PUNJAB TECHNICAL UNIVERSITY JALANDHAR

Max. Marks: 90   **Time: 90 Mins.**

Entrance Test for Enrollment in Ph.D. Programme

Subject *(Engg./Arch./Pharm./Mgmt./Sciences)*   **MANAGEMENT**
Discipline / Branch   **MBA**
Name
Father's Name
Roll No.   Date : **10-07-2010**
Signature of Candidate
Signature of Invigilator

Q. 1 At the shut down point:
(a) $P = AVC$
(b) $TR + TVC$
(c) The total losses of the firm equal TFC
(d) All the above

Q. 2 OPEC is an example of the type of producer's organization known as:
(a) Marketing Board
(b) Producer's Cooperative
(c) Trust
(d) Cartel

Q. 3 Which is the first export processing zone declared as free trade in India:
(a) Santacruz
(b) Kandla
(c) Falta
(d) Noida

Q. 4 Which of the following pairs of the Administrative Thinkers have described the scientific management as the "Physiological Organisation Theory"?
(a) Simon and Argyris
(b) Simon and Likert
(c) March and Barnard
(d) March and Simon

Q. 5 To channelise the activities of the workers and to induce them to work is:
(a) Control
(b) Co-ordination
(c) Motivation
(d) None of them

Q. 6 Which of the following is not a component of the new issue market?
(a) Stock Exchange
(b) Unit Trust of India
(c) Financial Institutions like IFC, IDBI
(d) LIC

Q. 7 Which institution is known as 'Soft Loan Window' of World Bank?
(a) IFC
(b) IDA
(c) IMF
(d) Indian Development Forum

Q. 8 'A good environment is good business' who said:
(a) Dr M Singh
(b) Dr R Rajan
(c) Dr S S Rao
(d) Dr M S Swaminathan

Q. 9 What is BIS?

(a) Business Information System

(b) Business Industrial Sale

(c) Bureau of Indian Standard

(d) None of these

Q. 10 One who does too much work is called:

(a) A Rate Buster

(b) A Chiseller

(c) A Squealer

(d) None of these

Q. 11 The quality of information is measured by its:

(a) Accuracy

(b) Cost

(c) Degree of Statistical validity

(d) Timeliness

Q. 12 Product mix consist:

(a) 2P

(b) 6P

(c) 4P

(d) None of these

Q. 13 The terms speed boss, route clerks, etc. are used in relation to:

(a) Line organisation

(b) Line and staff organisation

(c) Functional organisation

(d) None of these

Q. 14 Consider the following elements in a feedback loop is:

(a) Identification of deviations

(b) Measurement of actual performance

(c) Actual performance

(d) Comparison of actual against standards

Q. 15 Michigan leadership studies are based on the following approach to the study of leadership:

(a) Trait approach

(b) Attitude criterion

(c) Behaviour approach

(d) Situational approach

Q. 16 Delphi technique uses:

(a) Mathematical models as input to the decision making process

(b) A panel of experts making a series of independent decisions

(c) A top down approach

(d) None of these

Q. 17 Microsoft Word is an example:

(a) An Operating System

(b) A Processing Device

(c) Application Software

(d) An input device

Q. 18 Where is your file save by default when works with any computer programme

(a) My computer

(b) My folder

(c) My shortcut

(d) My documents

Q. 19 If all values of a variable are multiplied by a given number, which one of the following shall not be affected:

(a) Mean

(b) Median

(c) Range

(d) Coefficient of variation

Q. 20 Which one of the following averages can be computed from a cumulative frequency curve?

(a) Geometric Mean

(b) Harmonic Mean

(c) Mode

(d) Median

Q. 21 Student's 't' distribution was discovered by:

(a) Karl Pearson

(b) Laplace

(c) Fisher

(d) Gosset

Q. 22 When coefficient of skewness is zero, the distribution is:

(a) J-shaped

(b) U-shaped

(c) Symmetrical

(d) L-shaped

Q. 23 The following equation indicates the relationship among average, median and mode:

(a) Mode = 3 median – 2 mean

(b) Mean = 2 mode – 3 median

(c) Median = 3 mean – 2 mode

(d) None of these

Q. 24 The points of intersection of the 'less than' and the 'more than' ogives correspond to:

(a) Mean

(b) Median

(c) Geometric Mean

(d) Mode

Q. 25 For a Poisson's distribution, when n = 200 and p = 0.02, the mean is:

(a) 20

(b) 40

(c) 4

(d) 10

Q. 26 The sum of squares of deviation of 20 observations from their mean is 720 and the mean is 60. The coefficient of variation is:

(a) 5 percent

(b) 10 percent

(c) 15 percent

(d) 20 percent

Q. 27 The coefficient of correlation between two series x and y is found to be 0.80. If all the values of x and y are reduced by 50 percent, the coefficient of correlation shall be:

(a) 0.80

(b) 0.40

(c) 0.60

(d) 0.20

Q. 28 The sum of squared deviation is the least when taken from:

(a) Mode

(b) Median

(c) Arithmetic mean

(d) Geometric mean

Q. 29 A researcher selects a probability sample of 100 out of the total population. It is:

(a) A cluster sample

(b) A random sample

(c) A stratified sample

(d) A systematic sample

Q. 30 Which of the following is a non-probability sample:

(a) Quota Sample

(b) Simple random sample

(c) Purposive sample

(d) (a) and (c) both

Q. 31 Field study is related to:

(a) Real life situations

(b) Experimental situations

(c) Laboratory situations

(d) None of the above

Q. 32 Independent variables are not manipulated in:

(a) Normative researches

(b) Ex-post facto researches

(c) Both of the above

(d) None of the above

Q. 33 Formulation of hypothesis may not be necessary in:

(a) Survey studies

(b) Fact finding (historical) studies

(c) Normative studies

(d) Experimental studies

Q. 34 Logic of induction is very close to:

(a) The logic of sampling

(b) The logic of observation

(c) The logic of the controlled variable

(d) None of the above

Q. 35 The probability of a head and a tail of tossing four coins simultaneously is:

(a) 1/8

(b) 1/16

(c) 1/4

(d) 1/64

Q. 36 The other name of independent variable for an experimental research is/are:

(a) Treatment variable

(b) Experimental variable

(c) Manipulated variable

(d) All of the above

Q. 37 The per capita income of India from 1950 to 1990 is four times. This study is:

(a) Social

(b) Horizontal

(c) Longitudinal

(d) Factorial

Q. 38 It is an example of negative correlation:

(a) An increase in population will lead to a shortage of food grain

(b) Poor intelligence means poor achievement in school

(c) Corruption in India is increasing

(d) Poor working condition retards output

Q. 39 Information on the consumption of materials for costing is available from:

(a) Job cards

(b) Material requisitions

(c) Inventory cards

(d) None of the above

Q. 40 In the engineering industry, the major component of production cost is:

(a) Labour

(b) Materials

(c) Overheads

(d) None of the above

Q. 41 Variance from standards may be the result of:

(a) Change of volume

(b) Change in efficiency

(c) Both (a) and (b)

(d) None of the above

Q. 42 Value engineering stresses upon:

(a) Profit maximisation

(b) Human relations

(c) Methods study

(d) Functional analysis

Q. 43 In a network, the activities on the critical path have:

(a) Minimum float

(b) Maximum float

(c) No consideration

(d) None of the above

Q. 44 Quantitative techniques are useful in:

(a) Decision making

(b) Profit maximisation

(c) Productivity improvement

(d) None of the above

Q. 45 Linear programming technique can be applied for:

(a) Minimisation of cost

(b) optimization of system

(c) Improving human relation

(d) None of the above

Q. 46 In a waiting line problem, the customer arrival is expected to follow:

(a) Erlang distribution

(b) Poisson distribution

(c) Normal distribution

(d) Lognormal distribution

Q. 47 The siumulation technique shall be useful, when:

(a) A precise solution is required

(b) Problems are complex

(c) Problems cannot be solved mathematically

(d) None of the above

Q. 48 Gantt chart is concerned with:
(a) Monitoring progress of job
(b) Wage payment system
(c) Job evaluation
(d) None of the above

Q. 49 Value analysis is concerned with:
(a) Evaluation of function
(b) Purchase of material
(c) Determining selling price
(d) None of above

Q. 50 VED Analysis is concerned with:
(a) Marketing function
(b) Material management
(c) Credit management
(d) None of these

Q. 51 One of the following is the target group for the marketing of internet banking:
(a) All the customers
(b) All the educated customers
(c) All the computer educated customers
(d) All of these

Q. 52 Innovation means:
(a) Product designing
(b) New ideas
(c) Impulse
(d) Both (a) and (b)

Q. 53 If done through……………. the rural marketing would be more effective.
(a) Fairs
(b) Village fairs
(c) Door to door campaign
(d) All of these

Q. 54 The networking becomes ……….. through networking
(a) Very difficult
(b) Dull
(c) Easy
(d) None of these

Q. 55 Consumer protection act was passed in the year:
(a) 1975
(b) 1949
(c) 1993
(d) 1986

Q. 56 Which activities are included in sales promotion:
(a) Reduction of the price
(b) Distribution of coupons
(c) Organising competition
(d) All of the above

Q. 57 Marketing involves:
(a) Generation of demand
(b) After sales service
(c) Both (a) and (b)
(d) None of the above

Q. 58 The money spent on advertising is considered as:
(a) Expense
(b) Investment
(c) Bad debts
(d) Liability

Q. 59 How many stages are there in the Product Life Cycle?
(a) 3
(b) 5
(c) 4
(d) None of the above

Q. 60 Banks consider deposits from public as:
(a) Assets
(b) Resources
(c) Liabilities
(d) None of these

Q. 61 In which type of decisions, the information system plays a critical role?

(a) Unprogrammed decisions

(b) Programmed decisions

(c) Experience decisions

(d) Top-level management decisions

Q. 62 Delegation of authority makes the size of the organisation:

(a) Smaller

(b) Larger

(c) Does not affect the size

(d) None of the above

Q. 63 Theory 'X' states that:

(a) Workers prefer to be directed

(b) Workers exercise self-direction and self-control

(c) Workers have inherent liking for work

(d) None of the above

Q. 64 The need-hierarchy theory of motivation is given by

(a) Maslow

(b) Herzberg

(c) Vroom

(d) McGregor

Q. 65 Theory on collective bargaining was given by:

(a) Dunlop

(b) Hicks

(c) Keynes

(d) Robbins

Q. 66 'Grapevine' is a term used in relation to:

(a) Formal communication

(b) Informal communication

(c) Both (a) and (b)

(d) None of the above

Q. 67 In Varoom's theory, motivation results from:

(a) Valence + Expectancy

(b) Valence × Expectancy

(c) Valence - Expectancy

(d) Valence ÷ Expectancy

Q. 68 According Fayol, activities in an organisation may be divided into _____ elements.

(a) 4

(b) 5

(c) 6

(d) 9

Q. 69 It is "the orderly arrangement of group effort, to provide unity, of action in pursuit of a common purpose." This statement refers to:

(a) Delegation

(b) Co-ordination

(c) Hierarchy

(d) None of the above

Q. 70 Hawthorne Experiments were carried out at:

(a) Honda Motor Co.

(b) General Motors

(c) Western Electric Co.

(d) Suzuki International

Q. 71 BC ROADS stands for:

(a) Ten Commandments of good organisation

(b) Urwick's ten principles of organisation

(c) Ten types of administration

(d) None of the above

Q. 72 "Increased output per unit of human effort through the use of right method, right tool and right procedures" refers to:

(a) Human relation approach

(b) Scientific management approach

(c) Classical theory

(d) Bureaucratic theory

Q. 73 Who coined the term 'POSDCORB'?

(a) L Urwick

(b) L Gullick

(c) L Urwick and L Gullick

(d) H Fayol

Q. 74 Who called hierarchy as 'Scalar Process'

(a) Mooney

(b) Mooney and Reilley

(c) H Fayol

(d) H Fayol and Reilley

Q. 75 'Span of control' also described as:

(a)   Span of attention

(b)   Span of subjugation

(c)   Span of authority

(d)   Span of co-ordination

Q. 76 Consideration is synonymous with

(a)   Task

(b)   Relations

(c)   Style

(d)   Attitude

Q. 77 Which of the following is not a typically used procedure to reduce the total number of employees:

(a)   Layoff

(b)   Terminations

(c)   Downturns

(d)   Early retirement inducements

Q. 78 Pay refers to:

(a)   The rewards that employees receive as a result of their employment

(b)   All the extrinsic rewards that employees receive

(c)   Only the base wage or salary that employees receive

(d)   The actual money that employees receive in exchange for their work

Q. 79 'Focus on social environment' is related to:

(a)   Unity of command

(b)   Human relations

(c)   Unity of direction

(d)   All of the above

Q. 80 Which of the following is known as borrow capital

(a)   Shares

(b)   Debentures

(c)   Equity shares

(d)   Preference shares

Q. 81 Registration of a Joint Stock company is:

(a)   Not compulsory

(b)   Optional

(c)   Compulsory

(d)   Voluntary

Q. 82 Inflation in India in recent years has been the type of:

(a)   Demand Pull

(b)   Cost Push

(c)   Demand Pull as well as Cost Push

(d)   None of these

Q. 83 Marginal Utility analysis assumes:

(a)   That utility can be measured

(b)   That utilily can not be measured

(c)   That utility is static

(d)   None of the above

Q. 84 In India the system of decimal coinage was introduced on:

(a)   15th August, 1947

(b)   26th January, !950

(c)   1st April, 1957

(d)   None of the above

Q. 85 The Reserve Bank of India, as the agent of the Government, issues treasurey bills at a:

(a)   Dicount

(b)   Premium

(c)   Both (a) and (b)

(d)   None of these

Q. 86 The gap between two Annual General Meetings of a company shall not exceed:

(a)   12 months

(b)   15 months

(c)   18 months

(d)   none of the above

Q. 87 Which of the following statements is true?

(a)   A bull believes in buying at the sight of

        minimum profit

(b)   A bear is normally a buyer in the market

(c)   An aggressive investor is more of a bull than a

        bear

(d)   None of the above

Q. 88 What is SWOT analysis

(a)   Strengths, Weaknesses, Opportunities and

        Threats

(b)   Suitable wife of Tarzan

(c)   Sweet work of tropicals

(d)   None of the above

Q. 89 Shares of a company are:

(a)   Transferable

(b)   Not transferable

(c)   Depends upon the agreement between share

        holders

(d)   None of the above

Q. 90 Life Insurance Corporation is a

(a)   Government company

(b)   Statutory company

(c)   Public company

(d)   Private company