SET-"Z"

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



(Ph.	D/U	RS-	-EE-	-Jan.	2022
	MA	ANA	GE	MEN	Ţ

Time: 11/4 Hours	Total Questions: 100		Max. Marks: 100	
Roll No Name: Mother's Name:		_ Father's Name	e:(in words) nation:	
(Signature of the candidate)	ate)	(Signa	ture of the Invigilator)	
CANDIDATES MUS INSTRUCTIONS BEFO	T READ THE	FOLLOWING	G INFORMATION/ NPAPER.	

- All questions are compulsory. 1.
- The candidates must return the Question book-let as well as OMR 2. answer-sheet to the Invigilator concerned before leaving the Examination Hall, failing which a case of use of unfair-means / 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.
- 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 and 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 Examinations 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.
- 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 book-let itself. Answers MUST NOT be ticked in the Question book-let.
- 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.
- Use only Black or Blue BALL POINT PEN of good quality in the OMR Answer-7.. Sheet.
- BEFORE ANSWERING THE QUESTIONS, THE CANDIDATES SHOULD 8. ENSURE THAT THEY HAVE BEEN SUPPLIED CORRECT AND COMPLETE BOOK-LET. COMPLAINTS, IF ANY, REGARDING MISPRINTING ETC. WILL NOT BE ENTERTAINED 30 MINUTES AFTER STARTING OF THE EXAMINATION.



Questio No.	Questions					
1.	Who is considered as the father of scientific management?					
	(1) Peter Drucker (2) F.W. Taylor					
1987 1987	(3) Victor Vroom (4) Henry Fayol					
2.	The term "Gangplank" is associated with which of the Fayol's functions?					
	(1) Order					
	(2) Equity					
	(3) Unity of Direction					
	(4) Scalar Chain					
3.	Given below are two statements: One is labelled as Assertion (A) and the					
	other is labelled as Reason (R)					
	Assertion (A): According to Herzberg, preventing or reducing					
	dissatisfaction at work is not the same as providing satisfaction.					
	Reason (R): Under the 'two-factor theory', job satisfaction and					
	dissatisfaction are the two different aspects of work motivation.					
	In the light of the above statements, choose the correct answer from the					
	options given below:					
e e e e e e e e e e e e e e e e e e e	(1) Both (A) and (R) are true and (R) is the correct explanation of (A)					
	(2) Both (A) and (R) are true but (R) is NOT the correct explanation of (A)					
	(3) (A) is true but (R) is false					
	(4) (A) is false but (R) is true					

Question No.		Questions		
	I. It is basically what has just I. It gives speak getting across elect the appropris	er an opportunity to	own words, your und find out what mess	erstanding of
(3)	Both I and II	(4) Neithe	er I or II	
(a) 1 (b) P (c) Ma (d) Fre	uct ? Firm must have s Price elasticities c iffer	ing is/are condition(come monopoly power of demand for the pro parable or able to be	r oduct in different m	
	(c) and (d) only			
(3) (a), (c) and (d) only o) and (c) only			
6. When infla	tion is a result o	f an increase in the p	orice of factors of p	roduction,
the result is	s			
(1) Stagflat	tion	(2) Cost-push	inflation	
(3) Demand	l-pull inflation	(4) None of the	e above	

Question No.	Questions	
7.	The combination of stagnation and inflation is known (1) Stagflation (2) Cost-push inflation (3) Demand-pull inflation (4) None of the above	on
	The four types of social responsibility include	
). M (1 (2 (3) (4) (4)	Marginal rate of substitution for a good incre is consumed	ase as more of the g
All	such demand curves where quantity demande hanges in price are called: Perfectly elastic demand curves	
(-)		

	Questions
Quest No 11	Which of the following is NOT choose an alternative process? (1) Make decision or choose an alternative (2) Change the desired outcome (3) Research and identify options
12.	(4) Evaluate results Who has classified introvert personality and extrovert personality? (1) Freud (2) Jung (3) Munn (4) Allport
13.	Which of the following is not a covert behaviour? (1) Thinking (2) Feeling (3) Dreaming (4) Talking
	The basis of theory Z is the reliance on (1) External control of human behaviour (2) Self-control and self-direction (3) The belief that productivity is linked to trust, openness, subtlety and intimacy in the work environment (4) Government regulatory framework
5. W (1) (2) (3) (4)	hich of the following statements is true about stress management? Stress management is learning about the connection between min and body Stress management helps us control our health in a positive sense Stress management teaches us to avoid all kinds of stress Only '1' & '2' are right

Questions
Scope of Organizational Behaviour does not include
What should be the strategy of HRM? (1) Making the long-term and short-term planning (2) Planning the optimum level of man-power (3) Introducing training programmes to personnel (4) All of the above
Human Resource planning is compulsory for
b analysis, HR planning, recruitment, selection, placement, inductions d internal mobility are few important functions which come under the ading of of HRM. Integration function (2) Development Maintenance (4) Procurement function
((CH12))) Lt ca

Question	Questions
21.	The barriers to effective performance appraisal are :
, ,	(a) Psychological blocks of managers
	b) Faulty assumptions of the parties concerned
/ /(0	
(d)) Faulty written communications
a	All are correct
(2)	Only (b) and (c) are correct
(3)	Only (a) and (b) are correct
(4)	Only (a), (b) and (c) are correct
(b) Qi (c) De	Sustomer orientation and employee policies uality orientation, directing and motivating style ecision-making, products and services and responsibilities to so action to competitors and gratitude towards nation
- 1	ne correct sequence for the above events:
	(b) and (d)
	(c) and (d)
(2) (a), (-/ (/
	c) and (d)

23. What Method is/are Used for Competency Mapping?

(1) Interview

(2) Psychological tests

(3) Group work

(4) All of the above

Question No.	Questions
24.	Organizational behaviour focuses at 3 Levels:
	(1) Individuals, Organisation, Society
	(2) Society, Organisation, Nation
	(3) Employee, Employer, Management
	(4) Individual, Groups, Organisation
25.	Industrial relations refer to
- 1	(1) Central government and state government relations
	(2) Employer-employee and government relationship
	(3) Management and customer relationship
	(4) Government and public relations
26. V	Which of the following functions of trade unions are related to trade union
0	rganizations:
(1) To present and strengthen trade union democracy
(2	2) To improve financial position of trade unions
(3	B) To curb inter-union rivalry
(4) All of the above
7. W	hich of the following cannot be categorized as the main aims of works
co	mmittees?
(1)	Giving greater participation of workers
(2)	Providing better opportunities outside the organization
(3)	Generating co-operative atmosphere for negotiation between parties

Questio	Questions
No.	Who coined the term "Collective Bargaining"?
28.	(1) Reed Richardson
	(2) Kurt Lewin
	(3) W. E. Deming
	(4) Sydney Webb and Beatrice Webb
29.	To be effective in the international environment and HRM policies must:
	(1) Effectively transplant HRM policies and practices from the home
	Country to all other offices
	(2) Accommodate differences in management style
	(3) Focus on domestic issues
	(4) Reflect an international view
30.	The staffing policy in which all key management positions are filled by
	home country nationals in termed:
	(1) Polycentric (2) Ethnocentric
	(3) Geocentric (4) Multicentric
31.	Which option gives a review report on the firm's financial status at a
	specified date :
	(1) Income & Expenditure Account
	(2) Balance Sheet
	(3) Cash Flow Statement
	(4) Profit & Loss Account
ID/UR	S-EE-2022 (Management) C. T.

Question No.	Questions
32.	Accounting ratios are an important tool of
	(1) Financial Statement Analysis
	(2) Trial balance
	(3) Financial Statement Analysis and Trial balance
	(4) None of the above
33.	The objectives of Cash Flow Statement are
	(a) Analysis of Cash position
	(b) Short-term cash planning
	(c) Evaluation of liquidity
	(d) Comparison of operating Performance
	Select the correct options:
	(1) Both (a) and (b)
	(2) Both (a) and (c)
	(3) Both (b) and (d)
	(4) (a), (b), (c) and (d)
34.	Which of the following is true at break-even point?
	(1) Contribution = Fixed cost
	(2) Sales = Total Cost
	(3) Sales curve cuts total cost line
	(4) All of the above

Question No.	Questions
35.	Process costing is suitable for
36.	 The formula to estimate Labour Mix variance is: (1) Total standard labour cost of actual output - Total actual cost of actual output (2) (Standard rate per hour – Actual rate per hour)* Actual Hours (3) (Revised standard time – Actual time)* Standard rate (4) Abnormal idle hours* Standard hourly rate
37.	Financial management is mainly concerned with (1) All aspects of acquiring and utilizing financial resources for firm activities (2) Arrangement of funds (3) Efficient Management of every business (4) Profit maximization
	is the rate of return for the most viable investment opportunity a company that they will forgo by selecting any other project. (1) Implicit cost (2) Specific cost (3) Explicit cost (4) None of the above

Question No.	Questions
39.	While designing a capital structure a finance manager should choose pattern of capital which: (1) Minimizes cost of capital
	(2) Maximizes the owner return
	(3) Maximizes cost of capital and minimizes the owner return (4) Both (1) and (2)
40.	Which of the following is studied with the help of operating leverage?
1	(1) Analysis of Business Risk
	(2) Analysis of Financial Risk
	(3) Analysis of Production Risk
	(4) Analysis of Credit risk
	Under which of the following method the time value of money is not
	1) Net present value method 2) Internal rate of return method
	race of feturn method
	s arou beriod method
	4) All of the above
2 ca	of a firm refers to the composition of its long-term funds and in
(1	
(2)	
(3)	
(4)	Market-capitalization
TIRG	-EE-2022 (Management) Code

Question	Questions C1 Geompared with the industry		
No. 43.	Alto Industries has a debt-to-equity ratio of 1.6 compared with the industry average of 1.4. This means that the company: (1) Will not experience any difficulty with as creditors (2) Has less liquidity than other firms in the industry (3) Will be viewed as having high creditworthiness (4) Has greater than average financial risk when compared to other firms in its industry		
44.	To increase a given present value, the discount rate should be adjusted: (1) Upward (2) Downward (3) No change (4) Constant		
45.	Which of the following would not be financed from working capital? (1) Cash float (2) Accounts receivable (3) Credit sales (4) A new personal computer for the office		
	Debt Equity Ratio is 3:1, the amount of total assets Rs. 20 lac, current ratio is 1.5:1 and owned funds Rs. 3 lac. What is the amount of current asset? (1) Rs. 5 lac (2) Rs. 3 lac (3) Rs. 12 lac (4) None of the above		
(The process of risk management includes: 1) Minimizing risk 2) Maximizing return		
(4	B) Defining and measuring risks being taken b) Hedging		

ID/URS-EE-2022 (Management) Code-A (12)

No.	Questions		
48.	Which accounting standard	d represent the merger and amalgamation?	
	(1) AS 16	(2) AS 6	
	(3) AS 14	(4) AS 23	
49.	The first bank in India to s	tart factoring business is	
. 12	(1) Canara bank	(2) SBI	
	(3) Punjab National Bank	(4) Allahabad Bank	
50.	On the expiry date of a futi	ures contract, the price of the contract	
	(1) Always equals the pur	chase price of the contract	
10		rage price over the life of the contract	
6		e of the underlying asset	
10			
1	-/ THURDS CARST TUG NA	CHEAVE OF The hundress and a 11	
	·	or one haremase brice and the	
	underlying asset	v-450 of the purchase price and the	
•	underlying asset	The South Analogic Andrews	
•	underlying asset	The form analysis of the second	
· cu	underlying asset is a widely used frame irrent position.	ework to summarize a company's situat	
- cu	underlying asset is a widely used frame urrent position. SWOT analysis	ework to summarize a company's situat	
· cu	underlying asset is a widely used frame urrent position. SWOT analysis	ework to summarize a company's situa	
cu (1) (3)	underlying asset is a widely used frame urrent position. SWOT analysis	ework to summarize a company's situate (2) TOWS matrix (4) BCG matrix	
(1) (3)	underlying asset is a widely used frame irrent position. SWOT analysis Ansoff's matrix e GE 9 cell model is based	ework to summarize a company's situate (2) TOWS matrix (4) BCG matrix d on:	
(1) (3) The	underlying asset is a widely used frame irrent position. SWOT analysis Ansoff's matrix e GE 9 cell model is based Industry attractiveness	ework to summarize a company's situate (2) TOWS matrix (4) BCG matrix d on:	
(1) (3)	underlying asset is a widely used frame arrent position. SWOT analysis Ansoff's matrix e GE 9 cell model is based Industry attractiveness Industry Growth rate &	ework to summarize a company's situate (2) TOWS matrix (4) BCG matrix d on: & Business strength Business strength	
(1) (3) The	underlying asset is a widely used frame arrent position. SWOT analysis Ansoff's matrix e GE 9 cell model is based Industry attractiveness Industry Growth rate &	ework to summarize a company's situate (2) TOWS matrix (4) BCG matrix d on:	

Question	Questions
No.	Horizontal integration is concerned with: (2) Quality (1) Production (4) All of the Above
54.	Exploring the strategic implications of global warming is best descrias
	 (1) An external environment data. (2) Scenario planning (3) Futures forecasting (4) A PESTLE analysis
	Which of the following is NOT an entry barrier to an industry? 1) Expected competitor retaliation 2) Economies of scale 3) Customer product loyalty 4) Bargaining power of suppliers
6. W (1) (2) (3) (4)	Promotional pricing Free samples

PHD/URS-EE-2022 (Management) Code-A (14)

Question No.	Questions
57.	The stage in the product life cycle where the strategic focus is on market penetration and building intensive distribution is the: (1) Decline stage (2) Introduction stage
	(3) Growth stage (4) Maturity stage
59.	Newsletters, catalogues, and invitations to organization-sponsored events are most closely associated with the marketing mix activity of: (1) Pricing (2) Distribution (3) Product development (4) Promotion A paid form of non-personal communication about a product that is transmitted to a target audience through a mass medium is: (1) Publicity (2) Sales promotion (3) Advertising (4) Personal selling
60.	(4) Personal selling The ultimate level of segmentation leads to: (1) Niche marketing (2) Individual marketing (3) Local marketing (4) None of the above

PHD/URS-EE-2022 (Management) Code-A (15)

Questio	Questions to purchase products and
61.	is nothing but willingness of consumer services as per their taste, need and of course pocket. services as per their taste, need and of course pocket. (2) Consumer interest (3) Consumer perception
	(3) Consumer attitude (4) Consumer the consumer behaviour, culture, social class, and reference group influences have been related to purchase and (1) Economic situations (2) Situational influences (3) Consumption decisions (4) Physiological influences
63. V (1)	distinguish one product from another Design, style, or symbols, singly or collectively that distinguish on
(3)	product from another Name, design, style, words or symbols that distinguish one production.
(4)	from another Name, words or symbols, singly or collectively that distinguish or
	product from another
	arketing theory, ever contribution from the supply chain adds to t
produ (1) V	ct: (alues (2) Costs
(3) C	onvenience (4) Ingredients

Question No.	Questions
65.	The four unique elements to services include :
•	(1) Independence, intangibility, inventory, and inception
	(2) Independence, increase, inventory, and intangibility
	(3) Intangibility, inconsistency, inseparability, and inventory
	(4) Intangibility, independence, inseparability, and inventory
66.	A further 3Ps are incorporated into the marketing mix:
	(1) Physical evidence, process and price
	(2) Process, people and promotion
	(3) Physical evidence, people (4) Physical evidence, process and people
67.	It has the aim of building long term mutually satisfying relations with key parties, customers, suppliers, distributors in order to earn and retain
	heir long-term preference and business.
	(2) Relationship Marketing
	a diling Concent
	3) Product Marketing
38. U	Jsing one brand name for several related products is known as which o
t	he following:
	1) Family branding (2) Group branding
	3) Combination branding (4) Premium branding

PHD/URS-EE-2022 (Management) Code-A (17)

Question	
69.	Magic Box Company wants to provide better customer service while trimming distribution costs through teamwork, both inside the company and among all the marketing channel organizations. Magic Bo
7. × V	is thinking of
	(1) Disintermediation
	(2) Integrated logistics management
	(3) Customer relationship management
	(4) Vendor-managed inventory
70.	It up-holds the importance of customer in the whole value creation proces
10.	The D. A. R. T. highlights this aspect in a vivid manner.
	(1) Contemporary Model (2) Conventional Model
	(3) Both (4) None of the above
71.	A grouped frequency distribution with uncertain first and last classes
	known as
	(1) Exclusive class distribution
	(2) Inclusive class distribution
	(3) Open end distribution
	4) Discrete frequency distribution
72. E	Extreme value has no effect on
	1) Average
(3	(2) Median (3) Geometric mean
	(4) Harmonia
	S-EE-2022 (Management) Code-A

Code-A

Question No.	Questions
73.	For a negatively skewed distribution, the correct inequality is (1) Mode < Median (2) Mean < Median (3) Mean < Mode (4) None of the above
74.	If p = 0, the angle between the two lines of regression is (1) Zero degree (2) Ninety degree (3) Sixty degree (4) Thirty degree
75.	The co-efficient of correlation is not affected by: (1) Change of origin (2) Change of scale (3) Both origin and scale (4) None
	The level of significance is the probability of committing: (1) Type I error (2) Type II error (3) Standard error (4) Probable error
	If A and B are two mutually exclusive events, then probability that either of the two events will appear is the sum of their: (1) Individual probabilities (2) Likely events (3) Entire population (4) None of the above

Questions Questions R. Is there any relationship between specification limits and control limits and R charts? (1) Yes, Specification limits = Control limits	
(2) Yes, Control limits = Specification Hints (3) No (4) Yes, Control limits* 0.5 = Specification limits	
A variable is any characteristic which can assume values: (1) Different (2) Similar (3) Fixed (4) Assumed	
of (1) Best fit (2) Correlation (3) Regression (4) None Which of the following is not the objective of WTO? 1) To improve the standard of living of people of the member counce 2) To enlarge production and trade of goods 3) To protect environment	tri
RD also known as Exim Bank	ies
International Monetary Fund International Bank	
	(3) No (4) Yes, Control limits* 0.5 = Specification limits A variable is any characteristic which can assume values: (1) Different (2) Similar (3) Fixed (4) Assumed The line obtained by the method of least squares is known as the of (1) Best fit (2) Correlation (3) Regression (4) None Which of the following is not the objective of WTO? (1) To improve the standard of living of people of the member count (3) To protect environment (4) To improve balance of payment situation of the member count (5) RD also known as Exim Bank World Bank International Monetary Fund

Question	Questions
83.	In which of the following years the Bretton Woods agreement was signed by the delegates from 44 nations which led to the establishment of the IMF? (1) 1940 (2) 1952 (3) 1944 (4) 1957
	Dumping refers to; 1) Reducing tariffs 2) Sale of goods abroad at a lower price, below cost and price in their home market Buying goods at low prices abroad and selling at higher price locally
(4)	1 11 1
5. The (1) (3)	1959 (2) 1957 1956 (4) 1955
banl	er an acceptance letter of credit, the responsibility of the issuing is: Only to accept the bill
(2) (3)	To pay against the bill To accept the bill immediately and also to pay the amount of the lon its due date
	o get the acceptance of the importer on the bill

Que		Questio	ons	1
8:		A Decision Support System (DSS) is an application for information system that helps in		
	(1) System Design	(2)	System Analysis	
	(3) Decision Making	(4)	All of the mentioned above	
88.	Data in bytes size is	called Big	g Data.	
	(1) Tera	(2)	Giga	
	(3) Peta	(4) I	Meta	
89.	Artificial Intelligence is abo	out		
	(1) Playing a game on Com	puter		
1 10	2) Making a machine Intel	lligent		
/ / (3	Programming on Machi	ne with y	our Own Intelligence	
(4)	Putting your intelligence			
(1)	supports knowledge of ciations, constructing and liction. Information Processing Data mining	alytical mo	by finding hidden patterns a odels, performing classification a alytical Processing of the above	nd nd
$\int (1) E_{n}$	trepreneurship	come by (2) Intr	ization against flexibility, grow developing apreneurship inistrative domain	th,

D/URS-EE-2022 (Management) Code-A
(22)

Question No.	Questions
92.	Which industrial sector tends to naturally promote small-scale businesses and Entrepreneurship, and generally has lower barriers to market entry? (1) Service (2) Manufacturing
brinte	(1) Service (2) Management (3) Distribution (4) Agriculture
93.	National Alliance of Young Entrepreneurs sponsored an Entrepreneurial Development scheme with Bank of India in
	(1) January 1920 (2) August 1920 (3) January 1972 (4) August 1972
94.	A Micro Enterprise is an enterprise where investment in plant armachinery does not exceed (According to MSMED Act, 2006). (1) Rs. 25 Lakh (2) Rs. 20 Lakh (3) Rs. 15 Lakh (4) Rs. 30 Lakh
95.	According to sociological approach, Entrepreneurship is:
	(1) Process of sensitivity
2	(2) Process of role performance
	(Z) 1100000 01 1010 P01101—1
	(3) Process of economic change
96.	(3) Process of economic change
96.	(3) Process of economic change (4) All of these

Questi No.	
97.	Who said this?
98.	Which of the following is NOT an immediate indicator of industrian sickness? (1) Drop in profitability
	(2) Labour unrest (3) Shrinking of market credit
	(4) Decline in market share
99.	is the process of tracking the evolution, development, and sequenter of critical events that affect the survival and profitability of the function of the survival and profitability of the survival and sequences.
99.	is the process of tracking the evolution, development, and sequenter of critical events that affect the survival and profitability of the fundamental development.
	is the process of tracking the evolution, development, and sequenter of critical events that affect the survival and profitability of the fundamental new business.
	is the process of tracking the evolution, development, and sequence of critical events that affect the survival and profitability of the function of the
0.	is the process of tracking the evolution, development, and sequence of critical events that affect the survival and profitability of the fundament business. (1) Marketing (2) Monitoring (3) Scanning (4) New venture's environment

SET-"Z"

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(Ph.D/URS-EE-Jan. 2022)



MANAGEMENT

		Sr. No
Time: 1¼ Hours Roll No	Total Questions : 100 (in figure)	Max. Marks: 100
Name :	Father's Nan	ne:
Mother's Name :	Date of Exam	nination:
Signature of the candidate	e) (Sign	ature of the Invigilator)

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SEAL

Question No.	n G	luestions
1.	A grouped frequency distrib	bution with uncertain first and last classes is
 -	known as	
	(1) Exclusive class distribu	ition
	(2) Inclusive class distribu	tion
	(3) Open end distribution	
	(4) Discrete frequency dist	tribution
2.	Extreme value has no effect	t on
4.		(2) Median
		(4) Harmonic mean
	(0)	litiria
3.	For a negatively skewed dis	stribution, the correct inequality is
	(1) Mode < Median	
	as 1 .36 Jian	
	(1) Mode < Median (2) Mean < Median	
	 (1) Mode < Median (2) Mean < Median (3) Mean < Mode 	
	 Mode < Median Mean < Median Mean < Mode None of the above 	
4.	 (1) Mode < Median (2) Mean < Median (3) Mean < Mode (4) None of the above If p = 0, the angle between 	the two lines of regression is
4.	 Mode < Median Mean < Median Mean < Mode None of the above 	the two lines of regression is (2) Ninety degree
	 (1) Mode < Median (2) Mean < Median (3) Mean < Mode (4) None of the above If p = 0, the angle between	the two lines of regression is
	 Mode < Median Mean < Median Mean < Mode None of the above If p = 0, the angle between Zero degree Sixty degree 	the two lines of regression is (2) Ninety degree (4) Thirty degree
	 Mode < Median Mean < Median Mean < Mode None of the above If p = 0, the angle between Zero degree Sixty degree The co-efficient of correlation 	the two lines of regression is (2) Ninety degree (4) Thirty degree on is not affected by:
5.	 Mode < Median Mean < Median Mean < Mode None of the above If p = 0, the angle between Zero degree Sixty degree 	the two lines of regression is (2) Ninety degree (4) Thirty degree

HD/URS-EE-2022 (Management) Code-B (1)

Question	Questions
6.	The level of significance is the probability of committing: (1) Type I error (2) Type II error (3) Standard error (4) Probable error
7.	If A and B are two mutually exclusive events, then probability that either of the two events will appear is the sum of their:
	(1) Individual probabilities (2) Likely events
	(3) Entire population (4) None of the above
2	Is there any relationship between specification limits and control limits and R charts? 1) Yes, Specification limits = Control limits 2) Yes, Control limits = Specification limits/2
(4	3) No 1) Yes, Control limits* 0.5 = Specification limits
. A	variable is any characteristic which can assume values :
(1)	
The of	e line obtained by the method of least squares is known as the
(1)	Best fit (2) Correlation
(3)	Regression (4) None

Question	Questions
No. 11.	is a widely used framework to summarize a company's situation or current position. (1) SWOT analysis (2) TOWS matrix (3) Ansoffs matrix (4) BCG matrix
12.	The GE 9 cell model is based on: (1) Industry attractiveness & Business strength (2) Industry Growth rate & Business strength (3) Industry Attractiveness & Relative market Share (4) Industry Growth & Relative market Share
13.	Horizontal integration is concerned with: (1) Production (2) Quality (3) Product Planning (4) All of the Above
14.	Exploring the strategic implications of global warming is best described as (1) An external environment analysis (2) Scenario planning (3) Futures forecasting (4) A PESTLE analysis
	Which of the following is NOT an entry barrier to an industry? (1) Expected competitor retaliation (2) Economies of scale (3) Customer product loyalty

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No.	Qu	estions	
16.	Which of the following is NO	Γ a price adjustmer	nt stratem 2
10.		a price adjustine	to solategy ;
	(1) Segmented pricing		
	(2) Promotional pricing		
	(3) Free samples		
	(4) Geographical pricing		
17.	The stage in the product life	avel 1	
	The stage in the product life of penetration and building inter	sycle where the str	ategic focus is on mark
	(1) Decline stage	usive distribution is	the:
	20080		
	(2) Introduction stage		
	(3) Growth stage		
	(4) Maturity stage		
18.	No1		
	Newsletters, catalogues, and in	nvitations to organ	zation-sponsored even
	are most closely associated with	th the marketing m	ix activity of:
	/1\ T) · ·		
	(1) Pricing	(2) Distribution	
	(1) Pricing (3) Product development		
	(1) Pricing (3) Product development	(2) Distribution(4) Promotion	
19.	(1) Pricing (3) Product development A paid form of non-personal	(2) Distribution (4) Promotion	bout a product that
19. t	(1) Pricing (3) Product development A paid form of non-personal ransmitted to a target audien	(2) Distribution (4) Promotion	bout a product that medium is:
19. t	(1) Pricing (3) Product development A paid form of non-personal ransmitted to a target audien 1) Publicity	(2) Distribution (4) Promotion	bout a product that medium is:
19. t	(1) Pricing (3) Product development A paid form of non-personal ransmitted to a target audien	(2) Distribution (4) Promotion	bout a product that medium is:
19. t	(1) Pricing (3) Product development A paid form of non-personal ransmitted to a target audien 1) Publicity	(2) Distribution (4) Promotion	bout a product that medium is:
19. t	(3) Product development A paid form of non-personal ransmitted to a target audien 1) Publicity 2) Sales promotion 3) Advertising	(2) Distribution (4) Promotion	bout a product that medium is:
19. t	(3) Product development A paid form of non-personal ransmitted to a target audien 1) Publicity 2) Sales promotion 3) Advertising	(2) Distribution (4) Promotion	bout a product that medium is:
19. t	(3) Product development A paid form of non-personal ransmitted to a target audien 1) Publicity 2) Sales promotion 3) Advertising	(2) Distribution (4) Promotion communication a ce through a mass	bout a product that medium is:

Question No.	Questions The ultimate level of segmentation leads to:		
20.			
• •	(1) Niche marketing (2) Individual marketing		
	(3) Local marketing (4) None of the above		
21.	Which option gives a review report on the firm's financial status at a specified date?		
	(1) Income & Expenditure Account		
	(2) Balance Sheet		
	(3) Cash Flow Statement		
	(4) Profit & Loss Account		
22.	Accounting ratios are an important tool of		
_	(1) Financial Statement Analysis		
	(2) Trial balance		
	(3) Financial Statement Analysis and Trial balance		
	(4) None of the above		
23.	The objectives of Cash Flow Statement are		
-3.	(a) Analysis of Cash position (b) Short-term cash planning		
	(c) Evaluation of liquidity (d) Comparison of operating Performan		
- 1	Select the correct options:		
10	(1) Both (a) and (b)		
	3) Both (b) and (d)		
(4	4) (a), (b), (c) and (d)		

Question	Questions
No. 24.	Which of the following is true at break-even point? (1) Contribution = Fixed cost (2) Sales = Total Cost (3) Sales curve cuts total cost line (4) All of the above
25.	Process costing is suitable for (1) Hospitals (2) Oil refining firms (3) Transport firms (4) Brick laying firms
26.	The formula to estimate Labour Mix variance is: (1) Total standard labour cost of actual output - Total actual cost of actual output (2) (Standard rate per hour – Actual rate per hour)* Actual Hours (3) (Revised standard time – Actual time)* Standard rate
	 (4) Abnormal idle hours* Standard hourly rate Financial management is mainly concerned with (1) All aspects of acquiring and utilizing financial resources for firm activities (2) Arrangement of funds (3) Efficient Management of every business
	(4) Profit maximization

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(6)

uestion No.	Questions
28.	is the rate of return for the most viable investment opportunity for
	a company that they will forgo by selecting any other project.
	(1) Implicit cost
	(2) Specific cost
	(3) Explicit cost
	(4) None of the above
29.	While designing a capital structure a finance manager should choose a
	pattern of capital which:
	(1) Minimizes cost of capital
	(2) Maximizes the owner return
	(3) Maximizes cost of capital and minimizes the owner return
	(4) Both (1) and (2)
30.	Which of the following is studied with the help of operating leverage?
	(1) Analysis of Business Risk
i.	(2) Analysis of Financial Risk
	(3) Analysis of Production Risk
	(4) Analysis of Credit risk
31.	Which of the following is NOT one of the steps involved in decision mal process?
	(1) Make decision or choose an alternative
	(1) Make decision or choose an alternative
	(2) Change the desired outcome

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(7)

Questio	Questions
No. 32.	Who has classified introvert personality and extrovert personality? (1) Freud (2) Jung (3) Munn (4) Allport
33.	Which of the following is not a covert behaviour? (1) Thinking (2) Feeling (3) Dreaming (4) Talking
34.	 The basis of theory Z is the reliance on (1) External control of human behaviour (2) Self-control and self-direction (3) The belief that productivity is linked to trust, openness, subtlety and intimacy in the work environment (4) Government regulatory framework
35.	 Which of the following statements is true about stress management? (1) Stress management is learning about the connection between min and body (2) Stress management helps us control our health in a positive sense (3) Stress management teaches us to avoid all kinds of stress (4) Only '1' & '2' are right
	Scope of Organizational Behaviour does not include (1) Leadership (2) Perception (3) Job Design (4) Technology

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(8)

uestion No.	Questions
37.	What should be the strategy of HRM?
	(1) Making the long-term and short-term planning
	(2) Planning the optimum level of man-power
	(3) Introducing training programmes to personnel
	(4) All of the above
38.	Human Resource planning is compulsory for
	(1) Effective employee development programme
	(2) Base for recruitment
d d	(3) Base for selection policy
	(4) All of these
39.	Job analysis, HR planning, recruitment, selection, placement, inductions and internal mobility are few important functions which come under the heading of of HRM. (1) Integration function (2) Development (3) Maintenance (4) Procurement function
40.	provides information on the human attributes in terms of education, skills, aptitudes, and experience necessary to perform a job effectively.
	(1) Job description (2) Job specification
	(3) Job analysis (4) Job evaluation
41.	The resistance of employees in an organization against flexibility, growth and diversification can be overcome by developing
	(1) Entrepreneurship (2) Intrapreneurship
	(3) Managerial domain (4) Administrative domain

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(9)

uestion	Questions
No. 42.	Which industrial sector tends to naturally promote small-scale businesses Which industrial sector tends to naturally promote small-scale businesses and Entrepreneurship, and generally has lower barriers to market entry?
	(2) Manuacours
	(3) Distribution (4) Agriculture
43.	National Alliance of Young Entrepreneurs sponsored an Entrepreneuria Development scheme with Bank of India in
	(1) January 1920 (2) August 1920
	(3) January 1972 (4) August 1972
44.	A Micro Enterprise is an enterprise where investment in plant a machinery does not exceed (According to MSMED Act, 2006). (1) Rs. 25 Lakh (2) Rs. 20 Lakh
	(3) Rs. 15 Lakh (4) Rs. 30 Lakh
45.	According to sociological approach, Entrepreneurship is:
	(1) Process of sensitivity
	(2) Process of role performance
	(3) Process of economic change
	(4) All of these
46.	The idea generation process of entrepreneurship is
	(3) Incubation (2) Preparation
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Question No.					
47.	"Winners never quit and quitters never win". Who said this? (1) Kalpana Saroj (2) Harsh Bhaskar (3) Adam Smith (4) Vince Lombard				
48.	Which of the following is NOT an immediate indicator of industrial sickness? (1) Drop in profitability (2) Labour unrest (3) Shrinking of market credit (4) Decline in market share				
49.	is the process of tracking the evolution, development, and sequence of critical events that affect the survival and profitability of the future new business. (1) Marketing (2) Monitoring (3) Scanning (4) New venture's environment				
50.	Which of the following areas are preferred by women entrepreneurs? (1) Administration (2) Organization (3) Utilities (4) Manufacturing				
51.	is nothing but willingness of consumers to purchase products and services as per their taste, need and of course pocket. (1) Consumer behaviour (2) Consumer interest (3) Consumer attitude (4) Consumer perception				

Question No.	Quosions.				
52.	In terms of consumer behaviour, culture, social class, and reference group influences have been related to purchase and				
	(1) Economic situations (2) Situational influences				
53.	(3) Consumption decisions (4) Physiological influences What elements constitute a brand?				
	 Name, design, style, words or symbols, singly or collectively that distinguish one product from another Design, style, or symbols, singly or collectively that distinguish one product from another 				
	 (3) Name, design, style, words or symbols that distinguish one product from another (4) Name, words or symbols, singly or collectively that distinguish one product from another 				
54.	In marketing theory, ever contribution from the supply chain adds to the				
	(1) Values (2) Costs (3) Convenience (4) Ingredients				
	The four unique elements to services include: (1) Independence, intangibility, inventory, and inception (2) Independence, increase, inventory, and intangibility (3) Intangibility, inconsistency, inseparability, and inventory (4) Intangibility, independence, inseparability, and inventory (5-EE-2022 (Managibility of the content of				
	S-EE-2022 (Management) C. J.				

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(12)

	Questions				
56.	A further 3Ps are incorporated into the marketing mix:				
	(1) Physical evidence, process and price				
	(2) Process, people and promotion				
	(3) Physical evidence, people and promotion				
	(4) Physical evidence, process and people				
	It has the aim of building long term mutually satisfying relations with key parties, customers, suppliers, distributors in order to earn and retain				
- I :	their long-term preference and business.				
	(1) Marketing Myopia (2) Relationship Marketing				
	3) Product Marketing (4) Selling Concept				
1					
(1)					
(3)	Combination branding (4) Premium branding				
(3)	Combination branding (4) Premium branding agic Box Company wants to provide better customer service w				
(3) Ma	Combination branding (4) Premium branding agic Box Company wants to provide better customer service we make the distribution costs through teamwork, both inside				
(3) Ma trii com	Combination branding (4) Premium branding agic Box Company wants to provide better customer service we make distribution costs through teamwork, both inside apany and among all the marketing channel organizations. Magic				
(3) Ma trii com is th	Combination branding (4) Premium branding agic Box Company wants to provide better customer service we make distribution costs through teamwork, both inside apany and among all the marketing channel organizations. Magicalinking of				
(3) Ma trii com is th (1)	Combination branding (4) Premium branding agic Box Company wants to provide better customer service we make distribution costs through teamwork, both inside apany and among all the marketing channel organizations. Magicalinking of Disintermediation				
(3) Ma trii com is th (1)	Combination branding (4) Premium branding agic Box Company wants to provide better customer service we make distribution costs through teamwork, both inside apany and among all the marketing channel organizations. Magicalinking of				
(3) Ma trii com is th (1) (2)	Combination branding (4) Premium branding agic Box Company wants to provide better customer service we make distribution costs through teamwork, both inside apany and among all the marketing channel organizations. Magicalinking of Disintermediation				

Question No.	Questions						
60.	It up-holds the importance of customer in the whole value creation process.						
	The D. A. R. T. highlights this aspect in a vivid manner.						
	(1) Contemporary Model						
	(2) Conventional Model						
	(3) Both						
	(4) None of the above						
61.	Which of the following is not the objective of WTO?						
	(1) To improve the standard of living of people of the member countries						
	(2) To enlarge production and trade of goods						
	(3) To protect environment						
	(4) To improve balance of payment situation of the member countries						
62.	IBRD also known as						
.* .	(1) Exim Bank						
	(2) World Bank						
	(3) International Monetary Fund						
	(4) International Bank						
63.	In which of the following years the Bretton Woods agreement was						
	of the delegates from 44 nations which led to the octablishmen						
	불병하기 경험 이 사람이 있는데 그렇게 하다고 그 모양한 생기를 하는데 됐다.						
	(1) 1940 (2) 1952						
	(3) 1944 (4) 1957						
1U/U	RS-EE-2022 (Management) Code-B						

Code-B

Question	Joue-P					
No.	Questions					
64.	Dumping refers to;					
	(1) Reducing tariffs					
	(2) Sale of goods abroad at a lower price, below cost and price in their home market					
	(3) Buying goods at low prices abroad and selling at higher price locally (4) Expensive goods selling for low prices					
65.	The Treaty of Rome was signed in the year					
	(1) 1959 (2) 1957					
	(3) 1956 (4) 1955					
66.	Under an acceptance letter of credit, the responsibility of the issuing bank is:					
	(1) Only to accept the bill					
	(2) To pay against the bill					
	(3) To accept the bill immediately and also to pay the amount of the bill on its due date					
	(4) To get the acceptance of the importer on the bill					
67.	A Decision Support System (DSS) is an application for information systems					
	that helps in					
	(1) System Design (2) System Analysis					
	(3) Decision Making (4) All of the mentioned above					

	Questions			
Question No.	o description is called Big Data.			
68.	Data in bytes size 10 (2) Giga			
	(1) Tera (4) Meta			
	(3) Peta			
69.	Artificial Intelligence is about (1) Playing a game on Computer (2) Making a machine Intelligent (3) Programming on Machine with your Own Intelligence (4) Putting your intelligence in Machine			
70.	supports knowledge discovery by finding hidden patterns and associations, constructing analytical models, performing classification and			
	prediction. (1) Information Processing			
	(2) Analytical Processing			
	(3) Data mining (4) All of the above			
71.	Under which of the following method the time value of money is no considered:			
	(1) Net present value method			
	(2) Internal rate of return method			
	(3) Pay-back period method			
	(4) All of the above			

<u></u>	Questions		
Question No.	of a firm refers to the composition of its long-term funds and its		
72.	capital structure. (1) Capitalization (2) Overcapitalization (3) Under-capitalization		
	Alto Industries has a debt-to-equity ratio of 1.6 compared with the industry average of 1.4. This means that the company: (1) Will not experience any difficulty with as creditors (2) Has less liquidity than other firms in the industry (3) Will be viewed as having high creditworthiness (4) Has greater than average financial risk when compared to other firm in its industry		
(3	To increase a given present value, the discount rate should be adjusted (2) Downward (3) No change (4) Constant		
5. W (1) (2) (3)	hich of the following would not be financed from working capital? Cash float		

Always equals the average of the purchase price and the price

(3) Always equals the price of the underlying asset

Questic No.	Questions
81.	The barriers to effective performance appraisal are:
	(a) Psychological blocks of managers
	(b) Faulty assumptions of the parties concerned
	(c) Technical pitfalls
	(d) Faulty written communications
	(1) All are correct
	(2) Only (b) and (c) are correct
	(3) Only (a) and (b) are correct
	(4) Only (a), (b) and (c) are correct
82.	Following are the events of an organizational culture :
	(a) Customer orientation and employee policies
	(b) Quality orientation, directing and motivating style
	(c) Decision-making, products and services and responsibilities to socie
10 × 2	(d) Reaction to competitors and gratitude towards nation
	Select the correct sequence for the above events:
	(1) (a), (b) and (d)
	(2) (a), (c) and (d)
	(3) (b), (c) and (d)
	(4) (a), (b), (c) and (d)
83.	What Method is/are Used for Competency Mapping?
	(1) Interview (2) Psychological tests
	(3) Group work (4) All of the above

Questions Organizational behaviour focuses at 3 Levels: (1) Individuals, Organisation, Society (2) Society, Organisation, Nation (3) Employee, Employer, Management (4) Individual, Groups, Organisation

Industrial relations refer to _____

85.

86.

87.

(4)

- (1) Central government and state government relations
 (2) Employer-employee and government relationship
- (2) Employer-employee and government relationship(3) Management and customer relationship

Government and public relations

- Which of the following functions of trade unions are related to trade union organizations:
- (1) To present and strengthen trade union democracy(2) To improve financial position of trade unions
- (3) To curb inter-union rivalry
- (4) All of the above
- committees?

 (1) Giving greater participation of workers

Which of the following cannot be categorized as the main aims of works

- (2) Providing better opportunities outside the organization
 (3) Generating co-operative atmosphere 5
- (3) Generating co-operative atmosphere for negotiation between parties
 (4) Ensuring close interaction between labour and management
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No.	Questions			
88.	Who coined the term "Collective Bargaining"?			
	(1) Reed Richardson			
	(2) Kurt Lewin			
	(3) W. E. Deming			
	(4) Sydney Webb and Beatrice Webb			
89.	To be effective in the international environment and HRM policies must: (1) Effectively transplant HDM.			
	(1) Effectively transplant HRM policies must:			
	(1) Effectively transplant HRM policies and practices from the home Country to all other offices			
, .	(2) Accommodate differences in management style			
	(3) Focus on domestic issues			
3. • 3	(4) Reflect an international view			
90.				
	The staffing policy in which all key management positions are filled by home country nationals in termed:			
	(1) Polycentric			
	(2) Ethnocentric			
1	(3) Geocentric			
(4) Multicentric			
1. V	Who is considered as the father of scientific management?			
	(2) r.w. Taylor			
	(4) Henry Favol			
/URS	S-EE-2022 (Management) Code-B			
	(21)			

	wions .
	Questions Questions? The term "Gangplank" is associated with which of the Fayol's functions?
Question	riated with which of the
No.	"Gangplank" is associated
92.	The term Gange
,	(1) Order
	(2) Equity
	(3) Unity of Direction
· .	(4) Scalar Chain Given below are two statements: One is labelled as Assertion (A) and the
	etotements: One is labelled as 1100000
93.	Given below are two statements
. 70	other is labelled as iteases.
. 269	other is labelled as Reason (R) other is labelled as Reason (R) Assertion (A): According to Herzberg, preventing or reducing dissatisfaction at work is not the same as providing satisfaction.
	dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction at work is not the same as Policy dissatisfaction and Reason (R): Under the 'two-factor theory', job satisfaction and Reason (R): Under the 'two-factor theory' dissatisfaction at the same as Policy dissatisfaction at the same as Policy dissatisfaction at the same at the s
	Reason (R): Under the 'two-factor dissatisfaction are the two different aspects of work motivation. dissatisfaction are the two different aspects of work motivation.
-	dissatisfaction are the two different der In the light of the above statements, choose the correct answer from the
ā ,	
,	options given below:
	(1) Both (A) and (R) are true and (R) is the correct explanation of (A)
1 1 1 3	(2) Both (A) and (R) are true but (R) is NOT the correct explanation of (A)
1	(3) (A) is true but (R) is false
	(4) (A) is false but (R) is true
94.	Which of the following statement(s) is/are true in the context of paraphrasing?
	I. It is basically about stating in your own words, your understanding of
	what has just been said.
	II. It gives speaker an opportunity to find out what message he/she is
	getting across to you.
	Select the appropriate answer from the following:
	1 (1) (1) (1) (1)
	(3) Both I and II
	(4) Neither I or II
PHD/I	JRS-EE-2022 (Management) Code-B
	(22)

uestion No.	Questions			
95.	Which of the following is/are condition(s) for price discrimination of product?			
	(a) Firm must have some monopoly power			
	(b) Price elasticities of demand for the product in different market must differ			
	(c) Market must be separable or able to be segmented			
	(d) Free entry and exit of firms			
	(1) (a) and (d) only			
	(2) (b), (c) and (d) only			
	(3) (a), (c) and (d) only			
	(4) (a), (b) and (c) only			
	the result is (1) Stagflation (2) Cost-push inflation (3) Demand-pull inflation (4) None of the above			
97.	The combination of stagnation and inflation is known as			
	(1) Stagflation (2) Cost-push inflation			
	(3) Demand-pull inflation (4) None of the above			
98.	The four types of social responsibility include			
•	(1) Legal, Philanthropic, Economic & Ethical			
	(2) Ethical, Moral, Social & Economic			
	(3) Philanthropic, Justice, Economic & Ethical			
	(4) Legal, Moral, Ethical & Economic			

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SET-"Z"

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

(Ph.D/URS-EE-Jan. 2022)

MANAGEMENT

10279

Code C			Sr. No
Time: 1¼ Hours	Total Ques	tions: 100	Max. Marks: 100
Roll No	(in figure)	rr o jul	(in words)
Name :		_ Father's Nan	ne:
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(Signature of the candi	date)	(Sign	nature of the Invigilator)
CANDIDATES MII	ст рель ти	FOTLOWIN	IC INFORMATION/

INSTRUCTIONS BEFORE STARTING THE QUESTION PAPER.

- All questions are compulsory. 1.
- The candidates must return the Question book-let as well as OMR 2. answer-sheet to the Invigilator concerned before leaving the Examination Hall, failing which a case of use of unfair-means / 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.
- 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.
- Question Booklet along with answer key of all the A,B,C and 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 Examinations 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.

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 book-let itself. Answers MUST NOT be ticked in the Question book-let.

There will be no negative marking. Each correct answer will be awarded one full mark. Cutting, erasing, overwriting and more than one answer 6. in OMR Answer-Sheet will be treated as incorrect answer.

Use only Black or Blue BALL POINT PEN of good quality in the OMR Answer-7. ing ad Hirw show O book D. St. A cutti his in

BEFORE ANSWERING THE QUESTIONS, THE CANDIDATES SHOULD ENSURE THAT THEY HAVE BEEN SUPPLIED CORRECT AND COMPLETE BOOK-LET. COMPLAINTS, IF ANY, REGARDING MISPRINTING ETC. WILL NOT BE ENTERTAINED 30 MINUTES AFTER STARTING OF THE EXAMINATION.

uestion No.	Questions
1.	Under which of the following method the time value of money is not considered: (1) Net present value method (2) Internal rate of return method (3) Pay-back period method (4) All of the above
2.	of a firm refers to the composition of its long-term funds and its capital structure. (1) Capitalization (2) Overcapitalization (3) Under-capitalization (4) Market-capitalization
3.	Alto Industries has a debt-to-equity ratio of 1.6 compared with the industry average of 1.4. This means that the company: (1) Will not experience any difficulty with as creditors (2) Has less liquidity than other firms in the industry (3) Will be viewed as having high creditworthiness (4) Has greater than average financial risk when compared to other firms in its industry
4.	To increase a given present value, the discount rate should be adjusted: (1) Upward (2) Downward (3) No change (4) Constant
PHD/	URS-EE-2022 (Management) Code-C (1)

tion	Questions
o. 5.	Which of the following would not be financed from working capital?
.	
	, and for the office
_	(4) A new personal computer for the carrier by Pa 20 lac current
6.	Debt Equity Ratio is 3:1, the amount of total assets Rs. 20 lac, current
	ratio is 1.5:1 and owned funds Rs. 3 lac. What is the amount of current
	asset?
	(1) Rs. 5 lac (2) Rs. 3 lac
	(3) Rs. 12 lac (4) None of the above
7.	The process of risk management includes:
	(1) Minimizing risk
	(2) Maximizing return
	(3) Defining and measuring risks being taken
	(4) Hedging
8.	Which accounting standard represent the merger and amalgamation?
	(1) AS 16 (2) AS 6
	(3) AS 14 (4) AS 23
	(0) 110 11
^	The first bank in India to start factoring business is
9.	litter og skriver og store er e
y.	(1) Canara bank (2) SBI

uestio No.	Questions
10.	On the expiry date of a futures contract, the price of the contract
	(1) Always equals the purchase price of the contract
	(2) Always equals the average price over the life of the contract
•	(3) Always equals the price of the underlying asset
	(4) Always equals the average of the purchase price and the price underlying asset
11.	The barriers to effective performance appraisal are:
	(a) Psychological blocks of managers
• • •	(b) Faulty assumptions of the parties concerned
	(c) Technical pitfalls
	(d) Faulty written communications
	(1) All are correct
	(2) Only (b) and (c) are correct
	(3) Only (a) and (b) are correct
	(4) Only (a), (b) and (c) are correct
12.	Following are the events of an organizational culture:
	(a) Customer orientation and employee policies
	(b) Quality orientation, directing and motivating style
	(c) Decision-making, products and services and responsibilities to so
	(d) Reaction to competitors and gratitude towards nation
	Select the correct sequence for the above events:
	(1) (a), (b) and (d) (2) (a), (c) and (d)
	(3) (b), (c) and (d) (4) (a), (b), (c) and (d)

Question No.	Questions
13.	What Method is/are Used for Competency Mapping?
2 ·	(1) Interview (2) Psychological tests
	(3) Group work (4) All of the above
14.	Organizational behaviour focuses at 3 Levels :
	(1) Individuals, Organisation, Society
	(2) Society, Organisation, Nation
	(3) Employee, Employer, Management
	(4) Individual, Groups, Organisation
15.	Industrial relations refer to
	(1) Central government and state government relations
	(2) Employer-employee and government relationship
	(3) Management and customer relationship
	(4) Government and public relations
16.	Which of the following functions of trade unions are related to trade union
	organizations:
15 4 v	(1) To present and strengthen trade union democracy
	(2) To improve financial position of trade unions
	(3) To curb inter-union rivalry
	(4) All of the above

No.	Questions
17.	Which of the following cannot be categorized as the main aims of works committees?
	(1) Giving greater participation of workers
	(2) Providing better opportunities outside the organization
	(3) Generating co-operative atmosphere for negotiation between parties
	(4) Ensuring close interaction between labour and management
18.	Who coined the term "Collective Bargaining"?
	(1) Reed Richardson
	(2) Kurt Lewin
	(3) W. E. Deming
	(4) Sydney Webb and Beatrice Webb
19.	To be effective in the international environment and HRM policies mus
- 1	(1) Effectively transplant HRM policies and practices from the hor
	Country to all other offices
1 (2) Accommodate differences in management style
	2) Accommodate differences in management style 3) Focus on domestic issues
	3) Focus on domestic issues
(4	3) Focus on domestic issues 4) Reflect an international view
). TI	Focus on domestic issues Reflect an international view ne staffing policy in which all key management positions are filled
). TI	Reflect an international view ne staffing policy in which all key management positions are filled me country nationals in termed:

PHD/URS-EE-2022 (Management) Code-C (5)

Question No.	
21.	Who is considered as the father of scientific management? (1) Peter Drucker (2) F.W. Taylor (3) Victor Vroom (4) Henry Fayol
22.	The term "Gangplank" is associated with which of the Fayol's functions? (1) Order (2) Equity (3) Unity of Direction
23.	(4) Scalar Chain Given below are two statements: One is labelled as Assertion (A) and the
	other is labelled as Reason (R) Assertion (A): According to Herzberg, preventing or reducing dissatisfaction at work is not the same as providing satisfaction.
	Reason (R): Under the 'two-factor theory', job satisfaction and dissatisfaction are the two different aspects of work motivation. In the light of the above statements, choose the correct answer from the
	 options given below: (1) Both (A) and (R) are true and (R) is the correct explanation of (A) (2) Both (A) and (R) are true but (R) is NOT the correct explanation of (A)
	(3) (A) is true but (R) is false (4) (A) is false but (R) is true

PHD/URS-EE-2022 (Management) Code-C (6)

Question No.	Questions
24.	Which of the following statement(s) is/are true in the context of paraphrasing?
	 It is basically about stating in your own words, your understanding of what has just been said.
	II. It gives speaker an opportunity to find out what message he/she is getting across to you.
	Select the appropriate answer from the following:
	(1) Only I (2) Only II
	(3) Both I and II (4) Neither I or II
	 (a) Firm must have some monopoly power (b) Price elasticities of demand for the product in different market must differ (c) Market must be separable or able to be segmented
	(d) Free entry and exit of firms (1) (a) and (d) only
	(2) (b), (c) and (d) only (3) (a), (c) and (d) only
	(4) (a), (b) and (c) only
	When inflation is a result of an increase in the price of factors of production the result is
	(1) Stagflation (2) Cost-push inflation
(3) Demand-pull inflation (4) None of the above

	Questions
uestion No.	
27.	The combination of stagnation and inflation is known as (1) Stagflation (2) Cost-push inflation (3) Demand-pull inflation (4) None of the above
28.	The four types of social responsibility include (1) Legal, Philanthropic, Economic & Ethical
	(2) Ethical, Moral, Social & Economic
	(3) Philanthropic, Justice, Economic & Ethical
	(4) Legal, Moral, Ethical & Economic
29.	Moving along an indifference curve the: (1) Consumers prefer some of the consumption points to others (2) Marginal rate of substitution for a good increase as more of the good is consumed
	(3) Marginal rate of substitution is constant
	(4) Consumers do not prefer one consumption point to another
30.	All such demand curves where quantity demanded is totally unresponsive to changes in price are called:
	(1) Perfectly elastic demand curves
	(2) Perfectly inelastic demand curves
	(3) Unitary elastic demand curves
	(4) None of the above

No.	Questions
31.	Which of the following is not the objective of WTO?
	(1) To improve the standard of living of people of the member countries
	(2) To enlarge production and trade of goods
	(3) To protect environment
	(4) To improve balance of payment situation of the member countries
32.	IBRD also known as
	(1) Exim Bank
	(2) World Bank
	(3) International Monetary Fund
	(4) International Bank
33.	In which of the following years the Bretton Woods agreement
33.	In which of the following years the Bretton Woods agreement signed by the delegates from 44 nations which led to the establishm of the IMF? (1) 1940 (2) 1952
33.	In which of the following years the Bretton Woods agreement signed by the delegates from 44 nations which led to the establishm of the IMF?
33.	In which of the following years the Bretton Woods agreement signed by the delegates from 44 nations which led to the establishm of the IMF? (1) 1940 (2) 1952 (3) 1944 (4) 1957
	In which of the following years the Bretton Woods agreement signed by the delegates from 44 nations which led to the establishm of the IMF? (1) 1940 (2) 1952 (3) 1944 (4) 1957
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	In which of the following years the Bretton Woods agreement signed by the delegates from 44 nations which led to the establishm of the IMF? (1) 1940 (2) 1952 (3) 1944 (4) 1957 Dumping refers to; (1) Reducing tariffs
	In which of the following years the Bretton Woods agreement signed by the delegates from 44 nations which led to the establishm of the IMF? (1) 1940 (2) 1952 (3) 1944 (4) 1957 Dumping refers to; (1) Reducing tariffs (2) Sale of goods abroad at a lower price, below cost and price;

Sone-C.

	Questions
Questio No.	
35.	The Treaty of Rome was signed in the year (2) 1957 (1) 1959 (3) 1956 (4) 1955 (b) 1956
36.	Under an acceptance letter of credit, the responsibility of the issuing bank is: (1) Only to accept the bill (2) To pay against the bill (3) To accept the bill immediately and also to pay the amount of the bill on its due date (4) To get the acceptance of the importer on the bill
37.	A Decision Support System (DSS) is an application for information systems that helps in (1) System Design (2) System Analysis (3) Decision Making (4) All of the mentioned above
38.	Data in bytes size is called Big Data: (1) Tera (2) Giga (3) Peta (4) Meta
	Artificial Intelligence is about (1) Playing a game on Computer (2) Making a machine Intelligent (3) Programming on Machine with your Own Intelligence 4) Putting your intelligence in Machine

HD/URS-EE-2022 (Management) Code-C
(10)

Question No.	Questions
40.	supports knowledge discovery by finding hidden patterns and associations, constructing analytical models, performing classification and prediction. (1) Information Processing (2) Analytical Processing (3) Data mining (4) All of the above
41.	is nothing but willingness of consumers to purchase products and services as per their taste, need and of course pocket. (1) Consumer behaviour (2) Consumer interest (3) Consumer attitude (4) Consumer perception
42.	In terms of consumer behaviour, culture, social class, and reference group influences have been related to purchase and (1) Economic situations (2) Situational influences (3) Consumption decisions (4) Physiological influences
43.	 What elements constitute a brand? (1) Name, design, style, words or symbols, singly or collectively that distinguish one product from another (2) Design, style, or symbols, singly or collectively that distinguish one product from another (3) Name, design, style, words or symbols that distinguish one product from another (4) Name, words or symbols, singly or collectively that distinguish or product from another

PHD/URS-EE-2022 (Management) Code-C (11)

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Question No.

44.

45.

46.

47.

(1)

(1)

Questions [In marketing theory, ever contribution from the supply chain adds to the

product: (2) Costs

- Values (4) Ingredients
- (3) Convenience
- The four unique elements to services include:
- Independence, intangibility, inventory, and inception
 Independence, increase, inventory, and intangibility
- (3) Intangibility, inconsistency, inseparability, and inventory
- (3) Intangibility, inconsistency, incorporate
 (4) Intangibility, independence, inseparability, and inventory
- A further 3Ps are incorporated into the marketing mix:
- (2) Process, people and promotion

Physical evidence, process and price

- (3) Physical evidence, people and promotion
 - (4) Physical evidence, process and people
- their long-term preference and business.

 (1) Marketing Myopia (2) Relationship Marketing Myopia

It has the aim of building long term mutually satisfying relations with key

parties, customers, suppliers, distributors in order to earn and retain

- (1) Marketing Myopia (2) Relationship Marketing (3) Product Marketing (4) Selling Concept
- PHD/URS-EE-2022 (Management) Code-C (12)

uestion No.	Questions
48.	Using one brand name for several related products is known as which of the following: (1) Family branding (2) Group branding (3) Combination branding (4) Premium branding
49.	Magic Box Company wants to provide better customer service while
	company and among all the marketing channel organizations. Magic Box is thinking of
	(1) Disintermediation (2) Integrated logistics management (3) Integrated logistics management
	(2) Integrated logistics management (3) Customer relationship management (4) Vendor-managed inventory
50.	It up-holds the importance of customer in the whole value creation proces The D. A. R. T. highlights this aspect in a vivid manner.
	It up-holds the importance of customer in the whole value creation proces The D. A. R. T. highlights this aspect in a vivid manner. (1) Contemporary Model (2) Conventional Model
	It up-holds the importance of customer in the whole value creation proces The D. A. R. T. highlights this aspect in a vivid manner. (1) Contemporary Model (2) Conventional Model (3) Both (4) None of the above
	It up-holds the importance of customer in the whole value creation proces The D. A. R. T. highlights this aspect in a vivid manner. (1) Contemporary Model (2) Conventional Model (3) Both (4) None of the above Which option gives a review report on the firm's financial status aspecified date?
1.	It up-holds the importance of customer in the whole value creation process. The D. A. R. T. highlights this aspect in a vivid manner. (1) Contemporary Model (2) Conventional Model (3) Both (4) None of the above Which option gives a review report on the firm's financial status as specified date? 1) Income & Expenditure Account
I	It up-holds the importance of customer in the whole value creation proces The D. A. R. T. highlights this aspect in a vivid manner. (1) Contemporary Model (2) Conventional Model (3) Both (4) None of the above Which option gives a review report on the firm's financial status aspecified date?

Question No,	Questions
55.	Process costing is suitable for
	(1) Hospitals (2) Oil refining firms
	(3) Transport firms (4) Brick laying firms
56.	The formula to estimate Labour Mix variance is:
	(1) Total standard labour cost of actual output - Total actual cost of actual output
	(2) (Standard rate per hour – Actual rate per hour)* Actual Hours
	(3) (Revised standard time – Actual time)* Standard rate
	(4) Abnormal idle hours* Standard hourly rate
57.	Financial management is mainly concerned with
	(1) All aspects of acquiring and utilizing financial resources for firms' activities
	(2) Arrangement of funds
	(3) Efficient Management of every business
	(4) Profit maximization
58.	is the rate of return for the most viable investment opportunity for
	a company that they will forgo by selecting any other project.
	(1) Implicit cost
	(2) Specific cost
	(3) Explicit cost
	(4) None of the above

Question		Questions	TO MAN THE STREET	THE PARTY OF THE P
No.		ture a fi	nance manager show	ld choo
59.	While designing a cap	ital structure	t' elaligadd	(1)
II = I	a misial	Most III	amin modernia	
	(1) Minimizes cost of c	apital		-
-	ans are a language	or return	obsimiled of Blumma	The i
- 1	2) Maximizes the 900	anital and minim	izes the owner retu	rn (1)
. 5040		White many ser	actual surput	
(1) Both (1) and (2)		t and other his object to) /ON
60. W	hich of the following is	studied with the	Helb or obermerry	everag
1	e)" Standard rate	mit lauton — 9uu		
(1)	Ply rate	mod brebusic "e	supd silv beariend#	(4)
(2)	Analysis of Financial	l Risk	and the second s	and all the second section and the second section is
(3)	Analysis of Production	on Risk violence	ina i managamenti	iensi:
1				
(4)	Analysis of Credit ris	Kiriote, mene Areen	ESTABLISH THE CONTROL ESTA	P. 人基方:
Agre	numod francisco 11 d	•1		1.
l-man	ouped frequency distr	ibution with un	certain first and la	ast cla
Know	n as <u>'</u>	arrel revenues To does		
	and a second	대되다 보고마시한 보다 중되는		1 1 1 4
	08861	4.		
(1) E	exclusive class distrib	ution		1,000
(1) E (2) In	Exclusive class distribuclusive class distribu	ution		
(1) E (2) In (3) On	Exclusive class distribution of the class di	ution ution		
(1) E (2) In (3) On	Exclusive class distribuction	ution		1,000
(1) E (2) In (3) On	Exclusive class distribuclusive class distribu	ution		
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(1) E (2) In (3) O _I (4) Dia	Exclusive class distribuction	ution Ition Solve to the second sec		1,000
(1) E (2) In (3) On (4) Dia Extreme	Exclusive class distribution descrete frequency dist	ution ution tribution on		1,000
(1) E (2) In (3) On (4) Dis Extreme	exclusive class distribution of the distributi	ution ution tribution on		
(1) E (2) In (3) On (4) Dis Extreme	exclusive class distribution of the distributi	ution tion ribution on (2) Median		
(1) E (2) In (3) On (4) Dis Extreme (1) Ave.	Exclusive class distribution descrete frequency dist	ution tion ribution on (2) Median		

PHD/URS-EE-2022 (Management) Code-C (16)

Question Questions No. For a negatively skewed distribution, the correct inequality is _ 63. (1)Mode < Median (2)Mean < Median (3)Mean < Mode (4) None of the above If p = 0, the angle between the two lines of regression is 64. (1) Zero degree (2) Ninety degree Sixty degree (3)(4) Thirty degree The co-efficient of correlation is not affected by _ **65.** Change of origin (2) Change of scale (1) Both origin and scale (4) None (3)66. The level of significance is the probability of committing: (2) Type II error Type I error (1) Standard error (4) Probable error (3)If A and B are two mutually exclusive events, then probability that either 67. of the two events will appear is the sum of their: Individual probabilities **(1)** Likely events (2)(3) Entire population None of the above **(4)**

PHD/URS-EE-2022 (Management) Code-C

	Code-C
	Questions :4a and control limits of
iestion	ion limits and
68.	Is there any relationship between any relation
	x and R charts? (1) Yes, Specification limits = Control limits (2) Yes, Control limits = Specification limits/2
	(3) No (4) Yes Control limits* 0.5 = Specification limits
69.	A variable is any characteristic which can assume values: (1) Different (2) Similar (3) Fixed (4) Assumed
70.	The line obtained by the method of least squares is known as the line of (1) Best fit (2) Correlation
	(3) Regression (4) None
71.	The resistance of employees in an organization against flexibility, growth and diversification can be overcome by developing (1) Entrepreneurship (2) Intrapreneurship (3) Managerial domain (4) Administrative
2.	Which industrial sector tends to naturally promote small-scale businesses and Entrepreneurship, and generally has lower barries.
	(2) Manufacturing
/UR	(4) Agriculture RS-EE-2022 (Management) Code-C (18)

Questio No.	Questions Questions					
73.	National Alliance of Young Entrepreneurs sponsored an Entrepreneurial Development scheme with Bank of India in					
•	(1) January 1920 (2) August 1920					
	(3) January 1972 (4) August 1972					
74.	A Micro Enterprise is an enterprise where investment in plant and					
	machinery does not exceed (According to MSMED Act, 2006).					
	(1) Rs. 25 Lakh (2) Rs. 20 Lakh					
• 5	(3) Rs. 15 Lakh (4) Rs. 30 Lakh					
75.	According to sociological approach, Entrepreneurship is:					
	(1) Process of sensitivity					
	(2) Process of role performance					
	(3) Process of economic change					
	(4) All of these					
76.	The idea generation process of entrepreneurship is					
	(1) Germination (2) Preparation					
	(3) Incubation (4) All of these					
77.	"Winners never quit and quitters never win". Who said this?					
	(1) Kalpana Saroj (2) Harsh Bhaskar					
•	(3) Adam Smith (4) Vince Lombard					

PHD/URS-EE-2022 (Management) Code-C (19)

Questic	Questions
No. 78.	Which of the following is NOT an immediate indicator of industrial sickness? (1) Drop in profitability (2) Labour unrest (3) Shrinking of market credit (4) Decline in market share
79.	is the process of tracking the evolution, development, and sequence of critical events that affect the survival and profitability of the future new business. (1) Marketing (2) Monitoring (3) Scanning (4) New venture's environment
80.	Which of the following areas are preferred by women entrepreneurs? (1) Administration (2) Organization (3) Utilities (4) Manufacturing
81.	Which of the following is NOT one of the steps involved in decision making process? (1) Make decision or choose an alternative (2) Change the desired outcome (3) Research and identify options (4) Evaluate results
82.	Who has classified introvert personality and extrovert personality? (1) Freud (2) Jung (3) Munn (4) Allport

PHD/URS-EE-2022 (Management) Code-C (20)

Questio No.	Questions
83.	Which of the following is not a covert behaviour? (1) Thinking (2) Feeling (3) Dreaming (4) Talking
84.	The basis of theory Z is the reliance on (1) External control of human behaviour (2) Self-control and self-direction (3) The belief that productivity is linked to trust, openness, subtlety and intimacy in the work environment (4) Government regulatory framework
85.	 Which of the following statements is true about stress management? (1) Stress management is learning about the connection between mind and body (2) Stress management helps us control our health in a positive sense (3) Stress management teaches us to avoid all kinds of stress (4) Only '1' & '2' are right
	Scope of Organizational Behaviour does not include (1) Leadership (2) Perception (3) Job Design (4) Technology
	What should be the strategy of HRM? (1) Making the long-term and short-term planning (2) Planning the optimum level of man-power (3) Introducing training programmes to personnel (4) All of the above

PHD/URS-EE-2022 (Management) Code-C (21)

uestion No.	Questions
88.	Human Resource planning is compulsory for
	(1) Effective employee development programme
-	(2) Base for recruitment
	(3) Base for selection policy
	(4) All of these
89.	Job analysis, HR planning, recruitment, selection, placement, inductions and internal mobility are few important functions which come under the heading of of HRM.
•	(1) Integration function (2) Development
	(3) Maintenance (4) Procurement function
90.	provides information on the human attributes in terms of education, skills, aptitudes, and experience necessary to perform a job effectively. (1) Job description (2) Job specification (3) Job analysis (4) Job evaluation
91.	is a widely used framework to summarize a company's situation or current position. (1) SWOT analysis (2) TOWS matrix (3) Ansoft's matrix (4) BCG matrix
92.	The GE 9 cell model is based on:
	(1) Industry attractiveness & Business strength
	(2) Industry Growth rate & Business strength
	(3) Industry Attractiveness & Relative market Share
	(4) Industry Growth & Relative market Share

(3) Explas _ (1) (2) (3) (4)	Product I	Planning strategic in the strategic in	(2) (4) implication	with: Quality All of the Ab		s best descri
(3) Explas _ (1) (2) (3) (4)	Product I	Planning strategic in the strategic in	(2) (4) implication	with: Quality All of the Ab		s best descri
(1) (2) (3) (4)	loring the An exter Scenario Futures	e strategic in str	implication	ns of global w		s best descri
(2) (3) (4)	Scenario Futures	planning forecasting		-yong		
171- : -		un anaiysis				
1)	Expected Economic Custome Bargaini	competitors of scale r product l	or retaliat	rs		
) S) P	Segmento Promotio Pree sam	ed pricing nal pricing ples nical pricin	g ng			ategy :
	nicl S F	Bargaini nich of the f Segmente Promotio Free sam	Bargaining power of the following in Segmented pricing Promotional pricing Free samples Geographical pricing	Bargaining power of supplied ich of the following is NOT a Segmented pricing Promotional pricing Free samples Geographical pricing	Bargaining power of suppliers nich of the following is NOT a price adjust. Segmented pricing Promotional pricing Free samples Geographical pricing	Bargaining power of suppliers nich of the following is NOT a price adjustment str Segmented pricing Promotional pricing Free samples

PHD/URS-EE-2022 (Management) (23)

Questions
The stage in the product life cycle where the strategic focus is on market penetration and building intensive distribution is the: (1) Decline stage (2) Introduction stage (3) Growth stage (4) Maturity stage
Newsletters, cata logues, and invitations to organization-sponsored events are most closely as sociated with the marketing mix activity of: (1) Pricing (2) Distribution (3) Product development (4) Promotion
A paid form of non-personal communication about a product that is transmitted to a target audience through a mass medium is: (1) Publicity (2) Sales promotion (3) Advertising (4) Personal selling
The ultimate level of segmentation leads to:
 (1) Niche marketing (2) Individual marketing (3) Local marketing (4) None of the above

HD/URS-EE-2022 (Ma

SET-"Z"

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

(Ph.D/URS-EE-Jan. 2022)

MANAGEMENT

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Sr. No.	28	

Time: 1¼ Hours	Total Ques	tions : 100	Max. Marks : 100
Roll No.	(in figure)	Karaman and American	(in words)
Name :		_ Father's Nan	ne:
Mother's Name:	LONG INCOME OF THE SECOND	_ Date of Exam	ination :
(Signature of the candi	date)		ature of the Invigilator)
CANDIDATES MU INSTRUCTIONS BEE	OF DEAD THE	E FOLLOWIN THE QUESTIO	G INFORMATION ON PAPER.

All questions are compulsory. 1.

- The candidates must return the Question book-let as well as OMR answer-sheet to the Invigilator concerned before leaving the Examination Hall, failing which a case of use of unfair-means / 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.
- 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.
- Question Booklet along with answer key of all the A,B,C and 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 Examinations 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.

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 book-let itself. Answers MUST NOT be ticked in the Question book-let.

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.

Use only Black or Blue BALL POINT PEN of good quality in the OMR Answer-7.

BEFORE ANSWERING THE QUESTIONS, THE CANDIDATES SHOULD Sheet. ENSURE THAT THEY HAVE BEEN SUPPLIED CORRECT AND COMPLETE BOOK-LET. COMPLAINTS, IF ANY, REGARDING MISPRINTING ETC. WILL NOT BE ENTERTAINED 30 MINUTES AFTER STARTING OF THE EXAMINATION.

uestion No.	Questions
1.	Which of the following is NOT one of the steps involved in decision making process?
	(1) Make decision or choose an alternative
	(2) Change the desired outcome
	(3) Research and identify options
•	(4) Evaluate results
2.	Who has classified introvert personality and extrovert personality?
	(1) Freud (2) Jung
	(3) Munn (4) Allport
3.	Which of the following is not a covert behaviour?
	(1) Thinking (2) Feeling
	(3) Dreaming (4) Talking
4.	The basis of theory Z is the reliance on
	(1) External control of human behaviour
	(2) Self-control and self-direction
	(3) The belief that productivity is linked to trust, openness, subtlety and
	intimacy in the work environment
	(4) Government regulatory framework
5.	Which of the following statements is true about stress management?
	(1) Stress management is learning about the connection between min
	and body
	(2) Stress management helps us control our health in a positive sense
	(3) Stress management teaches us to avoid all kinds of stress
	(4) Only '1' & '2' are right

PHD/URS-EE-2022 (Management) Code-D

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	Questions	A Desmois
Question No.	Scope of Organizational Behaviour does not include (1) Leadership (2) Perception (3) Job Design (4) Technology	land.
7.	What should be the strategy of HRM? (1) Making the long-term and short-term planning (2) Planning the optimum level of man-power (3) Introducing training programmes to personnel (4) All of the above	
8.	Human Resource planning is compulsory for (1) Effective employee development programme (2) Base for recruitment (3) Base for selection policy (4) All of these	
	Job analysis, HR planning, recruitment, selection, placement, in and internal mobility are few important functions which come unheading of of HRM. (1) Integration function (2) Development (3) Maintenance (4) Procurement function	ductions nder the
	provides information on the human attributes in terms of kills, aptitudes, and experience necessary to perform a job eff. 1) Job description (2) Job specification	
(3	3) Job analysis (4) Job evaluation	

Question No.	Questio	
11.	The resistance of employees in an cand diversification can be overcom (1) Entrepreneurship (2) (3) Managerial domain (4)	Intrapreneurship
12.	and Entrepreneurship, and genera	aturally promote small-scale businesse ally has lower barriers to market entry
(G) CH	(1) Service (2) (3) Distribution (4)	Manufacturing (8)
	Development scheme with Bank of (1) January 1920 (2) (3) January 1972 (4)	
14. A	l) Rs. 25 Lakh (2)	Rs. 20 Lakh
5. Acc (1)	cording to sociological approach	
(2)	Process of role performance Process of economic change	the survivation of the survivati
(3)	- 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	그 그 그런 사람들은 살 살아가고 있는 것이다.

Question	Questions	
No.	The idea generation process of entrepreneurship is	
16.	(2) Preparation	
	(3) Incubation (4) All of these	
17.	"Winners never quit and quitters never win". Who said this?	
	(1) Kalpana Saroj (2) Harsh Bhaskar	
	(3) Adam Smith (4) Vince Lombard	
18.	Which of the following is NOT an immediate indicator of in	dustrial
	sickness?	
	(1) Drop in profitability	1
	(2) Labour unrest	
	(3) Shrinking of market credit	
	(4) Decline in market share	
19.		
	of critical events that affect the survival and profitability of the	future ne
* 10° ;	business.	
	(1) Marketing (2) Monitoring	
	(3) Scanning (4) New venture's environme	nt
20.	Which of the following areas are preferred by women entrep	reneurs?
	(1) Administration (2) Organization	
	(3) Utilities (4) Manufacturing	
	JRS-EE-2022 (Management) Code-D	

uestion No.	Questions
21.	A grouped frequency distribution with uncertain first and last classes is
	known as
	(1) Exclusive class distribution
	(2) Inclusive class distribution
*	(3) Open end distribution
	(4) Discrete frequency distribution
22.	Extreme value has no effect on
	(1) Average (2) Median
	(3) Geometric mean (4) Harmonic mean
23.	For a negatively skewed distribution, the correct inequality is
	(1) Mode < Median
* * *	(2) Mean < Median
	(3) Mean < Mode
	(4) None of the above
24.	If $p = 0$, the angle between the two lines of regression is
	(1) Zero degree (2) Ninety degree
	(3) Sixty degree (4) Thirty degree
25.	The co-efficient of correlation is not affected by:
	(1) Change of origin (2) Change of scale
	(3) Both origin and scale (4) None

· I No	on .	Questions
No. 26.	The level of significance is	s the probability of committing:
	(1) Type I error	(2) Type II error
	(3) Standard error	(4) Probable error
27.		ly exclusive events, then probability that either
	of the two events will appe	ear is the sum of their:
	(1) Individual probabilitie	es
	(2) Likely events	
	(3) Entire population	
	(4) None of the above	
	 Yes, Specification limit Yes, Control limits = S 	
	(2) Yes, Control limits = S3) No	
(4	 Yes, Control limits = S No Yes, Control limits* 0.8 	Specification limits/2
(4	 Yes, Control limits = S No Yes, Control limits* 0.8 variable is any characteris 	Specification limits/2 $5 = \text{Specification limits}$
9. A	 Yes, Control limits = S No Yes, Control limits* 0.8 variable is any characteris Different 	Specification limits/2 5 = Specification limits stic which can assume values:
9. A (1) (3)	2) Yes, Control limits = S 3) No 4) Yes, Control limits* 0.8 variable is any characteris) Different) Fixed	Specification limits/2 5 = Specification limits stic which can assume values: (2) Similar (4) Assumed
9. A (1) (3)	2) Yes, Control limits = S 3) No 4) Yes, Control limits* 0.8 variable is any characteris) Different) Fixed	Specification limits/2 5 = Specification limits stic which can assume values: (2) Similar (4) Assumed
9. A (1) (3) The	2) Yes, Control limits = S 3) No 4) Yes, Control limits* 0.8 variable is any characteris) Different) Fixed	Specification limits/2 5 = Specification limits stic which can assume values: (2) Similar

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(6)

Question No.	Questions
31.	is a widely used framework to summarize a company's situation or current position.
	(1) SWOT analysis (2) TOWS matrix
	(3) Ansoff's matrix (4) BCG matrix
32.	The GE 9 cell model is based on:
	(1) Industry attractiveness & Business strength
	(2) Industry Growth rate & Business strength
	(3) Industry Attractiveness & Relative market Share
: ,	(4) Industry Growth & Relative market Share
34.	(3) Product Planning (4) All of the Above Exploring the strategic implications of global warming is best described as
	(1) An external environment analysis
	(2) Scenario planning
	(3) Futures forecasting
	(4) A PESTLE analysis
35.	Which of the following is NOT an entry barrier to an industry?
	(1) Expected competitor retaliation
	(2) Economies of scale
	(3) Customer product loyalty

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Question No.	Questions
36.	Which of the following is NOT a price adjustment strategy?
	(1) Segmented pricing
	2) Promotional pricing
(3) Free samples
(4)	
37. Th	
31. Th	e stage in the product life cycle where the strategic focus is on ma
	and building intensive distribution is the:
(1)	Decline stage
(2)	Introduction stage
- 1	Growth stage
(4)	Maturity stage
38. News	ottore
are mo	etters, catalogues, and invitations to organization-sponsored ev
1	with the marketing mix activity of
1	in activity of :
\int (1) $P_{\mathbf{r}}$	(2) Distribution
\int (1) $P_{\mathbf{r}}$	(2) Distribution
(1) Pro	(2) Distribution educt development (4) Promotion
(1) Pro (3) Pro A paid f	(2) Distribution educt development (4) Promotion form of non-personal comment
(1) Pro (3) Pro A paid for transmitt	(2) Distribution educt development (4) Promotion form of non-personal communication about a product the
(1) Pro (3) Pro A paid f	(2) Distribution educt development (4) Promotion form of non-personal communication about a product the
(1) Pro (3) Pro A paid for transmitte (1) Publice	(2) Distribution educt development (4) Promotion form of non-personal communication about a product the ded to a target audience through a mass medium is:
(1) Pro (3) Pro A paid for transmitt (1) Public (2) Sales	(2) Distribution educt development (4) Promotion form of non-personal communication about a product the ded to a target audience through a mass medium is: city promotion
(1) Pro (3) Pro A paid for transmitt (1) Public (2) Sales (3) Advert	(2) Distribution educt development (4) Promotion form of non-personal communication about a product the ded to a target audience through a mass medium is: city promotion

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(8)

Question No.	Questions			
40.	The ultimate level of segmentation leads to:			
	(1) Niche marketing (2) Individual marketing			
	(3) Local marketing (4) None of the above			
41.	Which option gives a review report on the firm's financial status at a specified date?			
e en	(1) Income & Expenditure Account			
•	(2) Balance Sheet			
	(3) Cash Flow Statement			
	(4) Profit & Loss Account			
42.	Accounting ratios are an important tool of			
	(1) Financial Statement Analysis			
	(2) Trial balance			
2 T a	(3) Financial Statement Analysis and Trial balance			
	(4) None of the above			
43.	The objectives of Cash Flow Statement are			
	(a) Analysis of Cash position			
	(b) Short-term cash planning			
	(c) Evaluation of liquidity			
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	(d) Comparison of operating Performance			
	Select the correct options:			
	(1) Both (a) and (b) (2) Both (a) and (c)			
	(3) Both (b) and (d) (4) (a), (b), (c) and (d)			
	(0) 200- (0) 00-00			

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	Questions
uestion No.	
44.	Which of the following is true at break-even point?
	(1) Contribution = Fixed cost
	(2) Sales = Total Cost
	(3) Sales curve cuts total cost line
	(4) All of the above
45.	Process costing is suitable for
201	(1) Hospitals (2) Oil refining firms
	(3) Transport firms (4) Brick laying firms
46.	The formula to estimate Labour Mix variance is:
	(1) Total standard labour cost of actual output - Total actual cost of
	actual output
	(2) (Standard rate per hour – Actual rate per hour)* Actual Hours
	(3) (Revised standard time – Actual time)* Standard rate
	(4) Abnormal idle hours* Standard hourly rate
47.	Financial management is mainly concerned with
	(1) All aspects of acquiring and utilizing financial resources for firm
	activities
	(2) Arrangement of funds
	(3) Efficient Management of every business
	(4) Profit maximization
ніл/г	RS-EE-2022 (Management) Code-D

uestion No.	Questions
48.	is the rate of return for the most viable investment opportunity for a company that they will forgo by selecting any other project.
	(1) Implicit cost (2) Specific cost
	(3) Explicit cost (4) None of the above
49.	While designing a capital structure a finance manager should choose a
	pattern of capital which: (1) Minimizes cost of capital
	(2) Maximizes the owner return
	(3) Maximizes cost of capital and minimizes the owner return (4) Both (1) and (2)
-	
50.	
50.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk
50.	Which of the following is studied with the help of operating leverage?
~ ~	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk The barriers to effective performance appraisal are: (a) Psychological blocks of managers
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk The barriers to effective performance appraisal are: (a) Psychological blocks of managers
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk The barriers to effective performance appraisal are: (a) Psychological blocks of managers (b) Faulty assumptions of the parties concerned
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk The barriers to effective performance appraisal are: (a) Psychological blocks of managers (b) Faulty assumptions of the parties concerned (c) Technical pitfalls
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk The barriers to effective performance appraisal are: (a) Psychological blocks of managers (b) Faulty assumptions of the parties concerned (c) Technical pitfalls d) Faulty written communications
51.	Which of the following is studied with the help of operating leverage? (1) Analysis of Business Risk (2) Analysis of Financial Risk (3) Analysis of Production Risk (4) Analysis of Credit risk The barriers to effective performance appraisal are: (a) Psychological blocks of managers (b) Faulty assumptions of the parties concerned (c) Technical pitfalls (d) Faulty written communications 1) All are correct (2) Only (b) and (c) are correct

Question No.	Questions
52.	Following are the events of an organizational culture :
	(a) Customer orientation and employee policies
	(b) Quality orientation, directing and motivating style
.	(c) Decision-making, products and services and responsibilities to society
	(d) Reaction to competitors and gratitude towards nation
= 5	Select the correct sequence for the above events:
	(1) (a), (b) and (d)
	(2) (a), (c) and (d)
x * x	(3) (b), (c) and (d)
	(4) (a), (b), (c) and (d)
	(1) Interview (2) Psychological tests (3) Group work (4) All of the above
	Organizational behaviour focuses at 3 Levels:
- 1	1) Individuals, Organisation, Society
	2) Society, Organisation, Nation
	B) Employee, Employer, Management
(4	I) Individual, Groups, Organisation
5. In	dustrial relations refer to
(1)	
(2)	
	THE PROPERTY OF THE PROPERTY O
	Menowaya da da government relationship
(3)	Management and customer relationship Government and public relations

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(12)

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Code-D

Question No.	Questions Which of the following functions of trade unions are related to trade union organizations:	
56.		
	(1) To present and strengthen trade union democracy	
	(2) To improve financial position of trade unions	
	(3) To curb inter-union rivalry	
· ·	(4) All of the above	
57.	Which of the following cannot be categorized as the main aims of wo committees?	
	(1) Giving greater participation of workers	
	(2) Providing better opportunities outside the organization	
	(3) Generating co-operative atmosphere for negotiation between part	
	(4) Ensuring close interaction between labour and management	
58.	Who coined the term "Collective Bargaining"?	
	(1) Reed Richardson	
	(2) Kurt Lewin	
	(3) W. E. Deming	
in the	(4) Sydney Webb and Beatrice Webb	
59.	To be effective in the international environment and HRM policies r	
	resident of the process from the	
	Country to all other offices	
	(2) Accommodate differences in management style	
1	(2) Forms on domestic insert	
	(3) Focus on domestic issues	

PHD/URS-EE-2022 (Management) Code-D (13)

Question		Questions		
60. The hom (1)	staffing policy in whi e country nationals in Polycentric Geocentric	termed: (2) Ethnocent (4) Multicent	ric	filled by
consid (1) N (2) In (3) Pa	which of the followered: et present value metle ternal rate of return y-back period method of the above	hod method	me value of mon	ey is no
capital st	a firm refers to the ructure. talization capitalization r-capitalization	composition of it	s long-term fund	ls and i
	t-capitalization			

(4) Has greater than average financial risk when compared to other firms in its industry

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Will be viewed as having high creditworthiness

Question No.	Questions			
64.	To increase a given present value, the discount rate should be adjusted:			
	(1) Upward (2) Downward			
	(3) No change (4) Constant			
65.	Which of the following would not be financed from working capital?			
	(1) Cash float (2) Accounts receivable			
	(3) Credit sales (4) A new personal computer for the office			
66.	Debt Equity Ratio is 3:1, the amount of total assets Rs. 20 lac, current			
	ratio is 1.5:1 and owned funds Rs. 3 lac. What is the amount of current asset?			
	(1) Rs. 5 lac (2) Rs. 3 lac			
-	(3) Rs. 12 lac (4) None of the above			
67.	The process of risk management includes:			
	(1) Minimizing risk			
	(2) Maximizing return			
	(3) Defining and measuring risks being taken			
• . , *	(4) Hedging			
68.	Which accounting standard represent the merger and amalgamation			
	(1) AS 16 (2) AS 6			
	(3) AS 14 (4) AS 23			
69.	The first bank in India to start factoring business is			
	(1) Canara bank (2) SBI			
	(3) Punjab National Bank (4) Allahabad Bank			

Question	Questions
70.	On the expiry date of a futures contract, the price of the contract (1) Always equals the purchase price of the contract (2) Always equals the average price over the life of the contract (3) Always equals the price of the underlying asset (4) Always equals the average of the purchase price and the price underlying asset
	is nothing but willingness of consumers to purchase products and services as per their taste, need and of course pocket. (1) Consumer behaviour (2) Consumer interest (3) Consumer attitude (4) Consumer perception
72. I in (1 (3)	Dhysiological influences
3. WI (1) (2)	hat elements constitute a brand? Name, design, style, words or symbols, singly or collectively the distinguish one product from another Design, style, or symbols, singly or collectively that distinguish or product from another
	Name, design, style, words or symbols that distinguish one prod from another
	Name, words or symbols, singly or collectively that distinguish product from another

Question No.	Questions		
74.	In marketing theory, ever contribution from the supply chain adds to the product:		
	(1) Values (2) Costs		
	(3) Convenience (4) Ingredients		
75.	The four unique elements to services include:		
	(1) Independence, intangibility, inventory, and inception		
	(2) Independence, increase, inventory, and intangibility		
	(3) Intangibility, inconsistency, inseparability, and inventory		
	(4) Intangibility, independence, inseparability, and inventory		
76.	A further 3Ps are incorporated into the marketing mix:		
	(1) Physical evidence, process and price		
	(2) Process, people and promotion		
	(3) Physical evidence, people and promotion		
	(4) Physical evidence, process and people		
77.	It has the aim of building long term mutually satisfying relations with key		
	parties, customers, suppliers, distributors in order to earn and retain		
	their long-term preference and business.		
	(1) Marketing Myopia (2) Relationship Marketing		
	(3) Product Marketing (4) Selling Concept		

Question No.	Questions	
78.	Using one brand name for several related produc	ts is known as which o
	the following:	
•	(1) Family branding	
	(2) Group branding	
	(3) Combination branding	
	(4) Premium branding	
79.	Magic Box Company wants to provide better c	ustomer service while
	trimming distribution costs through teamw	
	company and among all the marketing channel or	ganizations. Magic Bo
	is thinking of	
	(1) Disintermediation	
	(2) Integrated logistics management	
	(3) Customer relationship management	
	(4) Vendor-managed inventory	
80.	It up-holds the importance of customer in the whole	value creation process
	The D. A. R. T. highlights this aspect in a vivid ma	nner.
	(1) Contemporary Model	
	2) Conventional Model	
(B) Both	
(4	1) None of the above	
D/URS	S-EE-2022 (Management) Code-D (18)	

Question No.	Questions		
81.	Who is considered as the father of scientific management?		
	(1) Peter Drucker (2) F.W. Taylor		
	(3) Victor Vroom (4) Henry Fayol		
82.	The term "Gangplank" is associated with which of the Fayol's functions?		
	(1) Order		
	(2) Equity		
	(3) Unity of Direction		
	(4) Scalar Chain		
83.	Given below are two statements: One is labelled as Assertion (A) and the		
·	other is labelled as Reason (R)		
	Assertion (A): According to Herzberg, preventing or reducing		
•	dissatisfaction at work is not the same as providing satisfaction.		
	Reason (R): Under the 'two-factor theory', job satisfaction and		
	dissatisfaction are the two different aspects of work motivation.		
	In the light of the above statements, choose the correct answer from the		
	options given below:		
**************************************	(1) Both (A) and (R) are true and (R) is the correct explanation of (A)		
	(2) Both (A) and (R) are true but (R) is NOT the correct explanation of (A)		
	(3) (A) is true but (R) is false		
	(4) (A) is false but (R) is true		

uestion No.						
84.	Whi	ch of the following statement(s) is/are true in the context of paraphrasing?				
	I.	I. It is basically about stating in your own words, your understanding of				
		what has just been said.				
i weist	II.	It gives speaker an opportunity to find out what message he/she is				
		getting across to you.				
	Sel	ect the appropriate answer from the following:				
	(1)	Only I (2) Only II				
	(3)	Both I and II (4) Neither I or II				
85.		nich of the following is/are condition(s) for price discrimination of				
1	1.	educt?				
principal i	(a)					
		Firm must have some monopoly power				
	(a)	Firm must have some monopoly power				
	(a)	Firm must have some monopoly power Price elasticities of demand for the product in different market must differ				
	(a) (b)	Firm must have some monopoly power Price elasticities of demand for the product in different market must differ Market must be separable or able to be segmented				
	(a) (b)	Firm must have some monopoly power Price elasticities of demand for the product in different market must differ Market must be separable or able to be segmented Free entry and exit of firms				
	(a) (b) (c) (d)	Firm must have some monopoly power Price elasticities of demand for the product in different market must differ Market must be separable or able to be segmented Free entry and exit of firms (a) and (d) only				
	(a) (b) (c) (d) (1)	Firm must have some monopoly power Price elasticities of demand for the product in different market must differ Market must be separable or able to be segmented Free entry and exit of firms (a) and (d) only (b), (c) and (d) only				

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stion o.	Questions	william				
86.	When inflation is a result of an increase in the price of factors of					
	production, the result is					
	(1) Stagflation					
	(2) Cost-push inflation					
	(3) Demand-pull inflation					
	(4) None of the above					
87.	The combination of stagnation and inflation is known as	•				
	(1) Stagflation (2) Cost-push inflation					
	(3) Demand-pull inflation (4) None of the above					
88.	The four types of social responsibility include					
	(1) Legal, Philanthropic, Economic & Ethical					
	(2) Ethical, Moral, Social & Economic					
	(3) Philanthropic, Justice, Economic & Ethical					
	(4) Legal, Moral, Ethical & Economic					
89.	Moving along an indifference curve the :					
<u> </u>	(1) Consumers prefer some of the consumption points to	others				
	(2) Marginal rate of substitution for a good increase as					
10	good is consumed					
	C. L. ditution is constant					
		nother				
	(4) Consumers do not prefer one consumption point to a	Homer				

Question No.	Questions					
96.	All such demand curves where quantity demanded is totally unresponsive					
	to changes in price are called:					
	(1) Perfectly elastic demand curves					
	(2) Perfectly inelastic demand curves					
	(3) Unitary elastic demand curves					
	(4) None of the above					
91.	Which of the following is not the objective of WTO?					
	(1) To improve the standard of living of people of the member countries					
	(2) To enlarge production and trade of goods					
	(3) To protect environment					
	(4) To improve balance of payment situation of the member countries					
92.	IBRD also known as					
	(1) Exim Bank					
	(2) World Bank					
	(3) International Monetary Fund					
	(4) International Bank					
93.	In which of the following years the Bretton Woods agreement was					
	signed by the delegates from 44 nations which led to the establishment					
	of the IMF?					
	(1) 1940 (2) 1952					
	(3) 1944 (4) 1957					
PHD/U	RS-EE-2022 (Management) Code-D					
	(22)					

Questic No.	Questions
94.	Dumping refers to; (1) Reducing tariffs (2) Sale of goods abroad at a lower price, below cost and price in their home market (3) Buying goods at low prices abroad and selling at higher price locally (4) Expensive goods selling for low prices
95.	The Treaty of Rome was signed in the year
	(1) 1959 (2) 1957
be a	(3) 1956 (4) 1955
	Under an acceptance letter of credit, the responsibility of the issuing bank is: (1) Only to accept the bill (2) To pay against the bill (3) To accept the bill immediately and also to pay the amount of the bil on its due date (4) To get the acceptance of the importer on the bill
	A Decision Support System (DSS) is an application for information system that helps in (1) System Design (2) System Analysis (3) Decision Making (4) All of the mentioned above

(23)

Code-D

estion No.	Questions					
98.	Data in bytes size is called Big Data.					
	(1) Tera (2) Giga					
ទា រ	(3) Peta (4) Meta					
9.	Artificial Intelligence is about					
	(1) Playing a game on Computer					
	(2) Making a machine Intelligent					
	(3) Programming on Machine with your Own Intelligence					
	(4) Putting your intelligence in Machine					
). _ a p	supports knowledge discovery by finding hidden patterns and associations, constructing analytical models, performing classification and prediction.					
(1) Information Processing (2) Analytical Processing					
(3	3) Data mining					
+	(4) All of the above					
ż						
R - I						

Institute of Management Studies & Research, MDUniv. Answer Key PhD/URS in Management Date: 10.02.2022

Answer	Key PhD/URS		nent Date: 10	0.02.2022
Q. No.	Code A	Code B	Code C	Code D
1	В	С	С	В
2	D	В	Α	В
3	Α	С	D	D
4	С	В	В	С
5	D	С	D	D
6	В	Α	С	D
7	Α	Α	С	D
8	Α	С	С	D
9	D	Α	В	D
10	В	Α	С	В
11	В	Α	D	В
12	В	Α	D	Α
13	D	Α	D	D
14	С	В	D	Α
15	D	D	В	В
16	D	С	D	D
17	D	С	В	D
18	D	D	D	D
19	D	С	D	В
20	В	В	В	Α
21	D	В	В	С
22	D	Α	D	В
23	D	. D	Α	С
24	D	D	С	В
25	В	В	D	С
26	D	С	В	Α
27	В	Α	Α	Α
28	D	Α	Α	С
29	D	D	D	Α
30	В	Α	В	Α
31	В	В	D	Α
32	Α	В	В	Α
33	D	D	С	Α
34	D	С	В	В
35	В	D	В	D
36	С	D	С	С
37	Α	D	С	С
38	Α	D	С	D
39	D	D	В	С

Do Chil Satywan Barodo

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Do Bhron

Do Tidender

Kuma

			1	
40	Α	В	C	В
41	С	В	В	В
42	Α	Α	С	A
43	D	D	Α	D
44	В	Α	Α	D
45	D	В	С	В
46	С	D	D	С
47	С	D	В	Α
48	С	D	Α	Α
49	В	В	В	D
50	С	Α	Α	Α
51	Α	В	В	D
52	Α	С	Α	D
53	Α	Α	D	D
54	В	Α	D	D
55	D	С	В	В
56	С	D	С	D
57	С	В	Α	В
58	D	Α	Α	D
59	С	В	D	D
60	В	Α	Α	В
61	В	D	С	С
62	С	В	В	Α
63	Α	С	С	D
64	Α	В	В	В
65	С	В	С	D
66	D	С	Α	С
67	В	C C	A C	C C
68	Α	С	С	С
69	В	В	Α	В
70	Α	С	Α	С
71	С	С	В	В
72	В	Α	Α	С
73	С	D	D	Α
74	В	В	Α	Α
75	С	D	В	С
76	Α	С	D	D
77	Α	С	D	В
78	С	С	D	Α
79	Α	В	В	В
80	Α	С	A	A
81	D	D	В	В
		_	_	_

Single Names By 3 of 2)

82	В	D	В	D
83	С	D	D	Α
84	В	D	С	С
85	В	В	D	D
86	С	D	D	В
87	С	В	D	Α
88	С	D	D	Α
89	В	D	D	D
90	С	В	В	В
91	В	В	Α	D
92	Α	D	Α	В
93	D	Α	Α	С
94	Α	С	В	В
95	В	D	D	В
96	D	В	С	С
97	D	Α	С	С
98	D	Α	D	С
99	В	D	С	В
100	Α	В	В	С

Brif Solywan Borodo Do Sayey Nandel Do Lehwar mutter

5 DM