

THE MAHARAJA SAYAJIRAO UNIVERSITY OF BARODA, VADODARA

Ph. D. ENTRANCE TEST (PET) – 7<sup>th</sup> August 2022

Signature of Invigilator

Paper - II  
Management (22/20)

Roll.  
No.

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Maximum Marks: 50

No. Of Printed Pages: 8

**Instruction for the Candidate:**

1. This paper consists of **FIFTY (50)** multiple choice type questions. Each Question carries **ONE (1)** mark.
2. There is no Negative Marking for Wrong Answer.
3. A separate OMR Answer Sheet has been provided to answer questions. Your answers will be evaluated based on your response in the OMR Sheet only. No credit will be given for any answering made in question booklet.
4. Defective question booklet or OMR if noticed may immediately replace by the concerned invigilator.
5. Write roll number, subject code, booklet type, category and other information correctly in the OMR Sheet else your OMR Sheet will not be evaluated by machine.
6. Select most appropriate answer to the question and darken appropriate oval on the OMR answer sheet, with black / blue ball pen only. **DO NOT USE PENCIL** for darkening. In case of over writing on any answer, the same will be treated as invalid. Each question has exactly one correct answer and has four alternative responses (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.  
**Example:** (A) (●) (C) (D) where (B) is correct response.
7. Rough Work is to be done in the end of this booklet.
8. If you write your Name, Roll Number, Phone Number or put any mark on any part of the OMR Answer Sheet, except for the space allotted for the relevant entries, which may disclose your identity, or use abusive language or employ any other unfair means, such as change of response by scratching or using white fluid, you will render yourself liable to disqualification.
9. Calculators, Log tables any other calculating devices, mobiles, slide rule, text manuals etc are **NOT** allowed in the examination hall. If any of above is seized from the candidates during examination time; he/ she will be immediately debarred from the examination and corresponding disciplinary action will be initiated by the Center Supervisor as deemed fit.
10. **DO NOT FOLD** or **TEAR** OMR Answer sheet as machine will not be able to recognize torn or folded OMR Answer sheet.
11. **You have to return the OMR Answer Sheet to the invigilator at the end of the examination compulsorily** and must not carry it with you outside the Examination Hall. You are however, allowed to carry original question booklet on conclusion of examination.



**Paper - II**  
**Management (22/20)**

**Note:** This paper contains **FIFTY (50)** multiple-choice questions. Each Question carries **ONE (1)** mark.

- 01) Consumers pass through five stages with every purchase. Arrange the stages mentioned below in the correct sequence starting from the first stage.
1. Information search
  2. Evaluation of alternatives
  3. Post-purchase behaviour
  4. Need recognition
  5. Purchase Decision
- Choose the correct answer from the options given below.**
- A) 1 2 3 4 5
  - B) 2 3 4 5 1
  - C) 4 1 2 5 3
  - D) 4 5 1 2 3
- 02) The Total Assets Turnover Ratio and Total Assets to Newworth Ratio of Kuber Ltd, are 1.75 and 2, respectively. If the Net Profit Margin of this company is 8%. What is the Return on Equity (ROE)?
- A) 0.20
  - B) 0.25
  - C) 0.22
  - D) 0.28
- 03) Which of the following information systems at the management level of an organisation serves the functions of planning, controlling and decision making by providing routine summary and exception reports?
- A) Management Information Systems
  - B) Artificial Intelligence Systems
  - C) Executive Support Systems
  - D) Decision Support Systems
- 04) The following statements relate to sampling distributions. Choose the correct code for the statements being correct or incorrect.
- Statement I** - Sampling distribution of mean is normally distributed irrespective of the type of population distribution and size of samples.
- Statement II** - The standard deviation of the sampling distribution of mean is less than the standard deviation of the population distribution.
- Codes**
- A) Statement I is correct, but Statement II is incorrect
  - B) Statement II is correct, but Statement I is incorrect
  - C) Both statements are correct
  - D) Both statements are incorrect
- 05) In which one of the following years, the Government of India did not bring an Industrial Policy Resolution?
- A) 1948
  - B) 1956
  - C) 1965
  - D) 1977
- 06) Which of the following statement(s) is/are true?
- A) The aim of organizing is to help the individuals to works for a common goal
  - B) Unity of command is a principle of planning
  - C) The basis of staffing is a principle of planning
  - D) All of the above
- 07) Which of the following statement about planning is correct?
- A) Planning does not involve control of activities
  - B) Planning does not identify alternatives
  - C) Planning does not result into selection of correct alternative
  - D) Planning does not set goals
- 08) Which of the following is not a characteristic of a line manager when exercising his authority?
- A) Takes operating decision
  - B) Direct others
  - C) Delegates
  - D) Assist others
- 09) GNP can be calculated as
- A) GDP – Depreciation
  - B) GDP + Net factor income from abroad
  - C) GDP – Depreciation + Subsidies
  - D) Wages + Interest + Rent
- 10) The ethical issues relating to customers include
- A) quality of the product
  - B) price of the product
  - C) safety in handling product
  - D) All of the above
- 11) Which one of the following is a criticism by Milton Friedman of CSR?
- A) companies should seek to reduce poverty amongst their stakeholders
  - B) companies have a responsibility to look after the environment
  - C) companies are fundamentally responsible for using shareholders' funds in profitable and legal ways
  - D) companies should look after the interest of future generations

- 12) Why is the classical theory of organisation known as mechanistic theory?
- Because it has formal declared pattern of relationship established by law
  - Because it does not explain the dynamics of organizational behaviours
  - Because it underestimated human factor and oversimplified human motivation
  - Because it treats organisation as a closed system unconcerned with an uninfluenced by its external environment
- 13) Which of the following best explains why an employee behaves as he does?
- The environment is the most important consideration in understanding individual employee behaviour
  - Both the environment and individual differences are important considerations in understanding individual employee behaviour
  - Neither the environment nor individual differences are important considerations in understanding individual employee behaviour
  - Employee personality and attitudes are primarily dictated by the environment
- 14) Sensitivity training, an important OD technique, is also known as
- core group training
  - T groups
  - X group training
  - Y group training

15) Match the following 10C's of engagement

List I	List II
a. Confidence	1. Being ethical
b. Collaborate	2. Inspiring teams to be control
c. Control	3. Leader infusing confidence
d. Credibility	4. Trusting and binding employees

**Codes a b c d**

- 4 2 1 3
  - 2 3 1 4
  - 4 3 1 2
  - 1 3 2 4
- 16) As per revenue recognition concept, revenue is deemed to be realised
- when purchase order is received from the purchaser
  - when goods are delivered to the purchaser
  - when the title of the goods has been transferred to the purchaser
  - when cash is received from the purchaser

- 17) Indicate the correct code for the combination from the following regarding the superiority of the wealth maximization over the profit maximization objective of the financial management.
- It takes into account long-term stability and survival of the firm.
  - It takes care of all other objectives of the firm like exploring and expanding markets etc.
  - It is based on the assumption of perfect competition in the market
  - It considers risk alongwith returns

**Codes**

- 1, 2, 3 and 4
  - 2, 3 and 4
  - 1, 2 and 4
  - 1, 3 and 4
- 18) Capital budgeting process involves
- evaluation of various proposals
  - screening the proposals
  - identification of investment proposals
  - All the above
- 19) Which of the statement is true about dividend policy?
- Legal requirements play an important role in the formulation of dividend policy
  - The dividend policy should be framed in accordance to the expectations of shareholders
  - A stable and regular dividend keeps speculations away and prices of shares remain stable for longer period
  - All of the above
- 20) A merger is a combination of businesses in which
- two businesses combine to form a new business
  - the participants are necessarily comparable in size, competitive position, profitability and market capitalisation
  - one of the two firms become a wholly owned subsidiary of the other firm
  - None of the above
- 21) 'Golden Parachute' is
- a large termination payment due to company's management, if they lose their jobs as a result of a merger
  - an amendment to a company's charter intended to protect it against a takeover
  - an option that allows the underwriter of a new issue to buy and resale additional shares
  - a hostile takeover strategy for an acquirer

- 22) The difference between a forward trade and a derivative may be attributed to which one of the following?
- The position of owning a good that one plans to sell in the future, the position of expecting to purchase the good in the future.
  - The parties agree to trade at a specified time in the future, at a price set now; derivative involves only payments of money, with no delivery of any commodity or assets
  - The parties agree to trade at a future time, at a price to be decided in future; a derivative involves payments at a future specified time along with physical delivery of any commodity or asset
  - The parties agree to trade and the amounts to be paid or received will not depend on the value at that time.
- 23) Which of the following is the first step in McKinsey 7S Framework
- Understanding the current situation
  - Determining the desired situation
  - Determining the action plan to reach the desired situation
  - Execute the action plan
- 24) Which of the following is correct for services?
- Intangible
  - Inseparable
  - Variable
- Select the correct answer using the codes given below
- Both 1 and 3
  - Both 1 and 2
  - Both 2 and 3
  - All of the above
- 25) A manufacturer, to market its products, focuses on the following marketing channel alternatives.
- Telemarketing
  - Distributors
  - Salesforce
  - Internet
  - Retail stores
  - Value added partners
- Select the code of correct sequence of the channel alternatives in order of increasing cost per transaction
- 4, 5, 1, 6, 2, 3
  - 4, 1, 5, 2, 6, 3
  - 1, 4, 2, 5, 3, 6
  - 1, 4, 5, 2, 3, 6
- 26) Which of the following is incorrect for personal selling?
- It is a method of communication
  - Social behaviours plays an important role in the same
  - It consists of contacting prospective buyers of products personally
  - It involves referring to a group of people
- 27) The process of improving the visibility of a website or web-page in search engine via unpaid search results is known as which of the following?
- Display advertising
  - SEM
  - SEO
  - Affiliate marketing
- 28) Which of the following statement is incorrect
- Dispersion gives the variability and spread of data
  - The distance between the highest value and smallest value is range
  - Coefficient of variation is a measure of relative dispersion
  - Coefficient of variation relates variance and the mean of a distribution
- 29) Suppose that in a box of 80 bulbs packed, the mean number of defects per box is 0.3. What percent of bulbs will have no mistake?
- 30%
  - 74%
  - 12%
  - 120%
- 30) Correlation implies that
- the effect of correlation is to reduce the range of uncertainty of our prediction
  - between two series or groups of data there exists some causal connections
  - the whole subject of correlation refers to inter-relation between separate character by which they tend, in some degree atleast, to move together
  - All the above
- 31) Facility location decisions
- Do not affect other capacity decisions
  - are intermediate range capacity decisions
  - are not affected by other existing capacities
  - None of the above

- 32) Which of the following statement is not correct with regard to turnkey project?
- A) It is designed and developed by the host country
  - B) It generally deals with designing facility, constructing and training personnels
  - C) It is exporting of services
  - D) All of the above

33) Match the following.

List I	List II
A. Importing	1. Modes of International business
B. Marketing	2. Functions of International business
C. Sales expansion	3. Objectives of International business
D. Economic forces	4. External influence

**Codes**

A B C D

- A) 1 2 3 4
  - B) 3 1 4 2
  - C) 4 1 3 4
  - D) 4 3 2 1
- 34) Which of the following statements are true with regard to EXIM policy of India?
- A) The EXIM policy comprises of various policy decision that are taken by the government in the context of foreign trade
  - B) It deals with the exports and imports of the country and focuses mainly on promoting export in the nation
  - C) It is announced and prepared by the Central Government
  - D) All of the above
- 35) An Industrial unit which offers its entire production for export is called -----
- A) industrial estate
  - B) FTZ
  - C) EOU
  - D) EPZ
- 36) Quantitative restrictions refer to limit set by countries to curb
- A) Imports
  - B) Exports
  - C) imports and exports
  - D) None of these
- 37) Which industrialization policy have developing countries used which places emphasise on the comparative advantage principle as a guide to resource allocation?
- A) Export promotion
  - B) Import substitution
  - C) International commodity agreements
  - D) Multilateral contracts

- 38) Exporter's export risk insurance' is covered by -----
- A) Insurance Companies
  - B) Export Credit Guarantee Corporation (ECGC)
  - C) Reserve Bank of India (RBI)
  - D) Export Development Authorities

- 39) Which of the following statement is/are true?
- A) The quality of information is high, if it creates managerial impact leading to attention, decision and action
  - B) The quality of information can be measured on the four dimensions, viz utility, satisfaction, error and bias
  - C) The processing of data for the information processing should be allowed only after a thorough validation of transactions on a logical basis
  - D) All of the above

- 40) The decision-making level of an organisation that is most concerned with long-term strategy is the
- A) operational level
  - B) managerial level
  - C) executive level
  - D) None of the above

- 41) Which process identifies the problem areas, inadequacies in the prototype vis-à-vis fulfillment of the information needs?
- A) Prototype approach
  - B) Analysis approach
  - C) Life cycle approach
  - D) Interview approach

- 42) Decision support system does not use
- A) analytical models
  - B) specialized databases
  - C) file server
  - D) computer based modeling process

- 43) Which is not the objective of entrepreneurship?
- A) Minimum risk burden
  - B) Establishing self-sufficient society
  - C) Maximise social problems
  - D) All of the above

- 44) Which of the statements are correct for household industry?
- A) Comparison of skilled craftsmen and engineers who can work directly from their homes
  - B) If the job needs less than 300 sq ft of space
  - C) If the job requires less than 1 kw of power and less than 5 workers and does not cause pollution
  - D) All of the above

- 45) Arrange the following activities with regard to rehabilitation in industries.
1. Assessment of feasibility
  2. Assessment of additional funds
  3. Preparation of cash flow statements
  4. Arrangement of funds with other creditors
  5. Marketing arrangement
  6. Arrangement for disposal of unwanted assets and recovery of overdue debts
  7. Arrangement with various financial institutions
  8. Arrangement fir Management Performance

Codes

- A) 1,3,2,4,5,6,7,8
  - B) 1,2,3,4,5,6,7,8
  - C) 1,4,2,3,5,6,7,8
  - D) 1,5,2,3,4,6,7,8
- 46) Giving employees more authority to make decisions is known as:
- A) Authority
  - B) Responsibility
  - C) Employee Empowerment
  - D) Decentralization
- 47) "Same work or work of a similar nature" is defined under which one of the following legislations?
- A) The Payment of Wages Act
  - B) The Minimum Wages Act
  - C) The Equal Remuneration Act
  - D) The Payment of Bonus Act
- 48) State Financial Corporation Act encourages in
- A) establishing industrial estates
  - B) establishing small and medium size industries
  - C) establishing agricultural farms
  - D) All of the above
- 49) Which one of the following is the most insignificant reason for sickness in SSI sector?
- A) Power shortage
  - B) Lack of demand
  - C) Management problems
  - D) Equipment problems
- 50) Which of the following statement(s) is/are true?
- A) The aim of organizing is to help the individuals to works for a common goal
  - B) Unity of command is a principle of planning
  - C) The basis of staffing is a principle of planning
  - D) All of the above

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**Rough Work:**