

THE MAHARAJA SAYAJIRAO UNIVERSITY OF BARODA, VADODARA

Ph. D. ENTRANCE TEST (PET) 2025

Signature of Invigilator

Roll.
No.

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Paper - II
Management

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) ● (B) ● (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

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

- 01) The process of determining the present value of future cash flows in order to know their worth today is called which one of the following?
- A) compound interest valuation
 - B) interest on interest computation
 - C) discounted cash flow valuation
 - D) present value interest factoring
- 02) Which of the following statements about the relationship between interest rates and bond prices is true?
- I. There is an inverse relationship between bond prices and interest rates.
 - II. There is a direct relationship between bond prices and interest rates.
 - III. The price of short-term bonds fluctuates more than the price of long-term bonds for a given change in interest rates. (Assuming that coupon rate is the same for both)
 - IV. The price of long-term bonds fluctuates more than the price of short-term bonds for a given change in interest rates. (Assuming that the coupon rate is the same for both)
- A) I and IV only
 - B) I and III only
 - C) II and III only
 - D) None of the given statements are true
- 03) An increase in which of the following will increase the current value of a stock according to the dividend growth model?
- I. dividend amount
 - II. number of future dividends, provided the current number is less than infinite
 - III. discount rate
 - IV. dividend growth rate
- A) I and II only
 - B) III and IV only
 - C) I, II, and III only
 - D) I, II, and IV only
- 04) Which one of the following statements is correct?
- A) The capital gains yield is the annual rate of change in a stock's price.
 - B) Preferred stocks have constant growth dividends.
 - C) A constant dividend stock cannot be valued using the dividend growth model.
 - D) The dividend growth model can be used to compute the current value of any stock
- 05) Which one of the following does not affect the total equity of a firm but does increase the number of shares outstanding?
- A) special dividend
 - B) stock split
 - C) share repurchase
 - D) rights offer
- 06) The efficient portfolios:
- I. have only unique risk
 - II. provide highest returns for a given level of risk
 - III. provide the least risk for a given level of returns
 - IV. have no risk at all
- A) I only
 - B) II and III only
 - C) IV only
 - D) II only
- 07) Which of the following best describes the term "spot price"
- A) The price for immediate delivery
 - B) The price for delivery at a future time
 - C) The price of an asset that has been damaged
 - D) The price of renting an asset
- 08) Float is defined as the:
- A) amount of cash a firm can immediately withdraw from its bank account.
 - B) difference between book cash and bank cash.
 - C) change in a firm's cash balance from one accounting period to the next.
 - D) amount of cash a firm has on hand.
- 09) A dealer in British pounds who thinks that the pound is about to appreciate
- A) may want to widen his bid-ask spread by raising his ask price.
 - B) may want to lower his bid price.
 - C) may want to lower his ask price.
 - D) none of the above
- 10) According to the pecking-order theory, a firm's leverage ratio is determined by:
- A) the value of the tax benefit of debt.
 - B) equating the tax benefit of debt to the financial distress costs of debt.
 - C) the firm's financing needs.
 - D) the market rate of interest.

- 11) You have computed the break-even point between a levered and an unlevered capital structure. Assume there are no taxes. At the break-even level, the:
- A) firm is just earning enough to pay for the cost of the debt.
 - B) firm's earnings before interest and taxes are equal to zero.
 - C) earnings per share for the levered option are exactly double those of the unlevered option.
 - D) advantages of leverage exceed the disadvantages of leverage.
- 12) If a firm's fixed operating costs decrease, the firm's operating breakeven point will
- A) decrease.
 - B) increase.
 - C) remain unchanged.
 - D) change in an undetermined direction.
- 13) A quick ratio that is much smaller than the current ratio reflects
- A) a small portion of current assets is in inventory.
 - B) a large portion of current assets is in inventory.
 - C) that the firm will have a high inventory turnover.
 - D) that the firm will have a high return on assets
- 14) Which theory suggests that a country should export those goods and services for which it is more productive than other countries and import those goods and services for which other countries are more productive?
- A) mercantilism
 - B) comparative advantage
 - C) absolute advantage
 - D) specialization of countries
- 15) _____ is a subject-oriented, integrated, time-variant, nonvolatile collection of data in support of management decisions.
- A) Data Mining.
 - B) Data Warehousing.
 - C) Web Mining.
 - D) Text Mining.
- 16) Non-typical business problems with causes and effects that are rapidly changing are typically handled by which type of information system?
- A) MIS
 - B) TPS
 - C) ESS
 - D) DSS
- 17) Which of the following is an example of a market-seeking motive for FDI?
- A) a firm wishes to gain access to raw materials
 - B) a firm follows its key customers abroad
 - C) a company wishes to gain access to knowledge
 - D) a company intends to avoid trade barriers
- 18) The difference between Foreign Direct Investment and Portfolio Investment is that
- A) Portfolio Investment mostly represents the sale and purchase of foreign financial assets such as stocks and bonds that do not involve a transfer of control.
 - B) Foreign Direct Investment mostly represents the sale and purchase of foreign financial assets such as stocks whereas Portfolio Investment mostly involves the sales and purchase of foreign bonds.
 - C) Foreign Direct Investment is about buying land and building factories, whereas portfolio investment is about buying stocks and bonds.
 - D) All of the above
- 19) The slope of the budget constraint is determined by the
- A) relative price of commodities represented on the axes.
 - B) level of income of the consumer.
 - C) endowment of productive resources.
 - D) preferences of a consumer
- 20) A firm will not shut down in the long run as long as the firm's revenue:
- A) is larger than the firm's variable cost.
 - B) is greater than the firm's marginal cost.
 - C) is greater than the fixed cost.
 - D) is less than the total cost

- 21) Which of the following is NOT one of the questions that development of a competitive strategy should raise?
- A) Should we compete on the basis of lower cost?
 - B) Should we compete head-to-head with major competitors?
 - C) Should we differentiate our products or services on some basis other than cost?
 - D) Should we compete by garnering political support of influential leaders?
- 22) According to Porter, strategies to raise structural barriers include all of the following EXCEPT
- A) tie up suppliers by obtaining exclusive contracts.
 - B) avoid suppliers that also serve competitors.
 - C) decrease scale economies.
 - D) block channel access by signing exclusive agreements
- 23) Which of the following is NOT descriptive of the matrix structure?
- A) People from functional units are often assigned on a temporary basis to product units.
 - B) Although employees often work on one or more product units, they maintain only one direct supervisor.
 - C) The matrix structure is very useful when the external environment is very uncertain.
 - D) The matrix structure can produce conflicts revolving around duties, authority, an resource allocation
- 24) The type of marketing strategy in which a company captures a larger share of an existing market for current products through market saturation or market penetration or develops new markets for current products is called
- A) market development.
 - B) push strategy.
 - C) product development.
 - D) pull strategy.
- 25) When considering acceptable alternative strategies, the most important criterion is the ability of the proposed strategy to deal with
- A) the prospects of ensuring profitable return on investment.
 - B) the specific strategic factors developed in the S.W.O.T. analysis.
 - C) defining the competitive environment in which the firm is competing.
 - D) the future long-term prospects of the industry
- 26) A company that is a price taker would most likely use which of the following methods?
- A) Time-and-material pricing
 - B) Target costing
 - C) Cost plus pricing, contribution approach
 - D) Cost plus pricing, absorption approach
- 27) Which of the following is NOT one of the five common myths about entrepreneurs?
- A) Entrepreneurs are tenacious.
 - B) Entrepreneurs are moderate risk takers.
 - C) Entrepreneurs should be young and energetic.
 - D) Entrepreneurs love the spotlight.
- 28) The three ways to identify an opportunity include:
- A) observing trends, solving a problem, and finding gaps in the marketplace
 - B) studying industry trade journals, talking to consumers, and solving a problem
 - C) observing trends, conducting brainstorming sessions, and studying industry trade journals
 - D) observing trends, talking to consumers, and finding gaps in the marketplace
- 29) The two components of industry/target market feasibility analysis are _____.
- A) industry status and target market status
 - B) industry attractiveness and target market attractiveness
 - C) industry sufficiency and target market demand
 - D) industry attractiveness and product/service demand

- 30) The most important issues to consider in financial feasibility analysis are _____.
- A) resource sufficiency, industry attractiveness, and total startup cash needed
 - B) total startup cash needed, financial performance of similar businesses, and the overall financial attractiveness of the proposed venture
 - C) target market attractiveness, resource sufficiency, and product/service demand
 - D) total startup cash needed, management prowess, and product/service demand
- 31) Match the financial term with its proper definition.
- A) Forecasts — depict relationships between items on a firm's financial statements
 - B) Forecasts — written reports that quantitatively describe a firm's financial health
 - C) Budget — itemized forecasts of a company's income, expenses, and capital needs
 - D) Financial ratios — written report that quantitatively describes a firm's financial health
- 32) An "organization chart" which shows who reports to whom for what is a representation of which one of Fayol's principles?
- A) Centralization
 - B) Unity of direction
 - C) Discipline
 - D) Order
- 33) If a manager feels that his major job responsibility is "to counteract the natural tendencies of subordinates to avoid working hard," this manager is acting consistently with the principles of:
- A) Contingency theory
 - B) Theory X
 - C) Theory Y
 - D) Theory Z
- 34) All but one of the following are important aspects of the administrative model of decision making. Which one?
- A) Satisficing
 - B) Incomplete information
 - C) Bounded rationality
 - D) Brainstorming
- 35) A manager increases the number of tasks that a subordinate has to perform in order to attempt to make the job more interesting for the subordinate. This is called:
- A) Job simplification
 - B) Job enlargement
 - C) Job enrichment
 - D) A matrix structure
- 36) A committee of managers from different functions or divisions is formed to solve a specific, mutual problem. What they established is called:
- A) A standing committee
 - B) Matrix structure
 - C) Functional structure
 - D) A task force
- 37) Managers from monochronic cultures tend to do all of the following except:
- A) Take time commitments seriously
 - B) Adhere to plans
 - C) Handle multiple tasks simultaneously
 - D) Emphasize promptness
- 38) Which performance appraisal technique lists traits and a range of performance values for each trait?
- A) behaviorally anchored rating scale
 - B) graphic rating scale
 - C) forced distribution
 - D) critical incident
- 39) Which one of the following consolidates information regarding required tasks and skills in a format that is helpful for determining training requirements?
- A) training assessment form
 - B) task analysis record form
 - C) organizational skills sheet
 - D) work function analysis
- 40) Which one of the following terms refers to the group of employees the union will be authorized to represent?
- A) bargaining unit
 - B) mediating group
 - C) negotiating team
 - D) grievance committee

- 41) Classical conditioning and instrumental conditioning theory are examples of _____.
 A) perception theories
 B) behavioral learning theories
 C) cognitive associative theory
 D) involvement theory
- 42) The third level of a product that product planners must consider is a(n) _____ around the core benefit and actual product that offers additional consumer services and benefits.
 A) brand equity
 B) augmented product
 C) brand extension
 D) industrial product
- 43) Which one of the following is NOT one of the four broad categories of service?
 A) People processing
 B) Possession processing
 C) Mental stimulus processing
 D) Involvement processing
- 44) Which of the following is an area in which a retailer can develop a long-term competitive advantage?
 A) advertising
 B) loss prevention
 C) carry national brands
 D) vendor relations
- 45) What are the two main goals of direct marketing?
 A) to identify a potential customer and obtain an immediate response
 B) to obtain an immediate response and to facilitate a purchase
 C) to obtain an immediate response and build a lasting customer relationship
 D) to provide information and build a lasting customer relationship
- 46) For a lower tail test, the p-value is the probability of obtaining a value for the test statistic
 A) at least as small as that provided by the sample.
 B) at least as large as that provided by the sample.
 C) at least as small as that provided by the population.
 D) at least as large as that provided by the population
- 47) Which statistical technique is appropriate when we compare two or more populations of qualitative data with two or more categories?
 A) The z-test of the difference between two proportions.
 B) The chi-squared goodness-of-fit test.
 C) The chi-squared test of a contingency table.
 D) Both a and b
- 48) The correlation coefficient is the _____ of two regression coefficients:
 A) Geometric mean
 B) Arithmetic mean
 C) Harmonic mean
 D) Median
- 49) Which of the following is not a key benefit from effective scheduling?
 A) lower cost
 B) faster delivery
 C) dependable delivery
 D) quality
- 50) In a process-oriented company, the flow of information and management activity is _____, in line with the flow of materials and products.
 A) horizontal across functions
 B) vertical from top level management down through the hierarchical management structure
 C) vertical through functions
 D) horizontal from marketing and sales to inventory and production
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Rough Work: