Q11. Which of the following focuses on job redesign, work structuring and job enrichment.
a) Scientific Management Approach
b) Traditional Approach
c) Job Characteristic Approach
d) Standard Approach
Q12. Which of the following is most suitable for developing problem solving skill?
a) Role Flays
b) Lecture Method
c) Sensitivity Training
d) Case Study Method
Q13. Pick the odd one out of the following?
a) Equity Shares
b) Debentures
c) Bonds
d) Treasury Bills
Q14. Which of the following is an objective of financial management?
a) Profit Maximization
b) Wealth Maximization of Shareholders
c) Revenue Maximization
d) Cost Minimization
Q15. Which of the following provides a leverage benefit to an investor?
a) Futures Contracts
b) Forward Contracts
c) SWAP Contracts
d) Option Contracts
Q16. Which of the following suggests that Capital Structure decision is relevant?
a) MM Hypothesis - I
b) MM Hypothesis - II
c) Traditional Approach
d) Net Operating Income Approach
Q17. Which of the following market segmentation approach emphasizes upon delivering the
product and services as per the local needs of the market?
a) Geographical
b) Benefit
c) Demographic
d) Image Q18. Which of the following is most suitable for selling FMCG products?
Q18. Which of the following is most suitable for senting 1 to 5
a) Personal Selling
b) Factory Outlets
c) E-Commerce Only
d) Many Retailers Q19. Marketing channels are considered as part of
Q19, Marketing channels are considered as part of
a) Wholesaler – Customer Delivery Network
b) Customer – Value Delivery Network
c) Wholesaler – Retailer Delivery Network
d) Customer - Retailer Delivery Network Q20. In the introductory stage of product life cycle, prime focus is to
Q20. In the introductory stage of product me
a) Create Product Awareness
b) Reduce Cost
- Market Share
d) Defend Market Share and Profits

Q21. The optimal value of the objective function is attained at the points
a) Given by intersection of lines representing in equations with axes only
b) Given by intersection of lines representing in equations with X-axis only
c) Given by comer points of the featible region
d) Orself at the point of origin
Q22. In a PERT distribution, the optimistic time is 4 days, expected time is 7 days and
pessimistic time is 11 days. The variance of the network is
b) 1.36
c) 1.22 d) 15.22
Q23. EOQ is the quantity at which the inventory carrying cost is
a) Maximum b) Minimum
c) Less than Ordering Cost
d) Equal to Ordering Cost
Q24. Consumer's demand curve can be obtained from a) Lorenz Curve
b) Engel's Curve
c) Price-Consumption Curve
d) Income-Consumption Curve
Q25. If the plotted points in the scatter diagram lie from upper left to lower right, the correlation
is
is a) Positive
b) Negative
c) Zero
d) Insignificant
Q26. A coin and pair of dice are rolled together, the total number of possible outcomes in the
experiment are
a) 12 b) 72
c) 36 d) 24
Q27. Normal distribution is symmetric about
a) Mean
b) Standard Deviation
c) Variance
d) Covariance
Q28. In a poisson distribution, if 'n' is the number of trials and 'p' is the probability of
successes, the mean value is given by
a) $m = (np)^2$
b) $m = np$
c) $m = np (1-p)$
d) m = p
Q29. What does Stars symbolize in BCG Matrix?
a) Introduction
b) Maturity
c) Growth
d) Decline Q30. What does Porter's five forces model determine?
Q30. What does Porter's live forces model determined
a) The relative attractiveness of an industry
b) The competitive advantage of a competitor
The distribution chain of a competitor
d) The relative attractiveness of another business

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Q31. Which of the following theories hold that nations can increase their economic well being by
specializing in the production of goods they produce more efficiently than anyone else?
a) The theory of comparative advantage
b) The international product life cycle theory
c) The theory of absolute advantage
· · ·
d) The factor endowment theory Q32. TRIPS (Trade Related Aspects of Intellectual Property Rights) agreement is administered
бу
a) World Bank
b) United Nations Organization
c) United Nations Conference on Trade and Development
d) World Trade Organization
Q33. Dumping refers to
a) Reducing Tariffs b) Sale of goods abroad at a lower price, below their cost and price in their home market b) Sale of goods abroad at a lower price, below their cost and price in their home market
b) Sale of goods abroad at a lower price, below their control of goods at low prices abroad and selling at higher prices locally
c) Buying goods at low prices abroad and senting at angular prices
d) Expensive goods selling for low prices Q34. Which of the following constitutes India's major import item?
a) Jute b) Palm Oil
4) Carda Oil
c) Gold d) Crude Off Q35. Which of the following is not included in the director's responsibility?
A Fiduciant lists
a) A Fiduciary Dutyb) A duty to propose higher dividend for shareholders
c) A duty of care
d) A duty to keep proper records.
 d) A duty to keep proper records. Q36. Which of the following is not a characteristic of corporate social responsibility?
a) Product Safety
b) Consumer Rights
- · · · · · · · · · · · · · · · · · · ·
d) Environmental Policies
d) Environmental Policies Q37. Which of the following refers to the system of moral principles and rules of conduct
a) Corporate Social Responsi
b) Corporate Governance
- ' Libics
d) Organizational Design
d) Organizational Design Q38. Which of the following is not an external force that can affect a business?
a) Competitive i order
a samic Forces
Socio-economic i order
d) Technological Forces d) Technological Forces
and the of the tollowing.
Cocentials Operating
c) Essentials Ordering Units d) Essentials Ordering Units d) Essentials Ordering Units
to that does it illustrates
alleverage 2-7
b) Divestiture
c) Pure Play
d) Spin Offs

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Answer Key

Q. 1.	В	-					
Q. 2.	B	Q. 11.	C	Q. 21.	С	Q. 31.	С
Q. 3.	<u>C</u>	Q. 12.	D	Q. 22.	В	Q. 32.	D
Q. 4.		Q. 13.	D	Q. 23.	D	Q. 33.	В
	B	Q. 14.	В	Q. 24.	C	Q. 34.	D
Q. 5.	B	Q. 15.	D	Q. 25.	В	Q. 35.	В
Q. 6.	A	Q. 16.	С	Q. 26.	В	Q. 36.	С
Q. 7.	D	Q. 17.	A	Q. 27.	Α	Q. 37.	С
Q. 8.	C	Q. 18.	D	Q. 28.	В	Q. 38.	D
Q. 9.	В	Q. 19.	В	Q. 29.	С	Q. 39.	A
Q. 10.	С	Q. 20.	Α	Q. 30.	Α	Q. 40	A

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