Total No. of Printed Pages: 13

# (DO NOT OPEN THIS QUESTION BOOKLET BEFORE TIME OR UNTIL YOU ARE ASKED TO DO SO)



## M.Phil./Ph.D./URS-EE-2020

SET-Y

SUBJECT : Management

10385

		Sr. No
Time: 11/4 Hours	Max. Marks : 100	Total Questions: 100
Roll No. (in figures)	(in words)	
Name	Father's Name	,
Mother's Name	Date of Examination_	
(Signature of the Candidate)		(Signature of the Invigilator)

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1.	<ul> <li>In what order do managers typically perform the managerial functions?</li> <li>(1) Organizing, planning, controlling, leading</li> <li>(2) Organizing, leading, planning, controlling</li> <li>(3) Planning, organizing, leading, controlling</li> <li>(4) Planning, organizing, controlling, leading</li> </ul>
2.	
3.	What is the guiding principle behind New Public Management?  (1) Profit maximization  (2) Introducing private sector business principles into the public sector
	<ul><li>(3) Replacing public management with private sector management</li><li>(4) Restructuring public organizations</li></ul>
4.	Which one is <i>not</i> a recognized key skill of management?  (1) Conceptual skills  (2) Human skills  (3) Technical skills  (4) Writing skills
5.	What is a social enterprise concerned with?  (1) Profit maximization  (2) Maximizing market share  (3) Providing public service  (4) Running a business to create social benefits
6.	Horizontal communication takes place between
7.	Appeals and representations are used in communication.  (1) Horizontal (2) Upward (3) Grapevine (4) Downwards
8.	A decision for repetitive or routine problems for which the responses have been already been decided and been known to the person who will make the decision is called:
	(1) Programmed (2) Non programmed (3) Strategic (4) Professional

9.	A decision made before the oc	currence o	f an externa	al or internal chan	ge is called a
	decision.				
	(1) Reactive (2) Proacti	ve (3	3) Intuitive	(4) System	atic .
10.	Problems are usually of the following	owing type	(s):		
	(1) Crisis problems				
•	(2) Routine problems				
	(3) Problems of failing to take	advantage o	of opportunit	ties	
•	(4) All of the above				
11.	The concept that a manager's fr	eedom to m	nake totally	rational decisions i	s restricted by
	internal and external environm	ental factor	rs and by th	e manager's own	characteristics
	and decision-making ability is o		•		
	(1) Bounded rationality,	(2	2) Values		
	(3) Objective rationality	(4	4) (1) & (2)	above	
12.	Several studies have examine	d the effec	ct of selecte	ed personality var	riables on the
	decision making process. These				
	(1) Personality (2) Situati		3) Interaction	_	
13.	A group brought together from consider ways in which the organization				
	(1) Quality team	(2	2) Process is	mprovement team	
	(3) Task team	(4	4) Unit tean	n	
14.	Which of the following is <i>not</i> a	n attribute o	of useful inf	formation?	
	(1) Accessible (2) Timely	(	3) Relevant	(4) None of	of the above
15.	According to the Five Factor m by what type of people?	odel, 'extra		a personality type i	s characterized
	(1) Good natured		2) Calm and	d self-confident	
	(3) Sensitive and curious	(	4) Assertive	e and sociable	
16.	What does situational theory of	leadership	emphasize '	?	
	(1) Personality traits	(	2) Events	1	
	(3) Environment	(	4) Political	situation	

17.		at takes account of others' views, opinions and
	ideas?	(2) People-oriented
	<ul><li>(1) Laissez-faire</li><li>(3) Democratic</li></ul>	(4) Autocratic
40	What is the term for power derived from	
18.	(1) Referent (2) Expert	(3) Reward (4) Legitimate
19.	The primary stakeholders are:	
in-	(1) Customers (2) Suppliers	(3) Shareholders (4) Creditors
20.	The corporate governance structure of a	company reflects the individual companies':
and the same	(1) Cultural and economic system	(2) Legal and business system
	(3) Social and regulatory system	(4) All of the above
21.	The primary purpose of providing emappraisal is to motivate employees to:  (1) Apply for managerial positions  (2) Remove any performance deficience  (3) Revise their performance standards  (4) Enroll in work-related training prog	
22.	Conducted by:	real beginning of applied research in OB wa  (3) F. W. Taylor (4) Max Weber
		•
23,	A Study of human behavior in organization (1) Individual Behaviour (3) Organisational Behaviour	(2) Group Behaviour (4) Personal Behaviour
24.	Organizations that strive to meet the promote social welfare are judged to be	ethical and legal standards and then seek
	(1) Darwinian	(2) Socially Responsible
	(3) Self- service Opportunists	(4) Enlightened
25.	Identify the managerial function out of	the following functions of HR managers.
	(1) Procurement	(2) Development
	(3) Organizing	(4) Performance appraisal

26	. Which of the following is an example of operative function of HR managers?
20	(1) Planning (2) Organising (3) Procurement (4) Controlling
	(1) 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
27.	The balanced scorecard proposes that organisational success depends on:
	(1) Focus on only the internal environment of the organization
	(2) Constantly changing external environment
	(3) The belief that it is impossible to take a rationalist view of the organisation to make optimal choices
4	(4) An ability to develop a complete list of cause and effect relationships driving
	firm's success
28.	When designing an actual appraisal method, the two basic considerations are:
	(1) Who should measure and when to measure
	(2) When to measure and what to measure
	(3) What to measure and who should measure
	(4) What to measure and how to measure
	(4) What to measure
29.	Which of the following is the easiest and most popular technique for appraising
	employee performance?
	(1) Alternation ranking (2) Graphic rating scale
	(3) Likert (4) MBO
30.	Quality circle is basically an idea based on :
	(1) American Synthesis on Japanese Idea
	(2) Japanese Synthesis of American Idea
	(3) German Synthesis on Japanese Idea
	(4) American Synthesis on German Idea
31.	OD was founded on the belief that using behavioral science methods to increas
	collaborative problem solving would increase:
	(1) Organizational Effectiveness (2) Organizational Turnover
	(3) Organizational Reputation (4) All of the above
2.	MBO programme generally consists of:
	(1) Four Stages (2) Five Stages
	(3) Six Stages (4) Seven Stages

33.	Which of the following is <i>not</i> amon (1) Correcting gender imbalance	g the rationales for work-life balance legislation:
	(2) Reconciling career and family l	ife
	(3) Encouraging marriage	
	, ,	ugh downward wage pressure and upward working
34.	What is the most significant obstapeople in society?	acle to realizing a true work-life balance for most
	(1) The long-hours culture	(2) Gender imbalance
	(3) Caring responsibilities	(4) Employer exploitation
35.	The country where the headquarter as:	ers of a multinational company is located is known
	(1) Home Country	(2) Host Country
	(3) Third Country	(4) Guest Country
36.	When an international firm follow the parent country, it is called:	vs a strategy of choosing only from the nationals of
	(1) Polycentric approach	(2) Geocentric approach
	(3) Ethnocentric approach	(4) None of the above
37.	When the firms adopt a strategy country where the branch is located	of limiting recruitment to there nationals of the host d, it is called:
	(1) Polycentric approach	(2) Geocentric approach
	(3) Ethnocentric approach	(4) None of the above
38.	Which of the following shows the	process of creating something new?
	(1) Business Model	
	(3) Creative Flexibility	(4) Innovation
39.		s a new initiative for their company which entails board of directors can be regarded as:
	(1) Ecopreneur	(2) Technopreneur
	(3) Intrapreneur	(4) Social Entrepreneur
40.	EDP (Entrepreneur Development	Programme) is required to help:
	(1) Existing Entrepreneurs	(2) First Generation Entrepreneurs
	(3) Future Entrepreneurs	(4) New Entrepreneurs

41	Why should an entrepreneur do a feasib	ility study for starting a new venture?
	<ul><li>(1) To identify possible success of fund</li><li>(2) To check the possible barriers to success</li></ul>	S
	<ul><li>(3) To estimate the expected sales</li><li>(4) To explore potential customers</li></ul>	
42.	Which one of the following is the next and development process?	stage to the concept stage of product planning
	<ul><li>(1) Idea Stage</li><li>(3) Product Planning Stage</li></ul>	<ul><li>(2) Product Development</li><li>(4) Test Marketing Stage</li></ul>
43.	What is the process by which indivi- resources they currently control?	duals pursue opportunities without regard to
	<ul><li>(1) Startup Management</li><li>(3) Financial Analysis</li></ul>	<ul><li>(2) Entrepreneurship</li><li>(4) Feasibility Planning</li></ul>
44.	An individual who takes initiative to star (1) A Leader (3) A Professional	rt up a new venture is termed as:  (2) A Manager  (4) An Entrepreneur
45.	Which could provide an individual with to (1) The financial rewards (3) Risk taking	the motivation to start a new business venture?  (2) A desire to be independent  (4) All of the above
46.	A Large investment is made in fixed ass (1) Capital Intensive (3) Product Intensive	ets, the project will be termed as:  (2) Labour Intensive  (4) Market Intensive
47.	What is <i>not</i> a mechanism that contribute (1) Collateral (3) Peer Monitoring	es to the success of micro-credits?  (2) Dynamic Incentive  (4) Dynamic Repayment Schedules
48.	What does the microfinance model <i>not</i> production (1) A decrease in interest rates when represent (2) Homogenous risk groups (3) Self-selection of the best borrowers (4) None of the above	
49.	Loans to poor people by banks have m high operating cost. So to help them whi (1) Poonzi Schemes (3) Money Laundering Scheme	nany limitations including lack of security and ch type of finance system developed?  (2) Micro Finance  (4) Self Financing Scheme

50.	In India, which on schemes?	organizations take care	of the	e agricultur	ral and rural develop	ment credit
	(1) IDBI	(2) NABARD	(3)	ICAR	(4) FCI	
51.		bject oriented, integragement decisions.	ited, ti	me-varian	t, nonvolatile collec	tion of data
	(1) Data Mining		. ,	Data War	_	
	(3) Web Mining	3	(4)	Text Mini	ing	
52.	Expression for I	OSS in DW is:				*
	(1) Decision Su	pport System	(2)	Decision	Single System	
	(3) Data Storage	e System	(4)	Data Supp	port System	
53.	pred	licts future trends & 1	behavi	ors, allow	ing business manag	ers to make
		ledge-driven decisions		•		
	(1) Data Wareh	ouse	(2)	Data Min	ing	
	(3) Data Marts		(4)	Metadata		
54.	Which of the fo	llowing is <i>not</i> a techno	ology d	river for a	n information systen	n ?
,	(1) Enterprise a				chnologies	
		asset management	` ′		tive technologies	
55.	The application	of information to scan	an org	anization's	s environment is:	
	(1) Eternal com				on overload	
	(3) Sensing	15, 3, 9, 33007 p			ommunication	
	. ,					•
56.	To improve the relevant?	performance of a bu	isiness	process,	which of the follow	ving is most
	(1) Input	tradition schools	(2)	Processin	ıg	
	(3) Control and	feedback	(4)	All of the	above	
57.	When did the W	orld Trade Organizati	on con	ne into eff	ect?	
57.	(1) March 6, 19			April 8, 1		
	(3) February 5,			January 1		
			11 120	Q a		mia millam of
58.	Along with the world-wide dim	World Bank and	• • • • • • •	W10	is the third econo	inic pinai oi
		l Economic Association	on (IE.	4)		
	(1) International	l Control and Feedbac	k Mor	netary Fun	d (IMF)	
	(2) Internationa	Development Bank (	IDB)	, , , , , , , , , , , , , , , , , , ,		
	(4) Internationa	I Funding Organization	n			
	(+) International					n m c

by

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3	۱	١	۱		

59.	<b>9.</b> Which trade theory holds that nations can ir specializing in the production of goods they else:	produce more efficiently than anyone
	<ul><li>(1) Factor endowment theory</li><li>(2) The theory of absolute cost advantage</li></ul>	
	<ul><li>(3) The theory of comparative advantage</li><li>(4) International product line theory</li></ul>	
60.	O. Which of the following holds that a Government of a country by encouraging exports and discourse precious metals?	nt can improve the economic well being ouraging imports without a reliance on
	(1) The Leontief paradox (2) Qu	uotas
	一下,不是一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个一个	ercantilism
61.	1. The scatter in a series of values about the average	ge is called:
		ispersion
		mmetry
62.	<b>62.</b> The measures of dispersion can never be:	
<u></u>	The state of the s	egative (4) Equal to 2
63.	33. The total of all the observations divided by the	number of observations is called:
	(1) Arithmetic mean (2) G	eometric mean
	(3) Median (4) H	armonic mean
64.	54. The population mean μ is called:	
	(1) Discrete variable (2) C	ontinuous variable
	(3) Parameter (4) Sa	ampling unit
65.	65. Parametric test, unlike the non-parametric tests,	, make certain assumptions about :
	(1) The population size (2) The population size	he underlying distribution
	(3) The sample size (4) Sa	ampling plan
66.	66. A statement developed for the purpose of testing	g is called?
	(1) Hypothesis (2) H	ypothesis testing
	(3) Level of significance (4) T	est statistic
67.	67. The alternative hypothesis is also called:	- Dustings of
	(1) Null Hypothesis (2) S	tatistical Hypothesis
	(3) Research Hypothesis (4) S	ample Hypothesis

68	3.	The probability of rejecting the null hypothesis when it is true is called:  (1) Level of confidence  (2) Level of significance  (3) Power of the test  (4) Difficult to tell				
69	Э.	Which of the following is the first step in making a correct location choice?  (1) Develop location alternatives  (2) Decide the criteria for evaluating location alternatives  (3) Evaluate the alternatives  (4) Make a decision and select the location				
70	).	Which of the following does <i>not</i> cause to production delay?  (1) Shortage of space  (2) Long distance movement of materials  (3) Spoiled work  (4) Minimum material handling				
7	1.	What is the term for a market that is defined by specific characteristics?  (1) Market niche  (2) Market division  (3) Market characteristic  (4) Market segment				
72	2.	CRM stands for: (1) Consumer Relations Management (2) Customer Relationship Marketing (3) Customer Relationship Management (4) Consumer Returns Management				
. 7	3.	<ul> <li>buy mostly from producers and sell mostly to retailers and industrial consumers.</li> <li>Wholesalers (2) Discount stores (3) Mega retailers (4) Independents</li> </ul>				
7	4.	Includes all the activities involved in selling products or services directly to final consumers for their personal, non business use:  (1) Retailing (2) Brokering (3) Wholesaling (4) Franchising				
7	'5.	Strategy developed by visionary chief executive in				
	<b>7</b> 6.	Stability strategy is a				
MI	MPH/PHD/URS-EE-2020/(Management)(SET-Y)/(A) P. T. O.					

- 77. Strategic fit can be defined as:
  - (1) Developing strategies based on opportunities and threats in the external environment.
  - (2) Forecasting opportunities and threats in the external environment.
  - (3) Reacting to strategic opportunities and threats in the external environment.
  - (4) Matching the resources and activities of a firm to the external environment.

#### **78.** PEST analysis is a:

- (1) Broad framework to help managers understand the environment in which their business operates.
- (2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company.
- (3) Checklist for forecasting political, economic, strategic or technological factors.
- (4) Framework for strategic analysis of internal and external environment.
- **79.** Which of the following is *not* an example of a political risk?
  - (1) Government regulations
- (2) Cost of production

(3) War

- (4) Civil unrest
- **80.** Technology scanning refers to:
  - (1) Strategies of multinational firms based on technologies.
  - (2) Locating a firm's research centers in countries or regions where relevant cutting-edge research is pursued.
  - (3) A framework for strategic planning in the knowledge economy.
  - (4) The process of identifying technologies in the external business environment.
- 81. Michael Porter has argued that:
  - (1) The logic of old economy strategies remains the same for internet-based companies.
  - (2) The internet did not bring new types of products/services or large efficiency.
  - (3) The internet does not matter to global competition.
  - (4) The internet does not help to improve company operations.
- **82.** The Diamond Model assumes that:
  - (1) Multinational firms must develop global strategies based only on home demand conditions.
  - (2) Multinational firms must pay less attention to global consumers than domestic
  - (3) The national home base of a firm must be the biggest market for a multinational
  - (4) The national home base of a firm plays a key role in shaping that firm's competitive advantage in global markets.

- 83. What is the purpose of the CAGE framework?
  - (1) The CAGE framework investigates to what extent home demand, home factor conditions and domestic rivalry are important to multinational firms.
  - (2) The CAGE framework analyses bilateral differences and commonalities between two countries.
  - (3) The CAGE framework is a broad framework to help managers understand the environment in which their business operates.
  - (4) The CAGE framework a checklist for forecasting political, economic, strategic or technological factors.
- **84.** Which of the following statements is *false*?
  - (1) Bond prices remain fixed over time
  - (2) A bond issuer must pay periodic interest
  - (3) Bonds carry no corporate ownership privileges
  - (4) A bond is a financial contract
- **85.** Which of the following types of assets is least risky?
  - (1) Short-term corporate bonds
- (2) Stocks

(3) Options and futures

- (4) Long-term corporate bonds
- **86.** Financial assets are also called:
  - (1) Physical assets (2) Securities
- (3) Tangible Assets (4) Real Assets
- 87. Two alternative expected returns are compared with help of:
  - (1) Coefficient of variation
- (2) Coefficient of deviation
- (3) Coefficient of standard
- (4) Coefficient of return
- 88. Analysis of decision making of investors and managers is classified as:
  - (1) Riskier finance

(2) Behavioral finance

(3) Premium finance

- (4) Buying finance
- 89. Accounting cycle does not include:
  - (1) Recording

(2) Decision Making

(3) Classification

- (4) Interpreting
- 90. Going concern may be defined best as:
  - (1) This concept provides the basis for the formation of the accounting equation.
  - (2) This concept refuses allocation of cost on different accounting periods.
  - (3) This concept discusses the issue of the realization of profit.
  - (4) This concept assumes that business will operate for a long period and will not be dissolved in near future.

91.	Under which of the following legisle Workmen'?  (1) Trade Union Act, 1926  (2) Industrial Employment (Standing of (3) Factories Act, 1948  (4) Industrial Disputes Act, 1947	ations there is a provision called Protect
92.	'First come last go and last come first go	
	(1) Lay-off (2) Closure	(3) Retrenchment (4) Dismissal
93.	Job evaluation tries to make a systematic (1) Workers (2) Jobs	c comparison between: (3) Machines (4) Departments
94.	The following is not a job evaluation me	thod:
	(1) Factor Comparison Method	(2) Point Method
	(3) Ranking Method	(4) Assessment Method
95.	The following is <i>not</i> part of lower level (1) Worker (2) Foreman	management: (3) Supervisor (4) Inspector
96.	The following is <i>not</i> a on the job training (1) Under Studies (3) Management By Objectives (MBO)	(2) Foreman
97.	What is <i>not</i> one of the layers of cultural	influence?
2	(1) Social (2) Business	(3) Organizational (4) Company
98.	What is a paradigm?  (1) A theoretical assumption  (3) Theoretical model	
99.	What type of organizational culture is me (1) Task culture (2) Role culture	ost likely to deliver stability and efficiency?  (3) Power culture (4) People culture
00.		haracteristic of a model by which writer? (2) David Yip (4) Michael Porter

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SUBJECT: Management

10384

		Sr. No
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1.	The concept that a manager's freedom to make totally rational decisions is restricted by internal and external environmental factors and by the manager's own characteristics and decision-making ability is called:			
	<ul><li>(1) Bounded rationality</li><li>(3) Objective rationality</li></ul>	, ,	Values (1) & (2) above	
2.	Several studies have examined the efficient making process. These studies get (1) Personality (2) Situational	gene	of selected personality variables on the rally have focused on variables.  Interactional (4) All of the above	
3.	A group brought together from differe consider ways in which the organization (1) Quality team (3) Task team	(2)	inctions and levels of an organization to livities could be improved is called:  Process improvement team  Unit team	
4.	Which of the following is <i>not</i> an attribut	e of	useful information?	
	(1) Accessible (2) Timely		Relevant (4) None of the above	
5.	by what type of people? (1) Good natured	(2)	rsion' as a personality type is characterized  Calm and self-confident	
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6.	What does situational theory of leadersh			
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7.	What do you call a style of leadership thideas?	nat ta	akes account of others' views, opinions and	
	<ul><li>(1) Laissez-faire</li><li>(3) Democratic</li></ul>		People-oriented Autocratic	
8.	What is the term for power derived from (1) Referent (2) Expert	A second	us or position in an organization?  Reward (4) Legitimate	
9.	The primary stakeholders are: (1) Customers (2) Suppliers	(3)	Shareholders (4) Creditors	
10.	The corporate governance structure of a  (1) Cultural and economic system  (3) Social and regulatory system	(2)	Legal and business system All of the above	

	•	· · · · · · · · · · · · · · · · · · ·			
11.	Workmen'?	tions there is a provision called 'Protected			
	(1) Trade Union Act, 1926	down) A of 1046			
	(2) Industrial Employment (Standing or	ders) Act, 1946			
	(3) Factories Act, 1948				
	(4) Industrial Disputes Act, 1947				
12.	'First come last go and last come first go'				
	(1) Lay-off (2) Closure	(3) Retrenchment (4) Dismissal			
13.	Job evaluation tries to make a systematic	comparison between:			
	(1) Workers (2) Jobs	(3) Machines (4) Departments			
14.	The following is not a job evaluation me	thad:			
14.		(2) Point Method			
	(1) Factor Comparison Method (2) Parking Mathod	(4) Assessment Method			
	(3) Ranking Method				
15.	The following is <i>not</i> part of lower level r				
	(1) Worker (2) Foreman	(3) Supervisor (4) Inspector			
16.	The following is <i>not</i> a on the job training	g method:			
	(1) Under Studies	(2) Foreman			
	(3) Management By Objectives (MBO)	(4) Case Study Method			
17.	What is <i>not</i> one of the layers of cultural	influence?			
	(1) Social (2) Business	(3) Organizational (4) Company			
18.	What is a paradigm?	1000			
10.	(1) A theoretical assumption	(2) An illustration			
	(3) Theoretical model	(4) An example serving as a model			
19.		ost likely to deliver stability and efficiency?			
	(1) Task culture (2) Role culture	(3) Power culture (4) People culture			
20.	Power distance in national cultures is a c	haracteristic of a model by which writer?			
	(4)	(3) Tony Purdie (4) Michael Porter			
21.	What is the term for a market that is defi	ned by specific characteristics 2			
	(1) Market niche	(2) Market division			
	(3) Market characteristic	(4) Market segment			

2

22.	CRM stands for : (1) Consumer Relations Management
	(2) Customer Relationship Marketing (3) Customer Relationship Management (4) Consumer Returns Management
23.	buy mostly from producers and sell mostly to retailers and industrial consumers.  (1) Wholesalers (2) Discount stores (3) Mega retailers (4) Independents
24.	Includes all the activities involved in selling products or services directly to final consumers for their personal, non business use:  (1) Retailing (2) Brokering (3) Wholesaling (4) Franchising
25.	Strategy developed by visionary chief executive in
26.	Stability strategy is a
27.	<ul> <li>Strategic fit can be defined as:</li> <li>(1) Developing strategies based on opportunities and threats in the external environment.</li> <li>(2) Forecasting opportunities and threats in the external environment.</li> <li>(3) Reacting to strategic opportunities and threats in the external environment.</li> <li>(4) Matching the resources and activities of a firm to the external environment.</li> </ul>
	<ul> <li>PEST analysis is a:</li> <li>(1) Broad framework to help managers understand the environment in which their business operates.</li> <li>(2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company.</li> <li>(3) Checklist for forecasting political, economic, strategic or technological factors.</li> <li>(4) Framework for strategic analysis of internal and external environment.</li> </ul>
29.	Which of the following is <i>not</i> an example of a political risk?  (1) Government regulations  (2) Cost of production  (3) War  (4) Civil unrest
PH/P	HD/URS-EE-2020/(Management)(SET-Y)/(D)

30.	Technology scanning refers to:				
	(1) Strategies of multinational firms based on technologies.				
,	(2) Locating a firm's research centers edge research is pursued.	in countries or regions where relevant cutting			
	(3) A framework for strategic planning	in the knowledge economy.			
	(4) The process of identifying technology	gies in the external business environment.			
31.	is a subject oriented, integrated, time-variant, nonvolatile collection of da support of management decisions.				
	(1) Data Mining	(2) Data Warehousing			
	(3) Web Mining	(4) Text Mining			
32.	Expression for DSS in DW is:				
	(1) Decision Support System	(2) Decision Single System			
	(3) Data Storage System	(4) Data Support System			
33.	proactive, knowledge-driven decisions.	ehaviors, allowing business managers to make			
	(1) Data Warehouse	(2) Data Mining			
	(3) Data Marts	(4) Metadata			
34.	Which of the following is <i>not</i> a technological	ogy driver for an information system?			
	(1) Enterprise applications	(2) Object technologies			
	(3) Knowledge asset management				
35,	The application of information to scan a				
	(1) Eternal communication	(2) Information overload			
	(3) Sensing	(4) Internal communication			
36.	To improve the performance of a businelevant?	iness process, which of the following is most			
	(1) Input	(2) Processing			
٠	(3) Control and feedback	(4) All of the above			
37.	When did the World Trade Organization				
	(1) March 6, 1996				
	(3) February 5, 1994	(2) April 8, 1994			
/DU		(4) January 1, 1995			
111/	PHD/URS-EE-2020/(Management)(SE	T-Y)/(D)			

U	
38	<ul> <li>Along with the World Bank and</li></ul>
39.	Which trade theory holds that nations can increase their economic well being by specializing in the production of goods they produce more efficiently than anyone else:
	<ul> <li>(1) Factor endowment theory</li> <li>(2) The theory of absolute cost advantage</li> <li>(3) The theory of comparative advantage</li> <li>(4) International product line theory</li> </ul>
40.	Which of the following holds that a Government can improve the economic well being of a country by encouraging exports and discouraging imports without a reliance on precious metals?  (1) The Leontief paradox (2) Quotas (3) Neo-mercantilism (4) Mercantilism
41.	OD was founded on the belief that using behavioral science methods to increase collaborative problem solving would increase:  (1) Organizational Effectiveness (2) Organizational Turnover (3) Organizational Reputation (4) All of the above
42.	MBO programme generally consists of: (1) Four Stages (2) Five Stages (3) Six Stages (4) Seven Stages
43.	<ul> <li>Which of the following is <i>not</i> among the rationales for work-life balance legislation:</li> <li>(1) Correcting gender imbalance</li> <li>(2) Reconciling career and family life</li> <li>(3) Encouraging marriage</li> <li>(4) Discouraging exploitation through downward wage pressure and upward working hour pressure</li> </ul>
44.	What is the most significant obstacle to realizing a true work-life balance for most people in society?
	(1) The long-hours culture (2) Gender imbalance (3) Caring responsibilities (4) Employer exploitation
MPH/F	PHD/URS-EE-2020/(Management)(SET-Y)/(D) P. T. O

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0		is located is known
45	. The country where the headquarters of as:	f a multinational company is located is known
	(1) Home Country (2) Host Country	(3) Third Country (4) Guest Country
46.	When an international firm follows a sthe parent country, it is called:	strategy of choosing only from the nationals of
	<ul><li>(1) Polycentric approach</li><li>(3) Ethnocentric approach</li></ul>	<ul><li>(2) Geocentric approach</li><li>(4) None of the above</li></ul>
47.		niting recruitment to there nationals of the host scalled:
	<ul><li>(1) Polycentric approach</li><li>(3) Ethnocentric approach</li></ul>	<ul><li>(2) Geocentric approach</li><li>(4) None of the above</li></ul>
48.	Which of the following shows the proce (1) Business Model (3) Creative Flexibility	ss of creating something new ?  (2) Modeling  (4) Innovation
49.	A Corporate manager who starts a nestting up a new business unit and board (1) Ecopreneur (3) Intrapreneur	ew initiative for their company which entails of directors can be regarded as:  (2) Technopreneur  (4) Social Entrepreneur
50.	EDP (Entrepreneur Development Progra (1) Existing Entrepreneurs (3) Future Entrepreneurs	
51.	<ul> <li>(1) Apply for managerial positions</li> <li>(2) Remove any performance deficiencies</li> <li>(3) Revise their performance standards</li> </ul>	
52.	(4) Enroll in work-related training progr "Hawthrone experiment" which was a r	real beginning of applied research in OB was
	Conducted by: (1) Elton Mayo (2) Henry Fayol	(3) F. W. Taylor (4) Max Weber
53.	A Study of human behavior in organizati (1) Individual Behaviour (3) Organisational Behaviour	onal setting is:  (2) Group Behaviour  (4) Personal Behaviour

54.	Organizations that strive to meet the promote social welfare are judged to be	e ethical and legal standards and then seek to
	(1) Darwinian	(2) Socially Responsible
	(3) Self- service Opportunists	(4) Enlightened
55.	Identify the managerial function out of	the following functions of HR managers.
	(1) Procurement	(2) Development
	(3) Organizing	(4) Performance appraisal
56.	Which of the following is an example of (1) Planning (2) Organising	of operative function of HR managers?  (3) Procurement (4) Controlling
57.	optimal choices	ment of the organization
58.	When designing an actual appraisal metal (1) Who should measure and when to (2) When to measure and what to measure (3) What to measure and who should red) What to measure and how to measure	sure neasure
59.	Which of the following is the easie employee performance?  (1) Alternation ranking  (3) Likert	st and most popular technique for appraising  (2) Graphic rating scale  (4) MBO
60.	Quality circle is basically an idea based (1) American Synthesis on Japanese Ide (2) Japanese Synthesis of American Ide (3) German Synthesis on Japanese Ide (4) American Synthesis on German Ide	lea ea a

	do a feasi	bility study for starting a new venture?
61	(1) To identify possible success of rul	103
	(2) To check the possible barriers to si	uccess
	<ul><li>(3) To estimate the expected sales</li><li>(4) To explore potential customers</li></ul>	
	(4) To explore potential edistorners	the concept stage of product planning
62.	which one of the following is the next and development process?	t stage to the concept stage of product planning
	(1) Idea Stage	(2) Product Development
	(3) Product Planning Stage	(4) Test Marketing Stage
63.	What is the process by which indiversources they currently control?	iduals pursue opportunities without regard to
	(1) Startup Management	(2) Entrepreneurship
	(3) Financial Analysis	(4) Feasibility Planning
64.	An individual who takes initiative to sta	art up a new venture is termed as:
	(1) A Leader	(2) A Manager
	(3) A Professional	
65.	Which could provide an individual with	the motivation to start a new business venture?
	(1) The financial rewards	(2) A desire to be independent
	(3) Risk taking	(4) All of the above
66.	A Large investment is made in fixed ass	sets, the project will be termed as:
	(1) Capital Intensive	(2) Labour Intensive (4) Market Intensive
	(3) Product Intensive	
67.	What is not a mechanism that contribute	es to the success of micro-credits?
	(1) Collateral	<ul><li>(2) Dynamic Incentive</li><li>(4) Dynamic Repayment Schedules</li></ul>
	(5) Teel Monitoring	
68.	What does the microfinance model <i>not</i> p	predict?
	<ul><li>(1) A decrease in interest rates when rep</li><li>(2) Homogenous risk groups</li></ul>	dayment is regular and in time
	(3) Self-selection of the best borrowers	
	(4) None of the above	turas gilipiesa at 1500.
69.	Loans to poor people by banks have m high operating cost. So to help them whi	any limitations including lack of security and chapter of finance system developed?
	(1) Poonzi Schemes	(2) Micro Finance
	(3) Money Laundering Scheme	(4) Self Financing Scheme
	VID/IDC EE 2020//M	T. M. (CD.)

	70.	schemes?				edit	
		(1) IDBI	(2) NABARD	(3) I	CAR	(4) FCI	
	71.	The scatter in a serie (1) Central tendency (3) Skewness		(2) I	age is called : Dispersion Symmetry		
	72.	The measures of dis	persion can never be (2) Zero	e :		(4) Equal to 2	
	73.	The total of all the o  (1) Arithmetic mean  (3) Median		by the (2) (		ervations is called:	
	74.	The population mea (1) Discrete variabl (3) Parameter		, ,	Continuous varia Sampling unit	nble	,
	75.	Parametric test, unli (1) The population (3) The sample size	size	(2) T	s, make certain a The underlying c Sampling plan		
	76.	A statement develop (1) Hypothesis (3) Level of signific	7.70	(2) H	ng is called ? Hypothesis testir Test statistic	ng	
	77.	The alternative hypothesis (3) Research Hypothesis		(2) S	Statistical Hypot Sample Hypothe		
	78.	The probability of re (1) Level of confide (3) Power of the tes	ence	(2) L	s when it is true Level of signific Difficult to tell		
	79.						
M	IPH/	PHD/URS-EE-2020/	(Management)(SET	<b>Γ-Υ)/(</b> ]	<b>D)</b>	P. 7	T. C

80	(1) Shortage of space (2) Long distance movement of Marie (3) Spoiled work (4) Minimum material handling
81	<ul> <li>In what order do managers typically perform the managerial functions?</li> <li>(1) Organizing, planning, controlling, leading</li> <li>(2) Organizing, leading, planning, controlling</li> <li>(3) Planning, organizing, leading, controlling</li> <li>(4) Planning, organizing, controlling, leading</li> </ul>
82.	At what level of an organization does a corporate manager operate?  (1) Functional  (2) Operational  (3) Middle level  (4) Top level
·83.	What is the guiding principle behind New Public Management?  (1) Profit maximization  (2) Introducing private sector business principles into the public sector  (3) Replacing public management with private sector management  (4) Restructuring public organizations
84.	Which one is <i>not</i> a recognized key skill of management?  (1) Conceptual skills  (2) Human skills  (3) Technical skills  (4) Writing skills
85.	What is a social enterprise concerned with?  (1) Profit maximization  (2) Maximizing market share  (3) Providing public service  (4) Running a business to create social benefits
86.	Horizontal communication takes place between
87.	Appeals and representations are used in
H/P	PHD/IJRS-FF-2020/(Management)/SFT V/(D)

- 88. A decision for repetitive or routine problems for which the responses have been already been decided and been known to the person who will make the decision is called:
  - (1) Programmed

(2) Non programmed

(3) Strategic

- (4) Professional
- 89. A decision made before the occurrence of an external or internal change is called a ........... decision.
  - (1) Reactive
- (2) Proactive
- (3) Intuitive
- (4) Systematic

- **90.** Problems are usually of the following type(s):
  - (1) Crisis problems
  - (2) Routine problems
  - (3) Problems of failing to take advantage of opportunities
  - (4) All of the above
- 91. Michael Porter has argued that:
  - (1) The logic of old economy strategies remains the same for internet-based companies.
  - (2) The internet did not bring new types of products/services or large efficiency.
  - (3) The internet does not matter to global competition.
  - (4) The internet does not help to improve company operations.
- **92.** The Diamond Model assumes that :
  - (1) Multinational firms must develop global strategies based only on home demand conditions.
  - (2) Multinational firms must pay less attention to global consumers than domestic consumers.
  - (3) The national home base of a firm must be the biggest market for a multinational firm.
  - (4) The national home base of a firm plays a key role in shaping that firm's competitive advantage in global markets.
- **93.** What is the purpose of the CAGE framework?
  - (1) The CAGE framework investigates to what extent home demand, home factor conditions and domestic rivalry are important to multinational firms.
  - (2) The CAGE framework analyses bilateral differences and commonalities between two countries.
  - (3) The CAGE framework is a broad framework to help managers understand the environment in which their business operates.
  - (4) The CAGE framework a checklist for forecasting political, economic, strategic or technological factors.

### MPH/PHD/URS-EE-2020/(Management)(SET-Y)/(D)

94.	<ul> <li>(1) Bond prices remain fixed over time</li> <li>(2) A bond issuer must pay periodic into</li> <li>(3) Bonds carry no corporate ownership</li> <li>(4) A bond is a financial contract</li> </ul>	erest
95.	Which of the following types of assets is	least risky?
	(1) Short-term corporate bonds	(2) Stocks
	(3) Options and futures	(4) Long-term corporate bonds
96.	Financial assets are also called:	
,	(1) Physical assets (2) Securities	(3) Tangible Assets (4) Real Assets
97.	Two alternative expected returns are con	npared with help of:
	(1) Coefficient of variation	(2) Coefficient of deviation
	(3) Coefficient of standard	(4) - Coefficient of return
98.	Analysis of decision making of investors	and managers is classified as:
	(1) Riskier finance	(2) Behavioral finance
	(3) Premium finance	(4) Buying finance
99.	Accounting cycle does <i>not</i> include:	ATT AND ADDRESS OF THE PARTY OF
	(1) Recording	(2) Decision Making
	(3) Classification	(4) Interpreting
100.	Going concern may be defined best as:	
	(1) This concept provides the basis for the	ne formation of the accounting equation.
	(2) This concept refuses allocation of co	st on different accounting periods
	(3) This concept discusses the issue of the	ne realization of profit
	(4) This concept assumes that business dissolved in near future.	will operate for a long period and will not b

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#### M.Phil./Ph.D./URS-EE-2020

SET-Y

**SUBJECT**: Management

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	31, 110
Max. Marks : 100	Total Questions: 100
(in words)	
Father's Name	
Date of Examination_	
· · · · · · · · · · · · · · · · · · ·	(Signature of the Invigilator)
	(in words) Father's Name

## CANDIDATES MUST READ THE FOLLOWING INFORMATION/INSTRUCTIONS BEFORE STARTING THE QUESTION PAPER.

- 1. All questions are compulsory.
- 2. The candidates *must return* the question booklet as well as OMR Answer-Sheet to the Invigilator concerned before leaving the Examination Hall, failing which a case of use of unfairmeans / mis-behaviour will be registered against him / her, in addition to lodging of an FIR with the police. Further the answer-sheet of such a candidate will not be evaluated.
- 3. Keeping in view the transparency of the examination system, carbonless OMR Sheet is provided to the candidate so that a copy of OMR Sheet may be kept by the candidate.
- 4. Question Booklet along with answer key of all the A, B, C & D code will be got uploaded on the University website after the conduct of Entrance Examination. In case there is any discrepancy in the Question Booklet/Answer Key, the same may be brought to the notice of the Controller of Examination in writing/through E.Mail within 24 hours of uploading the same on the University Website. Thereafter, no complaint in any case, will be considered.
- 5. The candidate *must not* do any rough work or writing in the OMR Answer-Sheet. Rough work, if any, may be done in the question booklet itself. Answers *must not* be ticked in the question booklet.
- 6. There will be no negative marking. Each correct answer will be awarded one full mark. Cutting, erasing, overwriting and more than one answer in OMR Answer-Sheet will be treated as incorrect answer.
- 7. Use only Black or Blue Ball Point Pen of good quality in the OMR Answer-Sheet.
- 8. Before answering the questions, the candidates should ensure that they have been supplied correct and complete booklet. Complaints, if any, regarding misprinting etc. will not be entertained 30 minutes after starting of the examination.

1	1. What is the term for a market that is defined	by specific characteristics?
	. ,	Market division
	(3) Market characteristic (4)	Market segment
2	<b>2.</b> CRM stands for :	
	(1) Consumer Relations Management (2)	Customer Relationship Marketing
	(3) Customer Relationship Management (4)	Consumer Returns Management
3.	<b>3.</b> buy mostly from producers are consumers.	nd sell mostly to retailers and industrial
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4.	4. Includes all the activities involved in sell consumers for their personal, non business u	ing products or services directly to final se :
	(1) Retailing (2) Brokering (3)	Wholesaling (4) Franchising
5.	5. Strategy developed by visionary chief management.	executive in of strategic
		Adaptive mode
	(3) Strategic mode (4)	Entrepreneurial mode
6.	5. Stability strategy is a strategy.	
	(1) Corporate Level (2)	Business Level
	(3) Functional Level (4)	Strategic Level
7.	7. Strategic fit can be defined as:	
	(1) Developing strategies based on oppositionment.	ortunities and threats in the externa
	(2) Forecasting opportunities and threats in t	he external environment.
	(3) Reacting to strategic opportunities and the	reats in the external environment.
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- **8.** PEST analysis is a :
  - (1) Broad framework to help managers understand the environment in which their business operates.
  - (2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company.
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	9. Which of the following is <i>not</i> an examp	ple of a political risk ?
	(1) Government regulations	(2) Cost of production
	(3) War	(4) Civil unrest
10	edge research is pursued.  (3) A framework for strategic planning	in countries or regions where relevant cutting-
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12.	Expression for DSS in DW is :	
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16.	To improve the performance of a businelevant?	iness process, which of the following is mos
	<ul><li>(1) Input</li><li>(3) Control and feedback</li></ul>	<ul><li>(2) Processing</li><li>(4) All of the above</li></ul>
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MPH/P	PHD/URS-EE-2020/(Management)(SE	

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18	<ul> <li>Along with the World Bank and</li></ul>
19	Which trade theory holds that nations can increase their economic well being by specializing in the production of goods they produce more efficiently than anyone else:  (1) Factor endowment theory  (2) The theory of absolute cost advantage  (3) The theory of comparative advantage  (4) International product line theory
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MPH/	PHD/URS-EE-2020/(Management)(SET-Y)/(B)

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2	25. The country where the headquarters of as:	fan	nultinational company is located is known
	(1) Home Country	(2)	Host Country
	(3) Third Country	(4)	Guest Country
26			gy of choosing only from the nationals of
	(1) Polycentric approach	` '	Geocentric approach
	(3) Ethnocentric approach	(4)	None of the above
27	When the firms adopt a strategy of lim country where the branch is located, it is	call	
	(1) Polycentric approach	` ,	Geocentric approach
	(3) Ethnocentric approach	(4)	None of the above
28.	. Which of the following shows the proce	ss of	Correcting something new?
	(1) Business Model		Modeling
	(3) Creative Flexibility	(4)	Innovation
29.	A Corporate manager who starts a ne setting up a new business unit and board		nitiative for their company which entails lirectors can be regarded as:
	(1) Ecopreneur	(2)	Technopreneur
	(3) Intrapreneur	(4)	Social Entrepreneur
30.	EDP (Entrepreneur Development Progra	mme	e) is required to help:
	(1) Existing Entrepreneurs		First Generation Entrepreneurs
	(3) Future Entrepreneurs		New Entrepreneurs
31.	The concept that a manager's freedom to internal and external environmental fac and decision-making ability is called:	mal tors	ke totally rational decisions is restricted by and by the manager's own characteristics
	(1) Bounded rationality	(2)	Values
	(3) Objective rationality	(4)	(1) & (2) above
	Several studies have examined the efficient decision making process. These studies general (1) Personality (3) Interactional	fect gener (2)	of selected personality variables on the rally have focused on variables.  Situational All of the above
H/D	PHD/IIDS FF 2020/04		

33.	consider ways in which the organization's activities could be improved is called:		
	(1) Quality team	(2) Process improvement team	
	(3) Task team	(4) Unit team	
34.	Which of the following is <i>not</i> an attribu	te of useful information?	
	(1) Accessible (2) Timely	(3) Relevant (4) None of the above	
35.	According to the Five Factor model, 'exby what type of people?	straversion' as a personality type is characterized	
	(1) Good natured	(2) Calm and self-confident	
	(3) Sensitive and curious	(4) Assertive and sociable	
36.	What does situational theory of leaders	hip emphasize?	
	(1) Personality traits	(2) Events	
	(3) Environment	(4) Political situation	
37.	What do you call a style of leadership ideas?	that takes account of others' views, opinions and	
	(1) Laissez-faire (2) People-oriente	ed (3) Democratic (4) Autocratic	
38.	What is the term for power derived from (1) Referent (2) Expert	m status or position in an organization? (3) Reward (4) Legitimate	
39.		(i) Degitimate	
ر.	The primary stakeholders are: (1) Customers (2) Suppliers	(3) Shareholders (4) Creditors	
40.		a company reflects the individual companies':	
	(1) Cultural and economic system	(2) Legal and business system	
	(3) Social and regulatory system	(4) All of the above	
41.		Algalia de la companya del companya de la companya del companya de la companya de	
71.	Workmen'?	slations there is a provision called 'Protected	
	(1) Trade Union Act, 1926		
	(2) Industrial Employment (Standing	orders) Act. 1946	
	(3) Factories Act, 1948		
	(4) Industrial Disputes Act, 1947		
42.	'First come last go and last come first g	yo' is the principle of	
	(1) Lay-off (2) Closure	(3) Retrenchment (4) Dismissal	
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	ZZ Zozor ( zanagement) (5	ET-Y)/(B) P. T. (	

4	3. Job evaluation tries				
	(1) Workers	(2) Jobs	(3)	Machines	(4) Departments
4	<b>4.</b> The following is no				
	(1) Factor Compar			Point Method	
	(3) Ranking Metho	od	(4)	Assessment Me	ethod
43		t part of lower level	man	agement:	
	(1) Worker	(2) Foreman	(3)	Supervisor	(4) Inspector
46		t a on the job trainin	g me	ethod :	
	(1) Under Studies		` '	Foreman	
		y Objectives (MBO)			thod
47	. What is <i>not</i> one of t	he layers of cultural	influ	ience?	
	(1) Social	(2) Business	(3)	Organizational	(4) Company
48	. What is a paradigm				
,	(1) A theoretical ass	-		An illustration	
	(3) Theoretical mod	lel	(4)	An example ser	ving as a model
49.	. What type of organiz	zational culture is me	ost li	kely to deliver s	tability and efficiency
	(1) Task culture	(2) Role culture	(3)	Power culture	(4) People culture
50.	Power distance in na	tional cultures is a c	hara	cteristic of a mod	del by which writer?
•	(1) Geert Hofstede			m -	(4) Michael Porter
51.	The scatter in a serie	s of values about the	ave	rage is called:	
	(1) Central tendency			Dispersion	•
	(3) Skewness		(4)	Symmetry	
52.	The measures of disp	ersion can never be	:		
	(1) Positive	2) Zero	(3)	Negative	(4) Equal to 2
53.	The total of all the ob	servations divided b	v th	e number of obs	
	(1) Arithmetic mean		(2)	Geometric mear	civations is called:
	(3) Median			Harmonic mean	
54.	The population mean				
	(1) Discrete variable		(2)	Continuous vari	able
	(3) Parameter		(4)	Sampling unit	uoic

55.	Parametric test, unlike the non-parametr	ic tests, make certain assumptions about:			
	(1) The population size	(2) The underlying distribution			
	(3) The sample size	(4) Sampling plan			
56.		of testing is called?			
	<ul><li>(1) Hypothesis</li><li>(3) Level of significance</li></ul>	<ul><li>(2) Hypothesis testing</li><li>(4) Test statistic</li></ul>			
57.	The alternative hypothesis is also called				
	(1) Null Hypothesis	(2) Statistical Hypothesis			
	(3) Research Hypothesis	(4) Sample Hypothesis			
58.	The probability of rejecting the null hyp	othesis when it is true is called:			
	(1) Level of confidence	(2) Level of significance			
	(3) Power of the test	(4) Difficult to tell			
59.	Which of the following is the first step i	n making a correct location choice?			
	(1) Develop location alternatives				
	(2) Decide the criteria for evaluating lo	cation alternatives			
	(3) Evaluate the alternatives	•			
•	(4) Make a decision and select the locat	ion			
60.	Which of the following does not cause t	o production delay?			
	(1) Shortage of space	(2) Long distance movement of materials			
	(3) Spoiled work	(4) Minimum material handling			
61.	Michael Porter has argued that:				
	(1) The logic of old economy strategies remains the same for internet-based companies				
		of products/services or large efficiency.			
	(3) The internet does not matter to global competition.				
	(4) The internet does not help to improve company operations				

#### **62.** The Diamond Model assumes that :

- (1) Multinational firms must develop global strategies based only on home demand conditions.
- (2) Multinational firms must pay less attention to global consumers than domestic consumers.
- (3) The national home base of a firm must be the biggest market for a multinational firm.
- (4) The national home base of a firm plays a key role in shaping that firm's competitive advantage in global markets.

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63. What is the purpose of the CAGE framework ?

- (1) The CAGE framework investigates to what extent home demand, home factor conditions and domestic rivalry are important to multinational firms.
- (2) The CAGE framework analyses bilateral differences and commonalities between two countries.
- (3) The CAGE framework is a broad framework to help managers understand the environment in which their business operates.
- (4) The CAGE framework a checklist for forecasting political, economic, strategic or technological factors.
- **64.** Which of the following statements is *false*?
  - (1) Bond prices remain fixed over time
  - (2) A bond issuer must pay periodic interest
  - (3) Bonds carry no corporate ownership privileges
  - (4) A bond is a financial contract
- **65.** Which of the following types of assets is least risky?
  - (1) Short-term corporate bonds
- (2) Stocks

(3) Options and futures

- (4) Long-term corporate bonds
- **66.** Financial assets are also called:
  - (1) Physical assets (2) Securities
- (3) Tangible Assets (4) Real Assets
- **67.** Two alternative expected returns are compared with help of:
  - (1) Coefficient of variation
- (2) Coefficient of deviation
- (3) Coefficient of standard
- (4) Coefficient of return
- 68. Analysis of decision making of investors and managers is classified as:
  - (1) Riskier finance

(2) Behavioral finance

(3) Premium finance

- (4) Buying finance
- **69.** Accounting cycle does *not* include :
  - (1) Recording

(2) Decision Making

(3) Classification

- (4) Interpreting
- 70. Going concern may be defined best as:
  - (1) This concept provides the basis for the formation of the accounting equation.
  - (2) This concept refuses allocation of cost on different accounting periods.
  - (3) This concept discusses the issue of the realization of profit.
  - (4) This concept assumes that business will operate for a long period and will not be dissolved in near future.

71.	<ul> <li>(1) To identify possible success of fund</li> <li>(2) To check the possible barriers to suc</li> <li>(3) To estimate the expected sales</li> <li>(4) To explore potential customers</li> </ul>	S	
72.	Which one of the following is the next and development process?  (1) Idea Stage	stage to the concept stage of product planning  (2) Product Development	
	(3) Product Planning Stage	(4) Test Marketing Stage	
73.	What is the process by which individuals pursue opportunities without regard to resources they currently control?		
	<ul><li>(1) Startup Management</li><li>(3) Financial Analysis</li></ul>	<ul><li>(2) Entrepreneurship</li><li>(4) Feasibility Planning</li></ul>	
74.	An individual who takes initiative to star (1) A Leader (3) A Professional	rt up a new venture is termed as:  (2) A Manager  (4) An Entrepreneur	
75.	Which could provide an individual with (1) The financial rewards (3) Risk taking		
76.	A Large investment is made in fixed ass (1) Capital Intensive (3) Product Intensive	ets, the project will be termed as:  (2) Labour Intensive  (4) Market Intensive	
77.	What is <i>not</i> a mechanism that contribute (1) Collateral (3) Peer Monitoring	(2) Dynamic Incentive	
78.	What does the microfinance model <i>not</i> production (1) A decrease in interest rates when represent the Homogenous risk groups (2) Homogenous risk groups (3) Self-selection of the best borrowers (4) None of the above		
79.	Loans to poor people by banks have making high operating cost. So to help them white (1) Poonzi Schemes  (3) Money Laundering Scheme	tany limitations including lack of security and ch type of finance system developed?  (2) Micro Finance  (4) Self Financing Scheme	

8	80.	In India, which	organizations take car	e of the agricultura	al and rural development credit
		schemes? (1) IDBI	(2) NABARD	(3) ICAR	(4) FCI
8	81.	(1) Apply for n (2) Remove an (3) Revise their	urpose of providing enotivate employees to : nanagerial positions y performance deficien performance standard ork-related training pro	acies s	eedback during a performance
82	2.	"Hawthrone exp Conducted by:	periment" which was a	a real beginning o	of applied research in OB was
		(1) Elton Mayo	(2) Henry Fayol	(3) F. W. Taylo	or (4) Max Weber
83	3.	A Study of hum	an behavior in organiza	ational setting is:	
		(1) Individual E		(2) Group Beha	aviour
		(3) Organisation	nal Behaviour	(4) Personal Be	ehaviour
84	(	Organizations the promote social was (1) Darwinian (3) Self- service	velfare are judged to be	(2) Socially Re (4) Enlightened	_
85.	(	dentify the mans 1) Procurement 3) Organizing	agerial function out of	the following fund (2) Developme (4) Performanc	
86.	7	Which of the foll	owing is an example o		on of HR managers ?
	(	l) Planning	(2) Organising	(3) Procuremen	
87.	T (1	he balanced sco	recard proposes that or y the internal environn	rganisational succ	ess denends on .
	(2	<ol><li>Constantly ch</li></ol>	anging external enviro	onment	• • •
	(3	The belief that optimal choic	et it is impossible to tal	ke a rationalist vie	ew of the organisation to make
	(4	) An ability to firm's success	develop a complete	list of cause and	effect relationships driving a

88.	When designing an actual appraisal method, the two basic considerations are:				
	(1) Who should measure and when to measure				
	(2) When to measure and what to measure				
	(3) What to measure and who should measure				
	(4) What to measure and how to measure				
89.	Which of the following is the easiest and most popular technique for appraising employee performance?				
· and	(1) Alternation ranking (2) Graphic rating scale				
	(3) Likert (4) MBO				
90.	Quality circle is basically an idea based on:  (1) American Synthesis on Japanese Idea  (2) Japanese Synthesis of American Idea  (3) German Synthesis on Japanese Idea				
	(4) American Synthesis on German Idea				
91.	In what order do managers typically perform the managerial functions?  (1) Organizing, planning, controlling, leading  (2) Organizing, leading, planning, controlling  (3) Planning, organizing, leading, controlling  (4) Planning, organizing, controlling, leading				
92.	At what level of an organization does a corporate manager operate?  (1) Functional (2) Operational (3) Middle level (4) Top level				
93.	What is the guiding principle behind New Public Management?  (1) Profit maximization  (2) Introducing private sector business principles into the public sector				
	(3) Replacing public management with private sector management				
	(4) Restructuring public organizations				
94.	Which one is not a recognized key skill of management?				
	(1) Conceptual skills (2) Human skills				
	(3) Technical skills (4) Writing skills				

95.	What is a social enterprise concerned wi	ui i	
	(1) Profit maximization	,	
	(2) Maximizing market share	•	
,	(3) Providing public service	C	
	(4) Running a business to create social l	benefits	
. 96.	Horizontal communication takes place b	etween	
	(1) Superior to subordinate	(2) Subordinate to	
	(3) Employees with the same status	(4) Among the box	ard Members
97.	Appeals and representations are used in	commun	ication.
	(1) Horizontal (2) Upward	(3) Grapevine	(4) Downwards
		. C. 1:-b than	ognonses have been already
98.	A decision for repetitive or routine prob	lems for which the f	the decision is called:
	been decided and been known to the per		
	(1) Programmed	(2) Non programn	ned
	(3) Strategic	(4) Professional	
99.	A decision made before the occurrence	e of an external or	internal change is called a
	decision.		
	(1) Reactive (2) Proactive	(3) Intuitive	(4) Systematic
100.	Problems are usually of the following ty	ype(s):	
	(1) Crisis problems		·
	(2) Routine problems		
	(3) Problems of failing to take advantage	ge of opportunities	
	(4) All of the above	NEX II	y v
	(+) Thi of the above		

Total No. of Printed Pages: 13

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## M.Phil./Ph.D./URS-EE-2020

SET-Y

SUBJECT: Management

10383

And the second second second second	•	Sr. No	
Time: 1¼ Hours Roll No. (in figures)	Max. Marks : <b>100</b> (in words)	Total Questions: 100	
	Father's Name		
Mother's Name	Date of Examination_		
	mily local		
(Signature of the Candidate)		(Signature of the Invigilator)	

## CANDIDATES MUST READ THE FOLLOWING INFORMATION/INSTRUCTIONS BEFORE STARTING THE QUESTION PAPER.

- 1. All questions are compulsory.
- 2. The candidates *must return* the question booklet as well as OMR Answer-Sheet to the Invigilator concerned before leaving the Examination Hall, failing which a case of use of unfairmeans / mis-behaviour will be registered against him / her, in addition to lodging of an FIR with the police. Further the answer-sheet of such a candidate will not be evaluated.
- 3. Keeping in view the transparency of the examination system, carbonless OMR Sheet is provided to the candidate so that a copy of OMR Sheet may be kept by the candidate.
- 4. Question Booklet along with answer key of all the A, B, C & D code will be got uploaded on the University website after the conduct of Entrance Examination. In case there is any discrepancy in the Question Booklet/Answer Key, the same may be brought to the notice of the Controller of Examination in writing/through E.Mail within 24 hours of uploading the same on the University Website. Thereafter, no complaint in any case, will be considered.
- 5. The candidate *must not* do any rough work or writing in the OMR Answer-Sheet. Rough work, if any, may be done in the question booklet itself. Answers *must not* be ticked in the question booklet.
- 6. There will be no negative marking. Each correct answer will be awarded one full mark. Cutting, erasing, overwriting and more than one answer in OMR Answer-Sheet will be treated as incorrect answer.
- 7. Use only Black or Blue Ball Point Pen of good quality in the OMR Answer-Sheet.
- 8. Before answering the questions, the candidates should ensure that they have been supplied correct and complete booklet. Complaints, if any, regarding misprinting etc. will not be entertained 30 minutes after starting of the examination.

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2. Which one of the following is the next stage to the concept stage of product planning	ng
and development process?  (1) Idea Stage  (2) Product Development	
(1) Idea Stage (2) Product Development (3) Product Planning Stage (4) Test Marketing Stage	
3. What is the process by which individuals pursue opportunities without regard resources they currently control?	to
(1) Startup Management (2) Entrepreneurship (3) Financial Analysis (4) Feasibility Planning	
<ul> <li>4. An individual who takes initiative to start up a new venture is termed as:</li> <li>(1) A Leader</li> <li>(2) A Manager</li> <li>(3) A Professional</li> <li>(4) An Entrepreneur</li> </ul>	1
<ul> <li>Which could provide an individual with the motivation to start a new business venture?</li> <li>(1) The financial rewards</li> <li>(2) A desire to be independent</li> <li>(3) Risk taking</li> <li>(4) All of the above</li> </ul>	?
6. A Large investment is made in fixed assets, the project will be termed as: (1) Capital Intensive (2) Labour Intensive (3) Product Intensive (4) Market Intensive	
7. What is <i>not</i> a mechanism that contributes to the success of micro-credits?  (1) Collateral (2) Dynamic Incentive (3) Peer Monitoring (4) Dynamic Repayment Schedules	
<ul> <li>8. What does the microfinance model <i>not</i> predict?</li> <li>(1) A decrease in interest rates when repayment is regular and in time</li> <li>(2) Homogenous risk groups</li> <li>(3) Self-selection of the best borrowers</li> <li>(4) None of the above</li> </ul>	
<ul><li>9. Loans to poor people by banks have many limitations including lack of security and high operating cost. So to help them which type of finance system developed?</li><li>(1) Poonzi Schemes</li><li>(2) Micro Finance</li></ul>	ıd
(3) Money Laundering Scheme (4) Self Financing Scheme	

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P. T. O.

2	. In India, which organizations take care	o of the agricultur	al and rural developmen	ıt credit
10	schemes?	(3) ICAR	(4) FCI	
11.	The primary purpose of providing e appraisal is to motivate employees to:  (1) Apply for managerial positions		eedback during a perfo	rmance
	<ul><li>(2) Remove any performance deficien</li><li>(3) Revise their performance standard</li><li>(4) Enroll in work-related training pro</li></ul>	S		ŀ
12.	"Hawthrone experiment" which was a Conducted by:	a real beginning of	of applied research in (	)B was
	(1) Elton Mayo (2) Henry Fayol	(3) F. W. Tayl	or (4) Max Weber	
13.	A Study of human behavior in organization (1) Individual Behaviour (3) Organisational Behaviour	(2) Group Beh		
14.	Organizations that strive to meet the promote social welfare are judged to be		al standards and then s	eek to
	(1) Darwinian	(2) Socially Re	esponsible	
	(3) Self- service Opportunists	(4) Enlightene	d	
15.	Identify the managerial function out of	the following fun	ctions of HR managers.	
	(1) Procurement	(2) Developme	ent	
	(3) Organizing	(4) Performance	ce appraisal	
16.	Which of the following is an example of (1) Planning (2) Organising	of operative function (3) Procureme	_	
17.	The balanced scorecard proposes that o	organisational succ		

- - (1) Focus on only the internal environment of the organization
  - (2) Constantly changing external environment
  - (3) The belief that it is impossible to take a rationalist view of the organisation to make optimal choices
  - (4) An ability to develop a complete list of cause and effect relationships driving a

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18.	When designing an actual appraisal method, the two basic considerations are:		
	(1) Who should measure and when to measure		
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<b>25.</b>	<ul><li>What is a social enterprise concerned with</li><li>(1) Profit maximization</li><li>(2) Maximizing market share</li></ul>	?.
	(3) Providing public service	
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26.	. Horizontal communication takes place bet	ween
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28.	A decision for repetitive or routine probler been decided and been known to the perso	ns for which the responses have been already n who will make the decision is called:
	•	2) Non programmed
	(3) Strategic (	4) Professional
29.	decision.	of an external or internal change is called a
,		2) Proactive
	(3) Intuitive (	4) Systematic
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	(1) Crisis problems	
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31.		
31.		
	(1) The logic of old economy strategies rea	nains the same for internet-based companies.
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(3) Tangible Assets

- (4) Real Assets
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  - (1) Coefficient of variation
- (2) Coefficient of deviation
- (3) Coefficient of standard
- (4) Coefficient of return
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  - (1) Riskier finance

(2) Behavioral finance

(3) Premium finance

(4) Buying finance

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<ul> <li>Accounting cycle does <i>not</i> include:</li> <li>(1) Recording</li> <li>(3) Classification</li> </ul>	<ul><li>(2) Decision Making</li><li>(4) Interpreting</li></ul>
(2) This concept refuses allocation of co	he formation of the accounting equation.  st on different accounting periods.  he realization of profit.  will operate for a long period and will not be
The scatter in a series of values about the (1) Central tendency	
	by the number of observations is called: (2) Geometric mean (4) Harmonic mean
The population mean μ is called: (1) Discrete variable (3) Parameter	<ul><li>(2) Continuous variable</li><li>(4) Sampling unit</li></ul>
Parametric test, unlike the non-parametric (1) The population size (3) The sample size	c tests, make certain assumptions about: (2) The underlying distribution (4) Sampling plan
A statement developed for the purpose of (1) Hypothesis (3) Level of significance	f testing is called?  (2) Hypothesis testing  (4) Test statistic
The alternative hypothesis is also called (1) Null Hypothesis (3) Research Hypothesis	(2) Statistical Hypothesis (4) Sample Hypothesis
The probability of rejecting the null hypothesis (1) Level of confidence (3) Power of the test	
	<ol> <li>(1) Recording</li> <li>(3) Classification</li> <li>Going concern may be defined best as:</li> <li>(1) This concept provides the basis for the concept refuses allocation of concept assumes that business dissolved in near future.</li> <li>This concept assumes that business dissolved in near future.</li> <li>The scatter in a series of values about the concept assumes that business dissolved in near future.</li> <li>The scatter in a series of values about the concept assumes that business dissolved in near future.</li> <li>The scatter in a series of values about the concept assumes about the concept assumes about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values about the concept assumes as a series of values as a seri</li></ol>

49.	<ul> <li>Which of the following is the first step in n</li> <li>(1) Develop location alternatives</li> <li>(2) Decide the criteria for evaluating locat</li> <li>(3) Evaluate the alternatives</li> <li>(4) Make a decision and select the location</li> </ul>	ion alternatives
50.		oroduction delay?  2) Long distance movement of materials  4) Minimum material handling
51.	collaborative problem solving would increase (1) Organizational Effectiveness (2)	ng behavioral science methods to increase ase:  2) Organizational Turnover  4) All of the above
52	(1) Four Stages (2)	<ul><li>2) Five Stages</li><li>4) Seven Stages</li></ul>
53	<ol> <li>(1) Correcting gender imbalance</li> <li>(2) Reconciling career and family life</li> <li>(3) Encouraging marriage</li> </ol>	ationales for work-life balance legislation:
54	people in society?  (1) The long-hours culture (	realizing a true work-life balance for most  2) Gender imbalance  4) Employer exploitation
55	<ul><li>The country where the headquarters of a as:</li><li>(1) Home Country (2) Host Country (</li></ul>	multinational company is located is known 3) Third Country (4) Guest Country
56	the parent country, it is called: (1) Polycentric approach (3) Ethnocentric approach (6)	ategy of choosing only from the nationals of 2) Geocentric approach 4) None of the above
MPH	H/PHD/URS-EE-2020/(Management)(SET-	Y)/(C) P. T. (

57.	When the firms adopt a strategy of limit country where the branch is located, it is	niting recruitment to there nationals of the host scalled:
	(1) Polycentric approach	(2) Geocentric approach
	(3) Ethnocentric approach	(4) None of the above
58.	Which of the following shows the process	ess of creating something new?
00.	(1) Business Model	(2) Modeling
	(3) Creative Flexibility	(4) Innovation
59.	A Corporate manager who starts a ne setting up a new business unit and board	ew initiative for their company which entails d of directors can be regarded as:
	(1) Ecopreneur	(2) Technopreneur
	(3) Intrapreneur	(4) Social Entrepreneur
60.	EDP (Entrepreneur Development Progra	amme) is required to help: (2) First Generation Entrepreneurs
	(1) Existing Entrepreneurs	(4) New Entrepreneurs
	(3) Future Entrepreneurs	
61.	What is the term for a market that is defi	
	(1) Market niche	(2) Market division
	(3) Market characteristic	(4) Market segment
<b>62.</b>	CRM stands for:	
	(1) Consumer Relations Management	
	<ul><li>(2) Customer Relationship Marketing</li><li>(3) Customer Relationship Management</li></ul>	A skips at pojet
	(4) Consumer Returns Management	
63.	.,	rg and sell
	consumers.	rs and sell mostly to retailers and industrial
		s (3) Mega retailers (4) Independents
64.	Includes all the estimation involved in	(4) Independents
04.	consumers for their personal, non busine	
	(1) Retailing (2) Brokering	(3) Wholesaling (4) Franchising
65.	Strategy developed by visionary chi management.	nief executive in of strategic
	(1) Planning mode	(2) Adaptive mode
	(3) Strategic mode	(4) Entrepreneurial mode

- Stability strategy is a ..... strategy. (1) Corporate Level (2) Business Level (3) Functional Level (4) Strategic Level Strategic fit can be defined as: (1) Developing strategies based on opportunities and threats in the external (2) Forecasting opportunities and threats in the external environment. (3) Reacting to strategic opportunities and threats in the external environment. (4) Matching the resources and activities of a firm to the external environment. **68.** PEST analysis is a: (1) Broad framework to help managers understand the environment in which their business operates. (2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company. (3) Checklist for forecasting political, economic, strategic or technological factors. (4) Framework for strategic analysis of internal and external environment. **69.** Which of the following is *not* an example of a political risk? (1) Government regulations (2) Cost of production (3) War (4) Civil unrest 70. Technology scanning refers to: (1) Strategies of multinational firms based on technologies. (2) Locating a firm's research centers in countries or regions where relevant cuttingedge research is pursued. (3) A framework for strategic planning in the knowledge economy. (4) The process of identifying technologies in the external business environment.

- 71. Under which of the following legislations there is a provision called 'Protected Workmen'?
  - (1) Trade Union Act, 1926
  - (2) Industrial Employment (Standing orders) Act, 1946
  - (3) Factories Act, 1948
  - (4) Industrial Disputes Act, 1947
- 72. 'First come last go and last come first go' is the principle of:
  - (1) Lay-off
- (2) Closure
- (3) Retrenchment (4) Dismissal

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73	o diameter incs	to make a systemati	c coi	nparison betwee	n:	
	/ 1 \	(2) Jobs		Machines	(4)	Departments
74	<ul> <li>The following is not</li> </ul>	a job evaluation me	ethoc	l:		,
	(1) Factor Comparis	son Method		Point Method		
	(3) Ranking Method	I .	(4)	Assessment Me	thod	
75.	Tonowing is not	part of lower level	man	agement:		
	(1) Worker	(2) Foreman		Supervisor	(4)	Inspector
76.	Tollowing is hot	a on the job training	g me	thod:		
	(1) Under Studies		(2)	Foreman		
	(3) Management By	Objectives (MBO)	(4)	Case Study Met	hod	
77.	What is not one of th	e layers of cultural	influ	ence ?		
	(1) Social	(2) Business		Organizational	(4)	Company
78.	paradigin !					
	(1) A theoretical assi	umption	(2)	An illustration		
	(3) Theoretical mode	el		An example ser	ving	as a model
79.	What type of organiz	ational culture is me	ost li	kely to deliver s	tahili	ity and official o
	( )	(2) Role culture	(3)	Power culture	(4)	People cultura
80.	Power distance in nat	ional cultures is a c	hara	cteristic of a made	1.1.	z copie culture
	(	2) David Tip	(3)	Tony Purdie	(1)	Minter 1 D
81.	The concept that a me	anagoda C 1	37	,		
	internal and external	environmental fact	ors	and by the man	l dec	isions is restricted by s own characteristics
	(1) Bounded rationali	ability is called:		Part of the second seco	45c1	s own characteristics
	(3) Objective rational	•		Values		
82.			(4)	(1) & (2) above		
02.	decision making proce	examined the eff	ect	of selected pers	Sona	lity variables on the
	decision making proceed (1) Personality (2)	2) Situational	ener	ally have focuse	d on	wariables on the
83	A 1			200	(4)	All of the above
. 41.	consider ways in whice (1) Quality team (3) Task team	the organization's	it fu	nctions and leve	els c	All of the above
	THE CONTRACT	organization's	(2)	Process :	mpro	oved is called.
1774	(3) Task team		(4)	Process improve Unit team	men	t team
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		Boment)(SE1	- I J/	(C)		The state of the s

84	an attribi	ute of useful information?
85.	(2) Timely	(3) Relevant (4) None of the above
00.	(1) Good natured	xtraversion' as a personality type is characterized  (2) Calm and self-confident
	(3) Sensitive and curious	(4) Assertive and sociable
86.	. What does situational theory of leaders	hip emphasize?
	(1) Personality traits	(2) Events
	(3) Environment	(4) Political situation
87.	• What do you call a style of leadership ideas?	that takes account of others' views, opinions and
	(1) Laissez-faire (2) People-oriente	ed (3) Democratic (4) Autocratic
88.	What is the term for power derived from	m status or position in an organization?
	(1) Referent (2) Expert	(3) Reward (4) Legitimate
89.	× 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
	(1) Customers (2) Suppliers	(3) Shareholders (4) Creditors
90.		
30.	(1) Cultural and economic system	a company reflects the individual companies':
	(3) Social and regulatory system	<ul><li>(2) Legal and business system</li><li>(4) All of the above</li></ul>
91.	support of management decisions.	ted, time-variant, nonvolatile collection of data
	(1) Data Mining	(2) Data Warehousing
	(3) Web Mining	(4) Text Mining
02	TOOL DWI	
92.	(1) Decision Support System	(2) Decision Single System
	(3) Data Storage System	(4) Data Support System
93.	·	ehaviors, allowing business managers to make
	(1) Data Warehouse(2) Data Mining	(3) Data Marts (4) Metadata
94.	Which of the following is not a technology	ogy driver for an information system?
	(1) Enterprise applications	(2) Object technologies
	(3) Knowledge asset management	(4) Collaborative technologies
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95.	The application of information to scan a	n org	anization's environment is
00.	(1) Eternal communication	(2)	Information over
	(3) Sensing	(4)	Internal communication
96.	To improve the performance of a bus relevant?	iness	process, which of the following is most
	(1) Input	(2)	Processing
	(3) Control and feedback	(4)	All of the above
97.	When did the World Trade Organization	n com	e into effect?
	(1) March 6, 1996	(2)	April 8, 1994
	(3) February 5, 1994	(4)	January 1, 1995
98.	Charles and the second of the		WTO is the third economic pillar of
30.	world-wide dimensions.		WIO is the time of
	<ol> <li>International Economic Association</li> <li>International Control and Feedback</li> <li>International Development Bank (II</li> <li>International Funding Organization</li> </ol>	Mone OB)	
99.			increase their economic well being by produce more efficiently than anyone
	(1) Factor endowment theory		
	(2) The theory of absolute cost advantage	ge	
	(3) The theory of comparative advantage	ge	•
	(4) International product line theory		•
100.	Which of the following holds that a Gov of a country by encouraging exports as precious metals?	vernm nd dis	nent can improve the economic well being scouraging imports without a reliance on
	(1) The Leontief paradox	(2)	Quotas
	(3) Neo-mercantilism		Mercantilism

## PHD/ URS-EE-20 (Management) Entrance Exam. Date of Exam-28-12-2020 Time 3PM to 4:15 PM

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	ANSWER KEY (MANAGEMENT)									
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	2	D	2	C	2	В	2	D		
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	4	D	4	A	4	D	4	D		
	5	D	5	D	5	D	5	D		
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-	29	В	29	D	28	A	28	Α		
_	30	В	30	C	29	В	29	B		
_	31	A	31	В	30	B	30	D		
_	32	C	32	A	31	A	31	В		
	33	C	33	В	33	D	32	A		
	34	A	34	D	34	B	33	В		
	35	A	35	D	35	A	34	C		
	36	С	36	В	36	В	36	C		
	37	A	37	C	37	Ä	37	D		
	38	D	38	D	38	B	38	В		
	39	C	39	C	39	В	39	В		
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48	С	48	D	48	В	48	D
49	В	49	В	49	В	49	С
50	В	50	Α	50	D	50	В
51	В	51	В	51	A	51	В
52ੂ	A	52	С	52	C	52	Α
53	В	53	Α	53	С	53	С
54	C	54	С	54	Α	54	В.
55	С	55	В	55	Α	55	С
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58	В	58	В	58	D	58	D
59	В	59	B	59	C	59	В
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67	C	67	À	67	Ď	67	Α
68	В	68	B	68	Α	68	C
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72	С	72	В	72	С	72	Ċ
73	Α	73	В	73	Α	73	Ä
74	Α	74	D	74	D	74	С
75	D	75	D	75	A	75	В
76	Α	76	A	76	D	76	Α
77	D	77	A	77	. D	77	C
78	Ä	78	C	78	D	78	B
79	В	79	В	79	В	79	В
80	D	80	В	80	Ä	80	D
81	A	81	В	81	A	81	C
82	D	82	A	82	D	82	D
83	В	83	C	83	B	83	В
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87	A	87	D	87	C	87	В
88	В	88	D	88	D	88	A
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90	D	90	В	90	D	90	В
91	D	91	C	91	B	91	A
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93	Α	93	В	93	В	93	В
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