

THE MAHARAJA SAYAJIRAO UNIVERSITY OF BARODA, VADODARA

Ph. D. ENTRANCE TEST (PET) 2023

Signature of Invigilator

**Paper - II
Management**

Roll.
No.

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Maximum Marks: 50

No. Of Printed Pages: 8

Instruction for the Candidate:

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

Paper - II

Management

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

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| <p>01) A rightwards shift in supply curve indicates</p> <ul style="list-style-type: none">A) An increase in quality suppliedB) A decrease in supplyC) An increase in supplyD) None of the above <p>02) Managerial economics cannot be used to identify</p> <ul style="list-style-type: none">A) Microeconomic consequences of managerial behavior.B) How macroeconomic forces affect the organization.C) Goals of the organization.D) Ways to efficiently achieve the organization's goals. <p>03) The concept of indifference curve analysis was given scientific touch by</p> <ul style="list-style-type: none">A) Slutsky in 1915B) F. Y. Edgeworth in 1881C) Irving Fisher in 1982D) Alfred Marshall in 1921 <p>04) Put into chronological order on the basis of development:</p> <ul style="list-style-type: none">(1) Law of demand(2) Law of indifference(3) Law of diminishing marginal utility(4) Revealed preference curve(5) Indifference curve <ul style="list-style-type: none">A) 1 3 4 2 5B) 1 5 3 4 2C) 1 3 2 5 4D) 1 2 3 4 5 <p>05) Other things being equal, a decrease in the quantity supplied to the market at given prices leads to</p> <ul style="list-style-type: none">A) A higher price and a contraction of demandB) A lower price and a contraction of demandC) A higher price and an expansion of demandD) A lower price and an expansion of demand <p>06) One of the major framework that every individual will need to develop and accommodate throughout their working lives is</p> <ul style="list-style-type: none">A) Always work for others since this reduces stress.B) Recognize that a contingency approach is of minimum value.C) A continuous process of learning and skill building.D) Rely on traditional values since they have worked in the past. | <p>07) Engaging in work behavior and striving hard to perform well for the primary purpose of fulfilling one's own satisfaction, pride and happiness is called</p> <ul style="list-style-type: none">A) Social MotivationB) Intrinsic MotivationC) Extrinsic MotivationD) Esteem Motivation <p>08) "Leadership is the activity of influencing people to strive willingly for group objectives." This statement is given by</p> <ul style="list-style-type: none">A) George R. TerryB) Harris Thomas A.C) Davis, KeithD) Rensis Likert <p>09) The structure of an OB model includes three levels of analysis: individual, group, and organization systems. Issues that influence all three levels in various ways and thus affect behavioral dynamics are</p> <ul style="list-style-type: none">A) Change and stress.B) Organizational culture and commitment.C) Power and politics.D) Work design and technology. <p>10) You are working as an assistant to an OB specialist doing research on a project to determine relationships between certain variables and cause-effect situations. The specialist is attempting to determine when people are motivated by pay or salary and when they are motivated by recognition, support and encouragement. By examining the connection between rewards and incentives and motivation under various conditions, the specialist appears to be using which of the following approaches in research?</p> <ul style="list-style-type: none">A) Open-systems approachB) Contingency approachC) Human resources approachD) Observational approach <p>11) Sensitivity training is known as _____</p> <ul style="list-style-type: none">A) T group TrainingB) Operative trainingC) Problem solving TrainingD) In basket exercise <p>12) Who Said "collective bargaining is a model of fixing the term of employment by means of bargaining between an organized body of employers and employees and or association of employees usually acting through organized agent.</p> <ul style="list-style-type: none">A) Sydney and Beatrice WebbB) Robert HoxieC) John T. DunlopD) Samuel Gompers |
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- 13) Factors which have contributed to the slow progress of arbitration have identified by the National Commission on Labor as
- A) Absence of a simplified procedure to be followed in voluntary arbitration
 - B) Absence of recognized unions which could bind workers to common agreements
 - C) The fact that in law on appeal was competent against an arbitrator's award
 - D) All of the above
- 14) Assertion (A): Organizational policies set to achieve uniformity, economic, public relations benefits or other objectives that one sometimes unrelated to recruiting.
Reason (R): Promote from within policies are intended to give present employees the first opportunity for job openings.
- A) Assertion (A) and Reason (R) both are true
 - B) Assertion (A) is true, but Reason (R) is untrue
 - C) Assertion (A) is false, but Reason (R) is true
 - D) Assertion (A) is true
- 15) Which of the following are not Central Organization of Workers?
- (1) Indian, National Trade Union Congress
 - (2) Hind Mazdoor Sabha
 - (3) Bhartiya Mazdoor Sangh
 - (4) United Trade Union Congress
 - (5) SAFTA
 - (6) COSEFA
- A) 1, 4, 5 and 6
 - B) 2, 3, 4 and 6
 - C) 5 and 6 only
 - D) 1, 2, 3 and 5
- 16) Rising promotion costs and shrinking profit margins are the result of _____.
- A) Changing technology
 - B) Globalization
 - C) Deregulation
 - D) Heightened competition
- 17) Which one of the step is not included under the step of marketing programming process?
- A) Developing the marketing mix
 - B) Selection of market targets
 - C) Setting objectives
 - D) Market response
- 18) Marketing Environment Systems covers
- A) Marketing Information System
 - B) Monitoring and Control System
 - C) Marketing Planning System
 - D) All of the above
- 19) Marketing is the management function which organizes and directs all those activities involved in assessing and converting customer purchasing power into effective demand for specific product or service and in moving the product or service to the final consumer or use so as to active the _____ or other objective set by a company.
- A) Profit Target
 - B) Pricing
 - C) Sales Target
 - D) None of these
- 20) Many brick-and-click competitors became stronger contenders in the marketplace than the pure-click firms because they had a larger pool of resources to work with and _____.
- A) Better prices
 - B) Greater value
 - C) Well-established brand names
 - D) One-on-one communications
- 21) Most inventory models attempt to minimize
- A) The likelihood of a stock out
 - B) The number of items ordered
 - C) Total inventory based costs
 - D) The number of orders placed
- 22) Among the advantages of cycle counting is that it
- A) Does not need to be performed for less expensive items
 - B) Does not require the detailed inventory records necessary when annual physical inventory is used
 - C) Does not require highly trained people
 - D) Allows more rapid identification of errors and consequent remedial action than is possible with annual physical inventory
- 23) Which of the following would not generally be a motive for a firm to hold inventories?
- A) To decouple or separate parts of the production process
 - B) To provide a stock of goods that will provide a selection for customers
 - C) To take advantage of quantity discounts
 - D) To minimize holding costs
- 24) Which of the following is true regarding forward scheduling? Forward scheduling is the scheduling of
- A) The end items or finished products
 - B) Jobs as soon as the requirements are known
 - C) The start items or component parts
 - D) The final operation first beginning with the due date

- 25) General Electric Matrix is divided into how many cells
 A) 4
 B) 9
 C) 16
 D) 25
- 26) Which of the following is/are reasons of MIS failure?
 A) The management information system does not provide that information which is needed by the managers but it tends to provide the information generally the function calls for. The MIS becomes an impersonal system.
 B) The management information system is conceived as a data processing and not as an information processing system.
 C) The management information system is developed without streamlining the transaction processing systems in the organization.
 D) All of the above.
- 27) Correlation means
 A) The whole subject of correlation refers to that inter-relation between separate characters by which they tend, in some degree at least, to move together.
 B) That between two series or groups of data there exists some causational connections.
 C) Whenever some definite connections exist between the two or more groups, classes or series to data, there is said to be correlation.
 D) All of the above.
- 28) It is often more important to find out what the relation actually is, in order to estimate or product one variable and the statistical technique appropriate to such a case is called
 A) Regression analysis
 B) Average
 C) Correlation analysis
 D) Mean
- 29) For t-test the assumptions is
 A) Parent population is normal in nature
 B) Sample is not random in nature
 C) Population standard deviation is given
 D) Both the population have same variance
- 30) Standard error of mean computed by
 A) Standard deviation of the sample/ $\sqrt{\text{Sample size}}$
 B) $\text{Sample}/\sqrt{(N - 1)}$
 C) $N/\sqrt{(\sigma - 1)}$
 D) $(N - 1)/\sqrt{N}$
- 31) Which is the strategic disadvantage of Product Organization Structure?
 A) Results in duplication of equipment and personal
 B) Involves difficulty in allocating over-heads
 C) Result in inconsistent decisions from one department to another
 D) All of the above
- 32) The _____ answers the question "What do we want to become?" whereas _____ answers the question "What is our business?"
 A) Vision statement, mission statement
 B) Short-term objectives; long term objectives
 C) Objectives; strategies
 D) Mission vision
- 33) 'Reputation' in the context of an organization's resources can provide competitive advantage because
 A) It is difficult to copy
 B) It is based on word-of-mouth
 C) It is a threshold resource
 D) It is explicit
- 34) In the context of strategic management resources can be defined as
 A) The knowledge and skills within the organization
 B) Something that an organization owns, controls or has access to on a semi-permanent basis
 C) The physical assets of the organization
 D) None of the above
- 35) In the case where an organization acquires its supplier, this is an example of
 A) Horizontal integration
 B) Forwards vertical integration
 C) Backwards vertical integration
 D) None of the above
- 36) Degree of influence and control on other people is called
 A) Locus of control
 B) Locomotion of control
 C) Locust of control
 D) Loss of control
- 37) Which steps improve adverse balance of payment?
 A) Demonetization
 B) Over-valuation
 C) Devaluation
 D) None of these

- 38) Entrepreneurial experience becomes increasingly important as
- Work load increases
 - Complexity of venture increases
 - Complexity of work increases
 - None of the above.
- 39) Which are the balance points of Entrepreneurship?
- Means of social changes
 - Increase in employment opportunities
 - Optimum utilization of resources
 - All of the above
- 40) A patent is granted for a specified amount of time because of the assumption:
- That during this time firm will cover its development costs
 - That firm will earn a sufficient profit during this period
 - To limit the monopoly of the firm
 - That it will stimulate idea and development of a better product.
- 41) Which principle suggests that a businessman should be guided by the 'service motto' in all his acts and decisions?
- Principle of Esprit of Service
 - Principle of Expectations
 - Principle of Human Dignity
 - Principle of Autonomy
- 42) A firm is said to have good corporate social performance when
- Stockholders invest in socially responsible causes
 - Charitable deductions are automatically deducted from pay without the consent of employees
 - The company has not been convicted of ethical violations for five consecutive years
 - Stakeholders are satisfied with its level of social responsibility
- 43) Effective management of long-term cooperative relationship necessitates that managers recognize the
- Global importance of profit
 - Global impact of business competitiveness among large corporations
 - Global interdependence of economies and environments
 - Need to maximize profits in all economic settings
- 44) Milton Friedman stated his belief that 'there is only one social responsibility' for a company to use its resources to
- Give as much to charitable causes as possible
 - Ensure employment
 - Provide good facilities for workers
 - Increase profits so long as it stays within the rules of the game
- 45) Corporate social responsibility that extends beyond legal mandates can help meet societal expectations in the absence of
- Statutory devices
 - Social tool
 - Cost tool and Techniques
 - Science tool
- 46) Given that Current Liabilities total Rs. 20,000, the Current Ratio is 1.40, the value of Inventory total Rs. 15, 000, the value of the remaining current assets is Rs.:
- 13,000
 - 12,000
 - 14,000
 - None of the above.
- 47) The following is not a technique used in evaluating investment proposals:
- Net Present Value.
 - Payback period.
 - Internal Rate of Return.
 - Capital Asset Pricing Model.
- 48) I agree with the following:
- A low beta is an indicator of higher volatility of an equity share.
 - In leasing, the lessee is entitled to claim depreciation on the asset obtained on lease.
 - The higher the relevant yield, the lower will be the market price of a debenture.
 - A shortening of either the inventory turnover period or the receivables turnover period will cause the operating cycle to become longer.
- 49) Royal Leather Corporation (RLC) is expecting an inward remittance of US Dollars 200 million after three months as payment for footwear exports. To hedge the exchange risk, you would advise RLC to:
- Buy a 3-month forward contract on US Dollars.
 - Buy a 3-month put option on US Dollars.
 - Buy a 3-month call option on US Dollars.
 - Buy UK £ for an equivalent amount and invest them for 3 months.

50) If I expect a stock to go up, I will not:

- A) Buy puts on the stocks.
- B) Buy calls on the stock.
- C) Sell puts on the stock.
- D) None of the above.

Rough Work: