

THE MAHARAJA SAYAJIRAO UNIVERSITY OF BARODA, VADODARA

Ph. D. ENTRANCE TEST (PET) – 27<sup>th</sup> January 2019

Signature of Invigilators

Management  
(19/20)

Roll No.

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(in figures as in Hall Ticket)

Roll No. \_\_\_\_\_

(in words)

Maximum Marks: 50

No. Of Printed Pages : 8

**Instruction for the Candidate:**

1. Write your Roll Number in the space provided on the top of this page.
2. This paper consists of **FIFTY (50)** multiple choice type questions. Each Question carries **ONE (1)** mark.
3. At the commencement of examination, the question booklet will be given to you. In the first 5 minutes, you are requested to open the booklet and compulsorily examine it as below:
  - a. To have access to the Question Booklet, tear off the paper seal on the edge of this cover page, Do not accept a booklet without sticker seal and do not accept an open booklet.
  - b. Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faculty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given.
  - c. After this verification is over, the Test Booklet Number should be entered on the OMR Answer Sheet and the OMR Answer Sheet Number should be entered on this Test Booklet.
4. Each item has four alternative responses marked (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.
5. Your responses to the items are to be indicated on the OMR Answer Sheet under Paper – II only. If you mark your response at any place other than in the circle in the OMR Answer Sheet, it will not be evaluated.
6. Read instructions given inside carefully.
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. You have to return the original 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 and duplicate copy of OMR Answer Sheet on conclusion of examination
10. Use only Blue/ Black Ball point pen.
11. Use of any calculator or log table etc., is prohibited.
12. There shall be no negative marking.



## Management

(19/20)

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

- 01) A business, whether national or international, contains the following activities or functions:
- A) Operations, Human Resource Management, Accounting
  - B) Production, Human Resource Management, Accounting, Marketing, and Research and Development.
  - C) Production, Human Resources, Finance, Sales and Marketing, Research and Development.
  - D) Operations, Human Resource Management, Accounting, Sales, Research and Development.
- 02) Over which of the following does the MNE parent company have most control?
- A) An affiliate company
  - B) A strategic partner
  - C) A subsidiary in which it owns 60% of the shares
  - D) A wholly-owned subsidiary
- 03) Which of the following is the *least* appropriate in describing the ethnocentric organization?
- A) The corporate culture is one of confidence in what the firm stands for.
  - B) The staff share corporate values.
  - C) The management welcome new ideas from other cultures.
  - D) The organization has a strong sense of identity.
- 04) Operations as a function within the company concerns:
- A) Controlling the revenues and outgoings of the business
  - B) Making tangible products.
  - C) Delivering products to the customer
  - D) The whole process of producing and delivering a product, a service, or the combination of both to a customer.
- 05) Elements of HRM as a business function include all but which one of the following?
- A) Motivating the workforce
  - B) Management of rewards
  - C) Training and development
  - D) Overseeing quality management
- 06) Which of the following has been the most influenced by globalization?
- A) Production networks
  - B) Consumer markets
  - C) Labour markets
  - D) National cultures
- 07) All but which one of the following is *not* an FDI investment?
- A) Acquisition of an existing company
  - B) A joint venture with a foreign partner
  - C) Exporting the company's products to new markets
  - D) A greenfield project in another country
- 08) Vernon's theory of the international product life cycle explains:
- A) The stages of globalization
  - B) The growth in overseas production
  - C) The importance of the US in the global economy
  - D) The need for innovation in consumer products
- 09) Gross national income (GNI) is defined as:
- A) The total income produced by businesses in the in the country, whether locally owned or owned by foreigners
  - B) The country's total industrial output
  - C) The total income from all the final products and services produced by the national economy, including income of national residents from their overseas investments
  - D) The total income produced by the country's resident businesses.
- 10) Unemployment is defined as:
- A) The section of the population that are on state benefits.
  - B) The section of the population willing to work but unable to find employment.
  - C) The section of the population that are waiting to be employed.
  - D) The section of the population that are without the skills needed by employers.
- 11) An oligopoly is defined as:
- A) A cartel
  - B) A few large producers who dominate a market
  - C) A group of consumers who can dictate conditions to the producers
  - D) A sector of the market dominated by game theory
- 12) Which of the following risks are particularly associated with financial markets?
- A) Labour unrest
  - B) Ethnic divisions
  - C) Climate change
  - D) Currency fluctuations

- 13) What is the main weakness of voluntary codes of practice on ethical and environmental standards?
- They are just public relations exercises.
  - They are often linked to NGOs.
  - They are only adopted by a minority of firms.
  - Stakeholders cannot be assured that they are carried through in practice.
- 14) What is the main contribution of Carroll's model of CSR?
- It focuses on economic functions of the firm, leaving charity as an added extra.
  - It stresses a strong ethical dimension.
  - It recognizes the firm's economic function, but holds that legal, ethical and charitable aspects also influence corporate strategy.
  - It stresses the conflict between making profits and acting ethically.
- 15) Sustainable consumption implies:
- Buying "green" products and services
  - Saving energy and limiting CO2 emissions
  - Making lifestyle decisions in keeping with environmental protection
  - Promoting "green" lobbies and movements.
- 16) "Environmental degradation" refers to environmental change caused by:
- Businesses and their actions
  - Human activity
  - Actions by government
  - Factory emissions
- 17) Which country makes the most applications under the Patent Co-operation Treaty (PCT) process?
- The US
  - China
  - Japan
  - Germany
- 18) Innovation is key to product life cycle theory because:
- Most new products are launched in the US.
  - Demand for new products initially comes from high-income consumers.
  - R&D is expensive, and only rich countries can afford it.
  - Products quickly become obsolete.
- 19) The World Bank was created to fund:
- Debt repayments of developing countries
  - Infrastructure projects in developing countries
  - Development projects and broad development programmes
  - Loans to developed and developing countries
- 20) Which of the following was the *least* significant factor in causing the financial crisis of 2008?
- Crash of US property market
  - The market in mortgage-backed securities
  - Abundant cheap loans
  - The US trade deficit
- 21) Why are derivatives risky?
- They are packaged with high-risk debt.
  - Their values fluctuate in accordance with the asset class that they depend on.
  - They are handled by hedge funds.
  - They suffer from exchange-rate risk.
- 22) Competition law concerns:
- Breaking up monopolies
  - Protecting small businesses
  - Controlling abuse of a dominant market position
  - Punishing price-fixing
- 23) Arm's-length contracting differs from relational contracting in what way?
- The parties in an arm's-length deal are already known to each other.
  - The parties in an arm's-length deal come together for the purpose of making a contract.
  - The arm's-length contract must be in writing.
  - The arm's length contract must be between businesses.
- 24) Legal risk is:
- Greater in developing countries than in developed ones
  - Greater where the rule of law is weak
  - Greater in liberal market economies than in mixed economies
  - Lower in authoritarian states than in democratic ones
- 25) Which best describes the United Nations (UN)?
- World government
  - International law-making body
  - Group of sovereign states
  - International forum
- 26) Why is a coalition government considered to be unstable?
- The two parties do not always agree.
  - The prime minister must always come from the biggest party in the legislature.
  - The parties which make up the coalition do not always agree.
  - The prime minister receives less respect than one who is elected with a big majority.

- 27) The rule of law encompasses all but which one of the following?  
 A) Equality of citizens under the law  
 B) An elected president  
 C) Constitutionalism  
 D) Independent judiciary
- 28) Applying Hofstede's cultural dimensions, which of the following combines high power distance and collectivism?  
 A) American society  
 B) Asian societies  
 C) European societies  
 D) Scandinavian societies
- 29) Fordism was characterized by all but one of the following features. Which one is out of place?  
 A) Vertically integrated system  
 B) Bureaucracy  
 C) Adaptability to consumer needs  
 D) Poor industrial relations
- 30) How does stakeholder management theory contribute to value creation for the firm?  
 A) By serving customers better  
 B) By interacting more with employees  
 C) By developing better communications with suppliers  
 D) By helping managers to focus on divergent stakeholder groups
- 31) Which of the following are *not* key players in Porter's five forces model of competitive strategy?  
 A) Potential entrants  
 B) Governments  
 C) Buyers  
 D) Suppliers
- 32) Which countries are involved in Apec?  
 A) Asian countries and Australia  
 B) Asian, North American and South American countries  
 C) Asian countries, North American countries and Australia  
 D) Countries bordering on the Pacific
- 33) Which of the following is *not* among the GATT principles?  
 A) Most favoured nation  
 B) Reciprocity in tariff reduction  
 C) Principle of national treatment  
 D) Principle of safeguarding national interests
- 34) A marketing channel is:  
 A) A set of interdependent organizations involved in the process of making a product or service available for use or consumption.  
 B) A manner by which products or services are sold.  
 C) A method for communicating advertising.  
 D) A process by which customer feedback can be provided to the manufacturer.
- 35) Reward, Coercive, Expert, Legitimate, and Referent are terms used to describe:  
 A) Psychographic customer segmentation  
 B) The five power sources in a distribution channel  
 C) Buyer behaviour in a distribution channel  
 D) The instructor
- 36) Which one of the following would qualify to be a strategic HRM activity?  
 A) Administer Wage & Salary Programmes  
 B) Prepare Staffing Plans  
 C) Determine the level & type of Performance that is crucial for firm's growth  
 D) Use specific jobskill training
- 37) Human resource management helps improve  
 A) Production  
 B) Productivity  
 C) Profits  
 D) Power
- 38) A weekly holiday was introduced in the Factories for the first time in the year —  
 A) 1948  
 B) 1931  
 C) 1926  
 D) 1923
- 39) Section 19 of Factories Act discusses about the —  
 A) Drinking Water  
 B) Lighting  
 C) Latrines and Urinals  
 D) Artificial Humidification

- 40) Which of the following best describes strategic planning?  
 A) Time horizon: Long-term Level of detail: Summarised Source: Mainly internal  
 B) Level of detail: Summarised Source: Mainly external Degree of certainty: Certain  
 C) Time horizon: Long-term Level of detail: Summarised Degree of certainty: Uncertain  
 D) Time horizon: Long-term Level of detail: Highly detailed Source: Mainly external
- 41) Which of the following best describes 'formal information'?  
 A) Produced by standard procedures. Passed by word of mouth  
 B) Produced by standard procedures. Objective  
 C) Objective. Passed by word of mouth  
 D) Subjective. Based on estimates
- 42) Two systems are described as \_\_\_\_\_ if a change in the outputs of one causes a substantial change in the state of the other.  
 A) Highly decoupled  
 B) Highly coupled  
 C) Black boxes  
 D) Sub-systems
- 43) A measure of the reserve capacity a process has to handle in unexpected increases in demand is the:  
 A) Capacity utilization rate.  
 B) Capacity cushion.  
 C) Capacity bottleneck.  
 D) Capacity constraint limit.
- 44) Costs that continue even if no units are produced are called  
 A) Variable costs.  
 B) Mixed costs.  
 C) Marginal costs.  
 D) Fixed costs.
- 45) What is the more formal term for what is known as 'Plan B'?  
 A) A contingency plan  
 B) A circumstantial plan  
 C) A catastrophe plan  
 D) A convergence plan
- 46) Buying according to the requirements is called .....  
 A) Seasonal Buying  
 B) Hand to mouth buying  
 C) Scheduled Buying  
 D) Tender Buying
- 47) Work measurement techniques include all of the following except:  
 A) On the job training  
 B) Time study  
 C) Work sampling  
 D) Predetermined motion-time data systems
- 48) The appropriate level of safety stock is typically determined by  
 A) Minimizing expected stockout cost  
 B) Taking the square root of the economic order quantity  
 C) Choosing the level of safety stock that assures a given service level  
 D) Carrying sufficient safety stock so as to eliminate all stockouts.
- 49) Companies can build interest and enthusiasm by using databases to remember customer preferences. This strategy helps to \_\_\_\_\_.  
 A) Deepen customer loyalty  
 B) Reactivate dormant customers  
 C) Avoid serious customer mistakes  
 D) Identify prospects
- 50) The correct sequence of an organizations supply chain from a systems perspective is:  
 A) Transformation process, delivery to customers, acquisition of resources  
 B) Acquisition of resources, transformation process, delivery to customers  
 C) Delivery to customers, acquisition of resources, transformation process  
 D) Transformation process, acquisition of resources, delivery to customers.
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**Rough Work:**