

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

A

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

SET-Y

SUBJECT : Management

10385

Sr. No.

Time : 1¼ Hours

Max. Marks : 100

Total Questions : 100

Roll No. (in figures) _____ (in words) _____

Name _____ Father's Name _____

Mother's Name _____ Date of Examination _____

(Signature of the Candidate)

(Signature of the Invigilator)

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

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

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

9. A decision made before the occurrence of an external or internal change is called a decision.
(1) Reactive (2) Proactive (3) Intuitive (4) Systematic
10. Problems are usually of the following type(s) :
(1) Crisis problems
(2) Routine problems
(3) Problems of failing to take advantage of opportunities
(4) All of the above
11. The concept that a manager's freedom to make totally rational decisions is restricted by internal and external environmental factors and by the manager's own characteristics and decision-making ability is called :
(1) Bounded rationality, (2) Values
(3) Objective rationality (4) (1) & (2) above
12. Several studies have examined the effect of selected personality variables on the decision making process. These studies generally have focused on variables.
(1) Personality (2) Situational (3) Interactional (4) All of the above
13. A group brought together from different functions and levels of an organization to consider ways in which the organization's activities could be improved is called :
(1) Quality team (2) Process improvement team
(3) Task team (4) Unit team
14. Which of the following is *not* an attribute of useful information ?
(1) Accessible (2) Timely (3) Relevant (4) None of the above
15. According to the Five Factor model, 'extraversion' as a personality type is characterized by what type of people ?
(1) Good natured (2) Calm and self-confident
(3) Sensitive and curious (4) Assertive and sociable
16. What does situational theory of leadership emphasize ?
(1) Personality traits (2) Events
(3) Environment (4) Political situation

A

17. What do you call a style of leadership that takes account of others' views, opinions and ideas ?
 (1) Laissez-faire (2) People-oriented
 (3) Democratic (4) Autocratic
18. What is the term for power derived from status or position in an organization ?
 (1) Referent (2) Expert (3) Reward (4) Legitimate
19. The primary stakeholders are :
 (1) Customers (2) Suppliers (3) Shareholders (4) Creditors
20. The corporate governance structure of a company reflects the individual companies' :
 (1) Cultural and economic system (2) Legal and business system
 (3) Social and regulatory system (4) All of the above
21. The primary purpose of providing employees with feedback during a performance appraisal is to motivate employees to :
 (1) Apply for managerial positions
 (2) Remove any performance deficiencies
 (3) Revise their performance standards
 (4) Enroll in work-related training programs
22. "Hawthorne experiment" which was a real beginning of applied research in OB was Conducted by :
 (1) Elton Mayo (2) Henry Fayol (3) F. W. Taylor (4) Max Weber
23. A Study of human behavior in organizational setting is :
 (1) Individual Behaviour (2) Group Behaviour
 (3) Organisational Behaviour (4) Personal Behaviour
24. Organizations that strive to meet the ethical and legal standards and then seek to promote social welfare are judged to be
 (1) Darwinian (2) Socially Responsible
 (3) Self- service Opportunists (4) Enlightened
25. Identify the managerial function out of the following functions of HR managers.
 (1) Procurement (2) Development
 (3) Organizing (4) Performance appraisal

33. Which of the following is *not* among the rationales for work-life balance legislation :
- (1) Correcting gender imbalance
 - (2) Reconciling career and family life
 - (3) Encouraging marriage
 - (4) Discouraging exploitation through downward wage pressure and upward working hour pressure
34. What is the most significant obstacle to realizing a true work-life balance for most people in society ?
- (1) The long-hours culture
 - (2) Gender imbalance
 - (3) Caring responsibilities
 - (4) Employer exploitation
35. The country where the headquarters of a multinational company is located is known as :
- (1) Home Country
 - (2) Host Country
 - (3) Third Country
 - (4) Guest Country
36. When an international firm follows a strategy of choosing only from the nationals of the parent country, it is called :
- (1) Polycentric approach
 - (2) Geocentric approach
 - (3) Ethnocentric approach
 - (4) None of the above
37. When the firms adopt a strategy of limiting recruitment to there nationals of the host country where the branch is located, it is called :
- (1) Polycentric approach
 - (2) Geocentric approach
 - (3) Ethnocentric approach
 - (4) None of the above
38. Which of the following shows the process of creating something new ?
- (1) Business Model
 - (2) Modeling
 - (3) Creative Flexibility
 - (4) Innovation
39. A Corporate manager who starts a new initiative for their company which entails setting up a new business unit and board of directors can be regarded as :
- (1) Ecopreneur
 - (2) Technopreneur
 - (3) Intrapreneur
 - (4) Social Entrepreneur
40. EDP (Entrepreneur Development Programme) is required to help :
- (1) Existing Entrepreneurs
 - (2) First Generation Entrepreneurs
 - (3) Future Entrepreneurs
 - (4) New Entrepreneurs

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

50. In India, which organizations take care of the agricultural and rural development credit schemes ?
 (1) IDBI (2) NABARD (3) ICAR (4) FCI
51. is a subject oriented, integrated, time-variant, nonvolatile collection of data support of management decisions.
 (1) Data Mining (2) Data Warehousing
 (3) Web Mining (4) Text Mining
52. Expression for DSS in DW is :
 (1) Decision Support System (2) Decision Single System
 (3) Data Storage System (4) Data Support System
53. predicts future trends & behaviors, allowing business managers to make proactive, knowledge-driven decisions.
 (1) Data Warehouse (2) Data Mining
 (3) Data Marts (4) Metadata
54. Which of the following is *not* a technology driver for an information system ?
 (1) Enterprise applications (2) Object technologies
 (3) Knowledge asset management (4) Collaborative technologies
55. The application of information to scan an organization's environment is :
 (1) Eternal communication (2) Information overload
 (3) Sensing (4) Internal communication
56. To improve the performance of a business process, which of the following is most relevant ?
 (1) Input (2) Processing
 (3) Control and feedback (4) All of the above
57. When did the World Trade Organization come into effect ?
 (1) March 6, 1996 (2) April 8, 1994
 (3) February 5, 1994 (4) January 1, 1995
58. Along with the World Bank and WTO is the third economic pillar of world-wide dimensions.
 (1) International Economic Association (IEA)
 (2) International Control and Feedback Monetary Fund (IMF)
 (3) International Development Bank (IDB)
 (4) International Funding Organization

59. Which trade theory holds that nations can increase their economic well being by specializing in the production of goods they produce more efficiently than anyone else :
- (1) Factor endowment theory
 - (2) The theory of absolute cost advantage
 - (3) The theory of comparative advantage
 - (4) International product line theory
60. Which of the following holds that a Government can improve the economic well being of a country by encouraging exports and discouraging imports without a reliance on precious metals ?
- (1) The Leontief paradox
 - (2) Quotas
 - (3) Neo-mercantilism
 - (4) Mercantilism
61. The scatter in a series of values about the average is called :
- (1) Central tendency
 - (2) Dispersion
 - (3) Skewness
 - (4) Symmetry
62. The measures of dispersion can never be :
- (1) Positive
 - (2) Zero
 - (3) Negative
 - (4) Equal to 2
63. The total of all the observations divided by the number of observations is called :
- (1) Arithmetic mean
 - (2) Geometric mean
 - (3) Median
 - (4) Harmonic mean
64. The population mean μ is called :
- (1) Discrete variable
 - (2) Continuous variable
 - (3) Parameter
 - (4) Sampling unit
65. Parametric test, unlike the non-parametric tests, make certain assumptions about :
- (1) The population size
 - (2) The underlying distribution
 - (3) The sample size
 - (4) Sampling plan
66. A statement developed for the purpose of testing is called ?
- (1) Hypothesis
 - (2) Hypothesis testing
 - (3) Level of significance
 - (4) Test statistic
67. The alternative hypothesis is also called :
- (1) Null Hypothesis
 - (2) Statistical Hypothesis
 - (3) Research Hypothesis
 - (4) Sample Hypothesis

68. The probability of rejecting the null hypothesis when it is true is called :
- (1) Level of confidence (2) Level of significance
(3) Power of the test (4) Difficult to tell
69. Which of the following is the first step in making a correct location choice ?
- (1) Develop location alternatives
(2) Decide the criteria for evaluating location alternatives
(3) Evaluate the alternatives
(4) Make a decision and select the location
70. Which of the following does *not* cause to production delay ?
- (1) Shortage of space (2) Long distance movement of materials
(3) Spoiled work (4) Minimum material handling
71. What is the term for a market that is defined by specific characteristics ?
- (1) Market niche (2) Market division
(3) Market characteristic (4) Market segment
72. CRM stands for :
- (1) Consumer Relations Management
(2) Customer Relationship Marketing
(3) Customer Relationship Management
(4) Consumer Returns Management
73. buy mostly from producers and sell mostly to retailers and industrial consumers.
- (1) Wholesalers (2) Discount stores (3) Mega retailers (4) Independents
74. Includes all the activities involved in selling products or services directly to final consumers for their personal, non business use :
- (1) Retailing (2) Brokering (3) Wholesaling (4) Franchising
75. Strategy developed by visionary chief executive in of strategic management.
- (1) Planning mode (2) Adaptive mode
(3) Strategic mode (4) Entrepreneurial mode
76. Stability strategy is a strategy.
- (1) Corporate Level (2) Business Level
(3) Functional Level (4) Strategic Level

77. Strategic fit can be defined as :
- (1) Developing strategies based on opportunities and threats in the external environment.
 - (2) Forecasting opportunities and threats in the external environment.
 - (3) Reacting to strategic opportunities and threats in the external environment.
 - (4) Matching the resources and activities of a firm to the external environment.
78. PEST analysis is a :
- (1) Broad framework to help managers understand the environment in which their business operates.
 - (2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company.
 - (3) Checklist for forecasting political, economic, strategic or technological factors.
 - (4) Framework for strategic analysis of internal and external environment.
79. Which of the following is *not* an example of a political risk ?
- | | |
|----------------------------|------------------------|
| (1) Government regulations | (2) Cost of production |
| (3) War | (4) Civil unrest |
80. Technology scanning refers to :
- (1) Strategies of multinational firms based on technologies.
 - (2) Locating a firm's research centers in countries or regions where relevant cutting-edge research is pursued.
 - (3) A framework for strategic planning in the knowledge economy.
 - (4) The process of identifying technologies in the external business environment.
81. Michael Porter has argued that :
- (1) The logic of old economy strategies remains the same for internet-based companies.
 - (2) The internet did not bring new types of products/services or large efficiency.
 - (3) The internet does not matter to global competition.
 - (4) The internet does not help to improve company operations.
82. The Diamond Model assumes that :
- (1) Multinational firms must develop global strategies based only on home demand conditions.
 - (2) Multinational firms must pay less attention to global consumers than domestic consumers.
 - (3) The national home base of a firm must be the biggest market for a multinational firm.
 - (4) The national home base of a firm plays a key role in shaping that firm's competitive advantage in global markets.

83. What is the purpose of the CAGE framework ?
- (1) The CAGE framework investigates to what extent home demand, home factor conditions and domestic rivalry are important to multinational firms.
 - (2) The CAGE framework analyses bilateral differences and commonalities between two countries.
 - (3) The CAGE framework is a broad framework to help managers understand the environment in which their business operates.
 - (4) The CAGE framework a checklist for forecasting political, economic, strategic or technological factors.
84. Which of the following statements is *false* ?
- (1) Bond prices remain fixed over time
 - (2) A bond issuer must pay periodic interest
 - (3) Bonds carry no corporate ownership privileges
 - (4) A bond is a financial contract
85. Which of the following types of assets is least risky ?
- (1) Short-term corporate bonds
 - (2) Stocks
 - (3) Options and futures
 - (4) Long-term corporate bonds
86. Financial assets are also called :
- (1) Physical assets
 - (2) Securities
 - (3) Tangible Assets
 - (4) Real Assets
87. Two alternative expected returns are compared with help of :
- (1) Coefficient of variation
 - (2) Coefficient of deviation
 - (3) Coefficient of standard
 - (4) Coefficient of return
88. Analysis of decision making of investors and managers is classified as :
- (1) Riskier finance
 - (2) Behavioral finance
 - (3) Premium finance
 - (4) Buying finance
89. Accounting cycle does *not* include :
- (1) Recording
 - (2) Decision Making
 - (3) Classification
 - (4) Interpreting
90. Going concern may be defined best as :
- (1) This concept provides the basis for the formation of the accounting equation.
 - (2) This concept refuses allocation of cost on different accounting periods.
 - (3) This concept discusses the issue of the realization of profit.
 - (4) This concept assumes that business will operate for a long period and will not be dissolved in near future.

91. Under which of the following legislations there is a provision called 'Protected Workmen' ?
(1) Trade Union Act, 1926
(2) Industrial Employment (Standing orders) Act, 1946
(3) Factories Act, 1948
(4) Industrial Disputes Act, 1947
92. 'First come last go and last come first go' is the principle of :
(1) Lay-off (2) Closure (3) Retrenchment (4) Dismissal
93. Job evaluation tries to make a systematic comparison between :
(1) Workers (2) Jobs (3) Machines (4) Departments
94. The following is not a job evaluation method :
(1) Factor Comparison Method (2) Point Method
(3) Ranking Method (4) Assessment Method
95. The following is *not* part of lower level management :
(1) Worker (2) Foreman (3) Supervisor (4) Inspector
96. The following is *not* a on the job training method :
(1) Under Studies (2) Foreman
(3) Management By Objectives (MBO) (4) Case Study Method
97. What is *not* one of the layers of cultural influence ?
(1) Social (2) Business (3) Organizational (4) Company
98. What is a paradigm ?
(1) A theoretical assumption (2) An illustration
(3) Theoretical model (4) An example serving as a model
99. What type of organizational culture is most likely to deliver stability and efficiency ?
(1) Task culture (2) Role culture (3) Power culture (4) People culture
100. Power distance in national cultures is a characteristic of a model by which writer ?
(1) Geert Hofstede (2) David Yip
(3) Tony Purdie (4) Michael Porter

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

D

SET-Y

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

SUBJECT : Management

10384

Sr. No.

Time : 1¼ Hours

Max. Marks : 100

Total Questions : 100

Roll No. (in figures) _____ (in words) _____

Name _____ Father's Name _____

Mother's Name _____ Date of Examination _____

(Signature of the Candidate)

(Signature of the Invigilator)

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

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

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

1. The concept that a manager's freedom to make totally rational decisions is restricted by internal and external environmental factors and by the manager's own characteristics and decision-making ability is called :
(1) Bounded rationality (2) Values
(3) Objective rationality (4) (1) & (2) above
2. Several studies have examined the effect of selected personality variables on the decision making process. These studies generally have focused on variables.
(1) Personality (2) Situational (3) Interactional (4) All of the above
3. A group brought together from different functions and levels of an organization to consider ways in which the organization's activities could be improved is called :
(1) Quality team (2) Process improvement team
(3) Task team (4) Unit team
4. Which of the following is *not* an attribute of useful information ?
(1) Accessible (2) Timely (3) Relevant (4) None of the above
5. According to the Five Factor model, 'extraversion' as a personality type is characterized by what type of people ?
(1) Good natured (2) Calm and self-confident
(3) Sensitive and curious (4) Assertive and sociable
6. What does situational theory of leadership emphasize ?
(1) Personality traits (2) Events
(3) Environment (4) Political situation
7. What do you call a style of leadership that takes account of others' views, opinions and ideas ?
(1) Laissez-faire (2) People-oriented
(3) Democratic (4) Autocratic
8. What is the term for power derived from status or position in an organization ?
(1) Referent (2) Expert (3) Reward (4) Legitimate
9. The primary stakeholders are :
(1) Customers (2) Suppliers (3) Shareholders (4) Creditors
10. The corporate governance structure of a company reflects the individual companies' :
(1) Cultural and economic system (2) Legal and business system
(3) Social and regulatory system (4) All of the above

11. Under which of the following legislations there is a provision called 'Protected Workmen' ?
 (1) Trade Union Act, 1926
 (2) Industrial Employment (Standing orders) Act, 1946
 (3) Factories Act, 1948
 (4) Industrial Disputes Act, 1947
12. 'First come last go and last come first go' is the principle of :
 (1) Lay-off (2) Closure (3) Retrenchment (4) Dismissal
13. Job evaluation tries to make a systematic comparison between :
 (1) Workers (2) Jobs (3) Machines (4) Departments
14. The following is not a job evaluation method :
 (1) Factor Comparison Method (2) Point Method
 (3) Ranking Method (4) Assessment Method
15. The following is *not* part of lower level management :
 (1) Worker (2) Foreman (3) Supervisor (4) Inspector
16. The following is *not* a on the job training method :
 (1) Under Studies (2) Foreman
 (3) Management By Objectives (MBO) (4) Case Study Method
17. What is *not* one of the layers of cultural influence ?
 (1) Social (2) Business (3) Organizational (4) Company
18. What is a paradigm ?
 (1) A theoretical assumption (2) An illustration
 (3) Theoretical model (4) An example serving as a model
19. What type of organizational culture is most likely to deliver stability and efficiency ?
 (1) Task culture (2) Role culture (3) Power culture (4) People culture
20. Power distance in national cultures is a characteristic of a model by which writer ?
 (1) Geert Hofstede (2) David Yip (3) Tony Purdie (4) Michael Porter
21. What is the term for a market that is defined by specific characteristics ?
 (1) Market niche (2) Market division
 (3) Market characteristic (4) Market segment

D

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

30. Technology scanning refers to :
- (1) Strategies of multinational firms based on technologies.
 - (2) Locating a firm's research centers in countries or regions where relevant cutting-edge research is pursued.
 - (3) A framework for strategic planning in the knowledge economy.
 - (4) The process of identifying technologies in the external business environment.
31. is a subject oriented, integrated, time-variant, nonvolatile collection of data support of management decisions.
- (1) Data Mining
 - (2) Data Warehousing
 - (3) Web Mining
 - (4) Text Mining
32. Expression for DSS in DW is :
- (1) Decision Support System
 - (2) Decision Single System
 - (3) Data Storage System
 - (4) Data Support System
33. predicts future trends & behaviors, allowing business managers to make proactive, knowledge-driven decisions.
- (1) Data Warehouse
 - (2) Data Mining
 - (3) Data Marts
 - (4) Metadata
34. Which of the following is *not* a technology driver for an information system ?
- (1) Enterprise applications
 - (2) Object technologies
 - (3) Knowledge asset management
 - (4) Collaborative technologies
35. The application of information to scan an organization's environment is :
- (1) External communication
 - (2) Information overload
 - (3) Sensing
 - (4) Internal communication
36. To improve the performance of a business process, which of the following is most relevant ?
- (1) Input
 - (2) Processing
 - (3) Control and feedback
 - (4) All of the above
37. When did the World Trade Organization come into effect ?
- (1) March 6, 1996
 - (2) April 8, 1994
 - (3) February 5, 1994
 - (4) January 1, 1995

38. Along with the World Bank and WTO is the third economic pillar of world-wide dimensions.
- (1) International Economic Association (IEA)
 - (2) International Control and Feedback Monetary Fund (IMF)
 - (3) International Development Bank (IDB)
 - (4) International Funding Organization
39. Which trade theory holds that nations can increase their economic well being by specializing in the production of goods they produce more efficiently than anyone else :
- (1) Factor endowment theory
 - (2) The theory of absolute cost advantage
 - (3) The theory of comparative advantage
 - (4) International product line theory
40. Which of the following holds that a Government can improve the economic well being of a country by encouraging exports and discouraging imports without a reliance on precious metals ?
- (1) The Leontief paradox
 - (2) Quotas
 - (3) Neo-mercantilism
 - (4) Mercantilism
41. OD was founded on the belief that using behavioral science methods to increase collaborative problem solving would increase :
- (1) Organizational Effectiveness
 - (2) Organizational Turnover
 - (3) Organizational Reputation
 - (4) All of the above
42. MBO programme generally consists of :
- (1) Four Stages
 - (2) Five Stages
 - (3) Six Stages
 - (4) Seven Stages
43. Which of the following is *not* among the rationales for work-life balance legislation :
- (1) Correcting gender imbalance
 - (2) Reconciling career and family life
 - (3) Encouraging marriage
 - (4) Discouraging exploitation through downward wage pressure and upward working hour pressure
44. What is the most significant obstacle to realizing a true work-life balance for most people in society ?
- (1) The long-hours culture
 - (2) Gender imbalance
 - (3) Caring responsibilities
 - (4) Employer exploitation

45. The country where the headquarters of a multinational company is located is known as :
 (1) Home Country (2) Host Country (3) Third Country (4) Guest Country
46. When an international firm follows a strategy of choosing only from the nationals of the parent country, it is called :
 (1) Polycentric approach (2) Geocentric approach
 (3) Ethnocentric approach (4) None of the above
47. When the firms adopt a strategy of limiting recruitment to there nationals of the host country where the branch is located, it is called :
 (1) Polycentric approach (2) Geocentric approach
 (3) Ethnocentric approach (4) None of the above
48. Which of the following shows the process of creating something new ?
 (1) Business Model (2) Modeling
 (3) Creative Flexibility (4) Innovation
49. A Corporate manager who starts a new initiative for their company which entails setting up a new business unit and board of directors can be regarded as :
 (1) Ecopreneur (2) Technopreneur
 (3) Intrapreneur (4) Social Entrepreneur
50. EDP (Entrepreneur Development Programme) is required to help :
 (1) Existing Entrepreneurs (2) First Generation Entrepreneurs
 (3) Future Entrepreneurs (4) New Entrepreneurs
51. The primary purpose of providing employees with feedback during a performance appraisal is to motivate employees to :
 (1) Apply for managerial positions
 (2) Remove any performance deficiencies
 (3) Revise their performance standards
 (4) Enroll in work-related training programs
52. "Hawthorne experiment" which was a real beginning of applied research in OB was Conducted by :
 (1) Elton Mayo (2) Henry Fayol (3) F. W. Taylor (4) Max Weber
53. A Study of human behavior in organizational setting is :
 (1) Individual Behaviour (2) Group Behaviour
 (3) Organisational Behaviour (4) Personal Behaviour

D

54. Organizations that strive to meet the ethical and legal standards and then seek to promote social welfare are judged to be
- (1) Darwinian (2) Socially Responsible
(3) Self- service Opportunists (4) Enlightened
55. Identify the managerial function out of the following functions of HR managers.
- (1) Procurement (2) Development
(3) Organizing (4) Performance appraisal
56. Which of the following is an example of operative function of HR managers ?
- (1) Planning (2) Organising (3) Procurement (4) Controlling
57. The balanced scorecard proposes that organisational success depends on :
- (1) Focus on only the internal environment of the organization
(2) Constantly changing external environment
(3) The belief that it is impossible to take a rationalist view of the organisation to make optimal choices
(4) An ability to develop a complete list of cause and effect relationships driving a firm's success
58. When designing an actual appraisal method, the two basic considerations are :
- (1) Who should measure and when to measure
(2) When to measure and what to measure
(3) What to measure and who should measure
(4) What to measure and how to measure
59. Which of the following is the easiest and most popular technique for appraising employee performance ?
- (1) Alternation ranking (2) Graphic rating scale
(3) Likert (4) MBO
60. Quality circle is basically an idea based on :
- (1) American Synthesis on Japanese Idea
(2) Japanese Synthesis of American Idea
(3) German Synthesis on Japanese Idea
(4) American Synthesis on German Idea

61. Why should an entrepreneur do a feasibility study for starting a new venture ?
(1) To identify possible success of funds
(2) To check the possible barriers to success
(3) To estimate the expected sales
(4) To explore potential customers
62. Which one of the following is the next stage to the concept stage of product planning and development process ?
(1) Idea Stage (2) Product Development
(3) Product Planning Stage (4) Test Marketing Stage
63. What is the process by which individuals pursue opportunities without regard to resources they currently control ?
(1) Startup Management (2) Entrepreneurship
(3) Financial Analysis (4) Feasibility Planning
64. An individual who takes initiative to start up a new venture is termed as :
(1) A Leader (2) A Manager
(3) A Professional (4) An Entrepreneur
65. Which could provide an individual with the motivation to start a new business venture ?
(1) The financial rewards (2) A desire to be independent
(3) Risk taking (4) All of the above
66. A Large investment is made in fixed assets, the project will be termed as :
(1) Capital Intensive (2) Labour Intensive
(3) Product Intensive (4) Market Intensive
67. What is *not* a mechanism that contributes to the success of micro-credits ?
(1) Collateral (2) Dynamic Incentive
(3) Peer Monitoring (4) Dynamic Repayment Schedules
68. What does the microfinance model *not* predict ?
(1) A decrease in interest rates when repayment is regular and in time
(2) Homogenous risk groups
(3) Self-selection of the best borrowers
(4) None of the above
69. Loans to poor people by banks have many limitations including lack of security and high operating cost. So to help them which type of finance system developed ?
(1) Poonzi Schemes (2) Micro Finance
(3) Money Laundering Scheme (4) Self Financing Scheme

70. In India, which organizations take care of the agricultural and rural development credit schemes ?
(1) IDBI (2) NABARD (3) ICAR (4) FCI
71. The scatter in a series of values about the average is called :
(1) Central tendency (2) Dispersion
(3) Skewness (4) Symmetry
72. The measures of dispersion can never be :
(1) Positive (2) Zero (3) Negative (4) Equal to 2
73. The total of all the observations divided by the number of observations is called :
(1) Arithmetic mean (2) Geometric mean
(3) Median (4) Harmonic mean
74. The population mean μ is called :
(1) Discrete variable (2) Continuous variable
(3) Parameter (4) Sampling unit
75. Parametric test, unlike the non-parametric tests, make certain assumptions about :
(1) The population size (2) The underlying distribution
(3) The sample size (4) Sampling plan
76. A statement developed for the purpose of testing is called ?
(1) Hypothesis (2) Hypothesis testing
(3) Level of significance (4) Test statistic
77. The alternative hypothesis is also called :
(1) Null Hypothesis (2) Statistical Hypothesis
(3) Research Hypothesis (4) Sample Hypothesis
78. The probability of rejecting the null hypothesis when it is true is called :
(1) Level of confidence (2) Level of significance
(3) Power of the test (4) Difficult to tell
79. Which of the following is the first step in making a correct location choice ?
(1) Develop location alternatives
(2) Decide the criteria for evaluating location alternatives
(3) Evaluate the alternatives
(4) Make a decision and select the location

80. Which of the following does *not* cause to production delay ?
 (1) Shortage of space (2) Long distance movement of materials
 (3) Spoiled work (4) Minimum material handling
81. In what order do managers typically perform the managerial functions ?
 (1) Organizing, planning, controlling, leading
 (2) Organizing, leading, planning, controlling
 (3) Planning, organizing, leading, controlling
 (4) Planning, organizing, controlling, leading
82. At what level of an organization does a corporate manager operate ?
 (1) Functional (2) Operational
 (3) Middle level (4) Top level
83. What is the guiding principle behind New Public Management ?
 (1) Profit maximization
 (2) Introducing private sector business principles into the public sector
 (3) Replacing public management with private sector management
 (4) Restructuring public organizations
84. Which one is *not* a recognized key skill of management ?
 (1) Conceptual skills (2) Human skills
 (3) Technical skills (4) Writing skills
85. What is a social enterprise concerned with ?
 (1) Profit maximization
 (2) Maximizing market share
 (3) Providing public service
 (4) Running a business to create social benefits
86. Horizontal communication takes place between
 (1) Superior to subordinate (2) Subordinate to superior
 (3) Employees with the same status (4) Among the board Members
87. Appeals and representations are used in communication.
 (1) Horizontal (2) Upward
 (3) Grapevine (4) Downwards

D

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

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

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

B

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

SET-Y

10386

SUBJECT : Management

Sr. No.

Time : 1¼ Hours

Max. Marks : 100

Total Questions : 100

Roll No. (in figures) _____ (In words) _____

Name _____ Father's Name _____

Mother's Name _____ Date of Examination _____

(Signature of the Candidate)

(Signature of the Invigilator)

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

- 1. All questions are compulsory.**
- The candidates **must return** the question booklet as well as OMR Answer-Sheet to the Invigilator concerned before leaving the Examination Hall, failing which a case of use of 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 & D code will be got uploaded on the University website after the conduct of Entrance Examination. In case there is any discrepancy in the Question Booklet/Answer Key, the same may be brought to the notice of the Controller of Examination in writing/through E.Mail within 24 hours of uploading the same on the University Website. Thereafter, no complaint in any case, will be considered.
- The candidate **must not** do any rough work or writing in the OMR Answer-Sheet. Rough work, if any, may be done in the question booklet itself. Answers **must not** be ticked in the question booklet.
- 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-Sheet.
- Before answering the questions, the candidates should ensure that they have been supplied correct and complete booklet. Complaints, if any, regarding misprinting etc. will not be entertained 30 minutes after starting of the examination.**

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

1. What is the term for a market that is defined by specific characteristics ?
 - (1) Market niche
 - (2) Market division
 - (3) Market characteristic
 - (4) Market segment
2. CRM stands for :
 - (1) Consumer Relations Management
 - (2) Customer Relationship Marketing
 - (3) Customer Relationship Management
 - (4) Consumer Returns Management
3. buy mostly from producers and sell mostly to retailers and industrial consumers.
 - (1) Wholesalers
 - (2) Discount stores
 - (3) Mega retailers
 - (4) Independents
4. Includes all the activities involved in selling products or services directly to final consumers for their personal, non business use :
 - (1) Retailing
 - (2) Brokering
 - (3) Wholesaling
 - (4) Franchising
5. Strategy developed by visionary chief executive in of strategic management.
 - (1) Planning mode
 - (2) Adaptive mode
 - (3) Strategic mode
 - (4) Entrepreneurial mode
6. Stability strategy is a strategy.
 - (1) Corporate Level
 - (2) Business Level
 - (3) Functional Level
 - (4) Strategic Level
7. Strategic fit can be defined as :
 - (1) Developing strategies based on opportunities and threats in the external environment.
 - (2) Forecasting opportunities and threats in the external environment.
 - (3) Reacting to strategic opportunities and threats in the external environment.
 - (4) Matching the resources and activities of a firm to the external environment.
8. PEST analysis is a :
 - (1) Broad framework to help managers understand the environment in which their business operates.
 - (2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company.
 - (3) Checklist for forecasting political, economic, strategic or technological factors.
 - (4) Framework for strategic analysis of internal and external environment.

9. Which of the following is *not* an example of a political risk ?
(1) Government regulations (2) Cost of production
(3) War (4) Civil unrest
10. Technology scanning refers to :
(1) Strategies of multinational firms based on technologies.
(2) Locating a firm's research centers in countries or regions where relevant cutting-edge research is pursued.
(3) A framework for strategic planning in the knowledge economy.
(4) The process of identifying technologies in the external business environment.
11. is a subject oriented, integrated, time-variant, nonvolatile collection of data support of management decisions.
(1) Data Mining (2) Data Warehousing
(3) Web Mining (4) Text Mining
12. Expression for DSS in DW is :
(1) Decision Support System (2) Decision Single System
(3) Data Storage System (4) Data Support System
13. predicts future trends & behaviors, allowing business managers to make proactive, knowledge-driven decisions.
(1) Data Warehouse (2) Data Mining
(3) Data Marts (4) Metadata
14. Which of the following is *not* a technology driver for an information system ?
(1) Enterprise applications (2) Object technologies
(3) Knowledge asset management (4) Collaborative technologies
15. The application of information to scan an organization's environment is :
(1) External communication (2) Information overload
(3) Sensing (4) Internal communication
16. To improve the performance of a business process, which of the following is most relevant ?
(1) Input (2) Processing
(3) Control and feedback (4) All of the above
17. When did the World Trade Organization come into effect ?
(1) March 6, 1996 (2) April 8, 1994
(3) February 5, 1994 (4) January 1, 1995

18. Along with the World Bank and WTO is the third economic pillar of world-wide dimensions.
- (1) International Economic Association (IEA)
 - (2) International Control and Feedback Monetary Fund (IMF)
 - (3) International Development Bank (IDB)
 - (4) International Funding Organization
19. Which trade theory holds that nations can increase their economic well being by specializing in the production of goods they produce more efficiently than anyone else :
- (1) Factor endowment theory
 - (2) The theory of absolute cost advantage
 - (3) The theory of comparative advantage
 - (4) International product line theory
20. Which of the following holds that a Government can improve the economic well being of a country by encouraging exports and discouraging imports without a reliance on precious metals ?
- (1) The Leontief paradox
 - (2) Quotas
 - (3) Neo-mercantilism
 - (4) Mercantilism
21. OD was founded on the belief that using behavioral science methods to increase collaborative problem solving would increase :
- (1) Organizational Effectiveness
 - (2) Organizational Turnover
 - (3) Organizational Reputation
 - (4) All of the above
22. MBO programme generally consists of :
- (1) Four Stages
 - (2) Five Stages
 - (3) Six Stages
 - (4) Seven Stages
23. Which of the following is *not* among the rationales for work-life balance legislation :
- (1) Correcting gender imbalance
 - (2) Reconciling career and family life
 - (3) Encouraging marriage
 - (4) Discouraging exploitation through downward wage pressure and upward working hour pressure
24. What is the most significant obstacle to realizing a true work-life balance for most people in society ?
- (1) The long-hours culture
 - (2) Gender imbalance
 - (3) Caring responsibilities
 - (4) Employer exploitation

25. The country where the headquarters of a multinational company is located is known as :
- (1) Home Country (2) Host Country
(3) Third Country (4) Guest Country
26. When an international firm follows a strategy of choosing only from the nationals of the parent country, it is called :
- (1) Polycentric approach (2) Geocentric approach
(3) Ethnocentric approach (4) None of the above
27. When the firms adopt a strategy of limiting recruitment to there nationals of the host country where the branch is located, it is called :
- (1) Polycentric approach (2) Geocentric approach
(3) Ethnocentric approach (4) None of the above
28. Which of the following shows the process of creating something new ?
- (1) Business Model (2) Modeling
(3) Creative Flexibility (4) Innovation
29. A Corporate manager who starts a new initiative for their company which entails setting up a new business unit and board of directors can be regarded as :
- (1) Ecopreneur (2) Technopreneur
(3) Intrapreneur (4) Social Entrepreneur
30. EDP (Entrepreneur Development Programme) is required to help :
- (1) Existing Entrepreneurs (2) First Generation Entrepreneurs
(3) Future Entrepreneurs (4) New Entrepreneurs
31. The concept that a manager's freedom to make totally rational decisions is restricted by internal and external environmental factors and by the manager's own characteristics and decision-making ability is called :
- (1) Bounded rationality (2) Values
(3) Objective rationality (4) (1) & (2) above
32. Several studies have examined the effect of selected personality variables on the decision making process. These studies generally have focused on variables.
- (1) Personality (2) Situational
(3) Interactional (4) All of the above

33. A group brought together from different functions and levels of an organization to consider ways in which the organization's activities could be improved is called :
- (1) Quality team (2) Process improvement team
(3) Task team (4) Unit team
34. Which of the following is *not* an attribute of useful information ?
- (1) Accessible (2) Timely (3) Relevant (4) None of the above
35. According to the Five Factor model, 'extraversion' as a personality type is characterized by what type of people ?
- (1) Good natured (2) Calm and self-confident
(3) Sensitive and curious (4) Assertive and sociable
36. What does situational theory of leadership emphasize ?
- (1) Personality traits (2) Events
(3) Environment (4) Political situation
37. What do you call a style of leadership that takes account of others' views, opinions and ideas ?
- (1) Laissez-faire (2) People-oriented (3) Democratic (4) Autocratic
38. What is the term for power derived from status or position in an organization ?
- (1) Referent (2) Expert (3) Reward (4) Legitimate
39. The primary stakeholders are :
- (1) Customers (2) Suppliers (3) Shareholders (4) Creditors
40. The corporate governance structure of a company reflects the individual companies' :
- (1) Cultural and economic system (2) Legal and business system
(3) Social and regulatory system (4) All of the above
41. Under which of the following legislations there is a provision called 'Protected Workmen' ?
- (1) Trade Union Act, 1926
(2) Industrial Employment (Standing orders) Act, 1946
(3) Factories Act, 1948
(4) Industrial Disputes Act, 1947
42. 'First come last go and last come first go' is the principle of :
- (1) Lay-off (2) Closure (3) Retrenchment (4) Dismissal

43. Job evaluation tries to make a systematic comparison between :
 (1) Workers (2) Jobs (3) Machines (4) Departments
44. The following is not a job evaluation method :
 (1) Factor Comparison Method (2) Point Method
 (3) Ranking Method (4) Assessment Method
45. The following is *not* part of lower level management :
 (1) Worker (2) Foreman (3) Supervisor (4) Inspector
46. The following is *not* a on the job training method :
 (1) Under Studies (2) Foreman
 (3) Management By Objectives (MBO) (4) Case Study Method
47. What is *not* one of the layers of cultural influence ?
 (1) Social (2) Business (3) Organizational (4) Company
48. What is a paradigm ?
 (1) A theoretical assumption (2) An illustration
 (3) Theoretical model (4) An example serving as a model
49. What type of organizational culture is most likely to deliver stability and efficiency ?
 (1) Task culture (2) Role culture (3) Power culture (4) People culture
50. Power distance in national cultures is a characteristic of a model by which writer ?
 (1) Geert Hofstede (2) David Yip (3) Tony Purdie (4) Michael Porter
51. The scatter in a series of values about the average is called :
 (1) Central tendency (2) Dispersion
 (3) Skewness (4) Symmetry
52. The measures of dispersion can never be :
 (1) Positive (2) Zero (3) Negative (4) Equal to 2
53. The total of all the observations divided by the number of observations is called :
 (1) Arithmetic mean (2) Geometric mean
 (3) Median (4) Harmonic mean
54. The population mean μ is called :
 (1) Discrete variable (2) Continuous variable
 (3) Parameter (4) Sampling unit

B

55. Parametric test, unlike the non-parametric tests, make certain assumptions about :
- | | |
|-------------------------|---------------------------------|
| (1) The population size | (2) The underlying distribution |
| (3) The sample size | (4) Sampling plan |
56. A statement developed for the purpose of testing is called ?
- | | |
|---------------------------|------------------------|
| (1) Hypothesis | (2) Hypothesis testing |
| (3) Level of significance | (4) Test statistic |
57. The alternative hypothesis is also called :
- | | |
|-------------------------|----------------------------|
| (1) Null Hypothesis | (2) Statistical Hypothesis |
| (3) Research Hypothesis | (4) Sample Hypothesis |
58. The probability of rejecting the null hypothesis when it is true is called :
- | | |
|-------------------------|---------------------------|
| (1) Level of confidence | (2) Level of significance |
| (3) Power of the test | (4) Difficult to tell |
59. Which of the following is the first step in making a correct location choice.?
- (1) Develop location alternatives
 - (2) Decide the criteria for evaluating location alternatives
 - (3) Evaluate the alternatives
 - (4) Make a decision and select the location
60. Which of the following does *not* cause to production delay ?
- | | |
|-----------------------|---|
| (1) Shortage of space | (2) Long distance movement of materials |
| (3) Spoiled work | (4) Minimum material handling |
61. Michael Porter has argued that :
- (1) The logic of old economy strategies remains the same for internet-based companies.
 - (2) The internet did not bring new types of products/services or large efficiency.
 - (3) The internet does not matter to global competition.
 - (4) The internet does not help to improve company operations.
62. The Diamond Model assumes that :
- (1) Multinational firms must develop global strategies based only on home demand conditions.
 - (2) Multinational firms must pay less attention to global consumers than domestic consumers.
 - (3) The national home base of a firm must be the biggest market for a multinational firm.
 - (4) The national home base of a firm plays a key role in shaping that firm's competitive advantage in global markets.

63. What is the purpose of the CAGE framework ?
- (1) The CAGE framework investigates to what extent home demand, home factor conditions and domestic rivalry are important to multinational firms.
 - (2) The CAGE framework analyses bilateral differences and commonalities between two countries.
 - (3) The CAGE framework is a broad framework to help managers understand the environment in which their business operates.
 - (4) The CAGE framework a checklist for forecasting political, economic, strategic or technological factors.
64. Which of the following statements is *false* ?
- (1) Bond prices remain fixed over time
 - (2) A bond issuer must pay periodic interest
 - (3) Bonds carry no corporate ownership privileges
 - (4) A bond is a financial contract
65. Which of the following types of assets is least risky ?
- (1) Short-term corporate bonds
 - (2) Stocks
 - (3) Options and futures
 - (4) Long-term corporate bonds
66. Financial assets are also called :
- (1) Physical assets
 - (2) Securities
 - (3) Tangible Assets
 - (4) Real Assets
67. Two alternative expected returns are compared with help of :
- (1) Coefficient of variation
 - (2) Coefficient of deviation
 - (3) Coefficient of standard
 - (4) Coefficient of return
68. Analysis of decision making of investors and managers is classified as :
- (1) Riskier finance
 - (2) Behavioral finance
 - (3) Premium finance
 - (4) Buying finance
69. Accounting cycle does *not* include :
- (1) Recording
 - (2) Decision Making
 - (3) Classification
 - (4) Interpreting
70. Going concern may be defined best as :
- (1) This concept provides the basis for the formation of the accounting equation.
 - (2) This concept refuses allocation of cost on different accounting periods.
 - (3) This concept discusses the issue of the realization of profit.
 - (4) This concept assumes that business will operate for a long period and will not be dissolved in near future.

71. Why should an entrepreneur do a feasibility study for starting a new venture ?
(1) To identify possible success of funds
(2) To check the possible barriers to success
(3) To estimate the expected sales
(4) To explore potential customers
72. Which one of the following is the next stage to the concept stage of product planning and development process ?
(1) Idea Stage (2) Product Development
(3) Product Planning Stage (4) Test Marketing Stage
73. What is the process by which individuals pursue opportunities without regard to resources they currently control ?
(1) Startup Management (2) Entrepreneurship
(3) Financial Analysis (4) Feasibility Planning
74. An individual who takes initiative to start up a new venture is termed as :
(1) A Leader (2) A Manager
(3) A Professional (4) An Entrepreneur
75. Which could provide an individual with the motivation to start a new business venture ?
(1) The financial rewards (2) A desire to be independent
(3) Risk taking (4) All of the above
76. A Large investment is made in fixed assets, the project will be termed as :
(1) Capital Intensive (2) Labour Intensive
(3) Product Intensive (4) Market Intensive
77. What is *not* a mechanism that contributes to the success of micro-credits ?
(1) Collateral (2) Dynamic Incentive
(3) Peer Monitoring (4) Dynamic Repayment Schedules
78. What does the microfinance model *not* predict ?
(1) A decrease in interest rates when repayment is regular and in time
(2) Homogenous risk groups
(3) Self-selection of the best borrowers
(4) None of the above
79. Loans to poor people by banks have many limitations including lack of security and high operating cost. So to help them which type of finance system developed ?
(1) Poonzi Schemes (2) Micro Finance
(3) Money Laundering Scheme (4) Self Financing Scheme

80. In India, which organizations take care of the agricultural and rural development credit schemes ?
(1) IDBI (2) NABARD (3) ICAR (4) FCI
81. The primary purpose of providing employees with feedback during a performance appraisal is to motivate employees to :
(1) Apply for managerial positions
(2) Remove any performance deficiencies
(3) Revise their performance standards
(4) Enroll in work-related training programs
82. "Hawthorne experiment" which was a real beginning of applied research in OB was Conducted by :
(1) Elton Mayo (2) Henry Fayol (3) F. W. Taylor (4) Max Weber
83. A Study of human behavior in organizational setting is :
(1) Individual Behaviour (2) Group Behaviour
(3) Organisational Behaviour (4) Personal Behaviour
84. Organizations that strive to meet the ethical and legal standards and then seek to promote social welfare are judged to be
(1) Darwinian (2) Socially Responsible
(3) Self- service Opportunists (4) Enlightened
85. Identify the managerial function out of the following functions of HR managers.
(1) Procurement (2) Development
(3) Organizing (4) Performance appraisal
86. Which of the following is an example of operative function of HR managers ?
(1) Planning (2) Organising (3) Procurement (4) Controlling
87. The balanced scorecard proposes that organisational success depends on :
(1) Focus on only the internal environment of the organization
(2) Constantly changing external environment
(3) The belief that it is impossible to take a rationalist view of the organisation to make optimal choices
(4) An ability to develop a complete list of cause and effect relationships driving a firm's success

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

95. What is a social enterprise concerned with ?
- (1) Profit maximization
 - (2) Maximizing market share
 - (3) Providing public service
 - (4) Running a business to create social benefits
96. Horizontal communication takes place between
- (1) Superior to subordinate
 - (2) Subordinate to superior
 - (3) Employees with the same status
 - (4) Among the board Members
97. Appeals and representations are used in communication.
- (1) Horizontal
 - (2) Upward
 - (3) Grapevine
 - (4) Downwards
98. A decision for repetitive or routine problems for which the responses have been already been decided and been known to the person who will make the decision is called :
- (1) Programmed
 - (2) Non programmed
 - (3) Strategic
 - (4) Professional
99. A decision made before the occurrence of an external or internal change is called a decision.
- (1) Reactive
 - (2) Proactive
 - (3) Intuitive
 - (4) Systematic
100. Problems are usually of the following type(s) :
- (1) Crisis problems
 - (2) Routine problems
 - (3) Problems of failing to take advantage of opportunities
 - (4) All of the above

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

C

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

SET-Y

SUBJECT : Management

10383

Sr. No.

Time : 1¼ Hours

Max. Marks : 100

Total Questions : 100

Roll No. (in figures) _____ (in words) _____

Name _____ Father's Name _____

Mother's Name _____ Date of Examination _____

(Signature of the Candidate)

(Signature of the Invigilator)

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

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

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

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

10. In India, which organizations take care of the agricultural and rural development credit schemes ?
 (1) IDBI (2) NABARD (3) ICAR (4) FCI
11. The primary purpose of providing employees with feedback during a performance appraisal is to motivate employees to :
 (1) Apply for managerial positions
 (2) Remove any performance deficiencies
 (3) Revise their performance standards
 (4) Enroll in work-related training programs
12. "Hawthorne experiment" which was a real beginning of applied research in OB was Conducted by :
 (1) Elton Mayo (2) Henry Fayol (3) F. W. Taylor (4) Max Weber
13. A Study of human behavior in organizational setting is :
 (1) Individual Behaviour (2) Group Behaviour
 (3) Organisational Behaviour (4) Personal Behaviour
14. Organizations that strive to meet the ethical and legal standards and then seek to promote social welfare are judged to be
 (1) Darwinian (2) Socially Responsible
 (3) Self- service Opportunists (4) Enlightened
15. Identify the managerial function out of the following functions of HR managers.
 (1) Procurement (2) Development
 (3) Organizing (4) Performance appraisal
16. Which of the following is an example of operative function of HR managers ?
 (1) Planning (2) Organising (3) Procurement (4) Controlling
17. The balanced scorecard proposes that organisational success depends on :
 (1) Focus on only the internal environment of the organization
 (2) Constantly changing external environment
 (3) The belief that it is impossible to take a rationalist view of the organisation to make optimal choices
 (4) An ability to develop a complete list of cause and effect relationships driving a firm's success

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

25. What is a social enterprise concerned with ?
- (1) Profit maximization
 - (2) Maximizing market share
 - (3) Providing public service
 - (4) Running a business to create social benefits
26. Horizontal communication takes place between
- (1) Superior to subordinate
 - (2) Subordinate to superior
 - (3) Employees with the same status
 - (4) Among the board Members
27. Appeals and representations are used in communication.
- (1) Horizontal
 - (2) Upward
 - (3) Grapevine
 - (4) Downwards
28. A decision for repetitive or routine problems for which the responses have been already been decided and been known to the person who will make the decision is called :
- (1) Programmed
 - (2) Non programmed
 - (3) Strategic
 - (4) Professional
29. A decision made before the occurrence of an external or internal change is called a decision.
- (1) Reactive
 - (2) Proactive
 - (3) Intuitive
 - (4) Systematic
30. Problems are usually of the following type(s) :
- (1) Crisis problems
 - (2) Routine problems
 - (3) Problems of failing to take advantage of opportunities
 - (4) All of the above
31. Michael Porter has argued that :
- (1) The logic of old economy strategies remains the same for internet-based companies.
 - (2) The internet did not bring new types of products/services or large efficiency.
 - (3) The internet does not matter to global competition.
 - (4) The internet does not help to improve company operations.

32. The Diamond Model assumes that :
- (1) Multinational firms must develop global strategies based only on home demand conditions.
 - (2) Multinational firms must pay less attention to global consumers than domestic consumers.
 - (3) The national home base of a firm must be the biggest market for a multinational firm.
 - (4) The national home base of a firm plays a key role in shaping that firm's competitive advantage in global markets.
33. What is the purpose of the CAGE framework ?
- (1) The CAGE framework investigates to what extent home demand, home factor conditions and domestic rivalry are important to multinational firms.
 - (2) The CAGE framework analyses bilateral differences and commonalities between two countries.
 - (3) The CAGE framework is a broad framework to help managers understand the environment in which their business operates.
 - (4) The CAGE framework a checklist for forecasting political, economic, strategic or technological factors.
34. Which of the following statements is *false* ?
- (1) Bond prices remain fixed over time
 - (2) A bond issuer must pay periodic interest
 - (3) Bonds carry no corporate ownership privileges
 - (4) A bond is a financial contract
35. Which of the following types of assets is least risky ?
- | | |
|--------------------------------|-------------------------------|
| (1) Short-term corporate bonds | (2) Stocks |
| (3) Options and futures | (4) Long-term corporate bonds |
36. Financial assets are also called :
- | | |
|---------------------|-----------------|
| (1) Physical assets | (2) Securities |
| (3) Tangible Assets | (4) Real Assets |
37. Two alternative expected returns are compared with help of :
- | | |
|------------------------------|------------------------------|
| (1) Coefficient of variation | (2) Coefficient of deviation |
| (3) Coefficient of standard | (4) Coefficient of return |
38. Analysis of decision making of investors and managers is classified as :
- | | |
|---------------------|------------------------|
| (1) Riskier finance | (2) Behavioral finance |
| (3) Premium finance | (4) Buying finance |

39. Accounting cycle does *not* include :
- (1) Recording
 - (2) Decision Making
 - (3) Classification
 - (4) Interpreting
40. Going concern may be defined best as :
- (1) This concept provides the basis for the formation of the accounting equation.
 - (2) This concept refuses allocation of cost on different accounting periods.
 - (3) This concept discusses the issue of the realization of profit.
 - (4) This concept assumes that business will operate for a long period and will not be dissolved in near future.
41. The scatter in a series of values about the average is called :
- (1) Central tendency
 - (2) Dispersion
 - (3) Skewness
 - (4) Symmetry
42. The measures of dispersion can never be :
- (1) Positive
 - (2) Zero
 - (3) Negative
 - (4) Equal to 2
43. The total of all the observations divided by the number of observations is called :
- (1) Arithmetic mean
 - (2) Geometric mean
 - (3) Median
 - (4) Harmonic mean
44. The population mean μ is called :
- (1) Discrete variable
 - (2) Continuous variable
 - (3) Parameter
 - (4) Sampling unit
45. Parametric test, unlike the non-parametric tests, make certain assumptions about :
- (1) The population size
 - (2) The underlying distribution
 - (3) The sample size
 - (4) Sampling plan
46. A statement developed for the purpose of testing is called ?
- (1) Hypothesis
 - (2) Hypothesis testing
 - (3) Level of significance
 - (4) Test statistic
47. The alternative hypothesis is also called :
- (1) Null Hypothesis
 - (2) Statistical Hypothesis
 - (3) Research Hypothesis
 - (4) Sample Hypothesis
48. The probability of rejecting the null hypothesis when it is true is called :
- (1) Level of confidence
 - (2) Level of significance
 - (3) Power of the test
 - (4) Difficult to tell

49. Which of the following is the first step in making a correct location choice ?
(1) Develop location alternatives
(2) Decide the criteria for evaluating location alternatives
(3) Evaluate the alternatives
(4) Make a decision and select the location
50. Which of the following does *not* cause to production delay ?
(1) Shortage of space
(2) Long distance movement of materials
(3) Spoiled work
(4) Minimum material handling
51. OD was founded on the belief that using behavioral science methods to increase collaborative problem solving would increase :
(1) Organizational Effectiveness
(2) Organizational Turnover
(3) Organizational Reputation
(4) All of the above
52. MBO programme generally consists of :
(1) Four Stages
(2) Five Stages
(3) Six Stages
(4) Seven Stages
53. Which of the following is *not* among the rationales for work-life balance legislation :
(1) Correcting gender imbalance
(2) Reconciling career and family life
(3) Encouraging marriage
(4) Discouraging exploitation through downward wage pressure and upward working hour pressure
54. What is the most significant obstacle to realizing a true work-life balance for most people in society ?
(1) The long-hours culture
(2) Gender imbalance
(3) Caring responsibilities
(4) Employer exploitation
55. The country where the headquarters of a multinational company is located is known as :
(1) Home Country (2) Host Country (3) Third Country (4) Guest Country
56. When an international firm follows a strategy of choosing only from the nationals of the parent country, it is called :
(1) Polycentric approach
(2) Geocentric approach
(3) Ethnocentric approach
(4) None of the above

57. When the firms adopt a strategy of limiting recruitment to there nationals of the host country where the branch is located, it is called :
- (1) Polycentric approach (2) Geocentric approach
(3) Ethnocentric approach (4) None of the above
58. Which of the following shows the process of creating something new ?
- (1) Business Model (2) Modeling
(3) Creative Flexibility (4) Innovation
59. A Corporate manager who starts a new initiative for their company which entails setting up a new business unit and board of directors can be regarded as :
- (1) Ecopreneur (2) Technopreneur
(3) Intrapreneur (4) Social Entrepreneur
60. EDP (Entrepreneur Development Programme) is required to help :
- (1) Existing Entrepreneurs (2) First Generation Entrepreneurs
(3) Future Entrepreneurs (4) New Entrepreneurs
61. What is the term for a market that is defined by specific characteristics ?
- (1) Market niche (2) Market division
(3) Market characteristic (4) Market segment
62. CRM stands for :
- (1) Consumer Relations Management
(2) Customer Relationship Marketing
(3) Customer Relationship Management
(4) Consumer Returns Management
63. buy mostly from producers and sell mostly to retailers and industrial consumers.
- (1) Wholesalers (2) Discount stores (3) Mega retailers (4) Independents
64. Includes all the activities involved in selling products or services directly to final consumers for their personal, non business use :
- (1) Retailing (2) Brokering (3) Wholesaling (4) Franchising
65. Strategy developed by visionary chief executive in of strategic management.
- (1) Planning mode (2) Adaptive mode
(3) Strategic mode (4) Entrepreneurial mode

66. Stability strategy is a strategy.
- (1) Corporate Level
 - (2) Business Level
 - (3) Functional Level
 - (4) Strategic Level
67. Strategic fit can be defined as :
- (1) Developing strategies based on opportunities and threats in the external environment.
 - (2) Forecasting opportunities and threats in the external environment.
 - (3) Reacting to strategic opportunities and threats in the external environment.
 - (4) Matching the resources and activities of a firm to the external environment.
68. PEST analysis is a :
- (1) Broad framework to help managers understand the environment in which their business operates.
 - (2) Checklist to ask how political, economic, strategic or technological developments can influence an industry and a company.
 - (3) Checklist for forecasting political, economic, strategic or technological factors.
 - (4) Framework for strategic analysis of internal and external environment.
69. Which of the following is *not* an example of a political risk ?
- (1) Government regulations
 - (2) Cost of production
 - (3) War
 - (4) Civil unrest
70. Technology scanning refers to :
- (1) Strategies of multinational firms based on technologies.
 - (2) Locating a firm's research centers in countries or regions where relevant cutting-edge research is pursued.
 - (3) A framework for strategic planning in the knowledge economy.
 - (4) The process of identifying technologies in the external business environment.
71. Under which of the following legislations there is a provision called 'Protected Workmen' ?
- (1) Trade Union Act, 1926
 - (2) Industrial Employment (Standing orders) Act, 1946
 - (3) Factories Act, 1948
 - (4) Industrial Disputes Act, 1947
72. 'First come last go and last come first go' is the principle of :
- (1) Lay-off
 - (2) Closure
 - (3) Retrenchment
 - (4) Dismissal

73. Job evaluation tries to make a systematic comparison between :
 (1) Workers (2) Jobs (3) Machines (4) Departments
74. The following is not a job evaluation method :
 (1) Factor Comparison Method (2) Point Method
 (3) Ranking Method (4) Assessment Method
75. The following is *not* part of lower level management :
 (1) Worker (2) Foreman (3) Supervisor (4) Inspector
76. The following is *not* a on the job training method :
 (1) Under Studies (2) Foreman
 (3) Management By Objectives (MBO) (4) Case Study Method
77. What is *not* one of the layers of cultural influence ?
 (1) Social (2) Business (3) Organizational (4) Company
78. What is a paradigm ?
 (1) A theoretical assumption (2) An illustration
 (3) Theoretical model (4) An example serving as a model
79. What type of organizational culture is most likely to deliver stability and efficiency ?
 (1) Task culture (2) Role culture (3) Power culture (4) People culture
80. Power distance in national cultures is a characteristic of a model by which writer ?
 (1) Geert Hofstede (2) David Yip (3) Tony Purdie (4) Michael Porter
81. The concept that a manager's freedom to make totally rational decisions is restricted by internal and external environmental factors and by the manager's own characteristics and decision-making ability is called :
 (1) Bounded rationality (2) Values
 (3) Objective rationality (4) (1) & (2) above
82. Several studies have examined the effect of selected personality variables on the decision making process. These studies generally have focused on variables.
 (1) Personality (2) Situational (3) Interactional (4) All of the above
83. A group brought together from different functions and levels of an organization to consider ways in which the organization's activities could be improved is called :
 (1) Quality team (2) Process improvement team
 (3) Task team (4) Unit team

84. Which of the following is *not* an attribute of useful information ?
(1) Accessible (2) Timely (3) Relevant (4) None of the above
85. According to the Five Factor model, 'extraversion' as a personality type is characterized by what type of people ?
(1) Good natured (2) Calm and self-confident
(3) Sensitive and curious (4) Assertive and sociable
86. What does situational theory of leadership emphasize ?
(1) Personality traits (2) Events
(3) Environment (4) Political situation
87. What do you call a style of leadership that takes account of others' views, opinions and ideas ?
(1) Laissez-faire (2) People-oriented (3) Democratic (4) Autocratic
88. What is the term for power derived from status or position in an organization ?
(1) Referent (2) Expert (3) Reward (4) Legitimate
89. The primary stakeholders are :
(1) Customers (2) Suppliers (3) Shareholders (4) Creditors
90. The corporate governance structure of a company reflects the individual companies' :
(1) Cultural and economic system (2) Legal and business system
(3) Social and regulatory system (4) All of the above
91. is a subject oriented, integrated, time-variant, nonvolatile collection of data support of management decisions.
(1) Data Mining (2) Data Warehousing
(3) Web Mining (4) Text Mining
92. Expression for DSS in DW is :
(1) Decision Support System (2) Decision Single System
(3) Data Storage System (4) Data Support System
93. predicts future trends & behaviors, allowing business managers to make proactive, knowledge-driven decisions.
(1) Data Warehouse (2) Data Mining (3) Data Marts (4) Metadata
94. Which of the following is *not* a technology driver for an information system ?
(1) Enterprise applications (2) Object technologies
(3) Knowledge asset management (4) Collaborative technologies

95. The application of information to scan an organization's environment is :
- (1) Eternal communication
 - (2) Information overload
 - (3) Sensing
 - (4) Internal communication
96. To improve the performance of a business process, which of the following is most relevant ?
- (1) Input
 - (2) Processing
 - (3) Control and feedback
 - (4) All of the above
97. When did the World Trade Organization come into effect ?
- (1) March 6, 1996
 - (2) April 8, 1994
 - (3) February 5, 1994
 - (4) January 1, 1995
98. Along with the World Bank and WTO is the third economic pillar of world-wide dimensions.
- (1) International Economic Association (IEA)
 - (2) International Control and Feedback Monetary Fund (IMF)
 - (3) International Development Bank (IDB)
 - (4) International Funding Organization
99. Which trade theory holds that nations can increase their economic well being by specializing in the production of goods they produce more efficiently than anyone else :
- (1) Factor endowment theory
 - (2) The theory of absolute cost advantage
 - (3) The theory of comparative advantage
 - (4) International product line theory
100. Which of the following holds that a Government can improve the economic well being of a country by encouraging exports and discouraging imports without a reliance on precious metals ?
- (1) The Leontief paradox
 - (2) Quotas
 - (3) Neo-mercantilism
 - (4) Mercantilism

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

ANSWER KEY (MANAGEMENT)

CODE-A		CODE-B		CODE-C		CODE-D	
Q.No.	Ans.	Q.No.	Ans.	Q.No.	Ans.	Q.No.	Ans.
1	C	1	D	1	B	1	A
2	D	2	C	2	B	2	D
3	B	3	A	3	B	3	B
4	D	4	A	4	D	4	D
5	D	5	D	5	D	5	D
6	C	6	A	6	A	6	B
7	B	7	D	7	A	7	C
8	A	8	A	8	C	8	D
9	B	9	B	9	B	9	C
10	B	10	D	10	B	10	D
11	A	11	B	11	B	11	D
12	D	12	A	12	A	12	C
13	B	13	B	13	C	13	A
14	D	14	C	14	B	14	D
15	D	15	C	15	C	15	A
16	B	16	C	16	C	16	D
17	C	17	D	17	D	17	D
18	D	18	B	18	D	18	D
19	C	19	B	19	B	19	B
20	D	20	C	20	B	20	A
21	B	21	A	21	C	21	D
22	A	22	C	22	D	22	C
23	C	23	C	23	B	23	A
24	B	24	A	24	D	24	A
25	C	25	A	25	D	25	D
26	C	26	C	26	C	26	A
27	D	27	A	27	B	27	D
28	D	28	D	28	A	28	A
29	B	29	C	29	B	29	B
30	B	30	B	30	B	30	D
31	A	31	A	31	A	31	B
32	C	32	D	32	D	32	A
33	C	33	B	33	B	33	B
34	A	34	D	34	A	34	C
35	A	35	D	35	A	35	C
36	C	36	B	36	B	36	C
37	A	37	C	37	A	37	D
38	D	38	D	38	B	38	B
39	C	39	C	39	B	39	B
40	B	40	D	40	D	40	C
41	B	41	D	41	B	41	A
42	B	42	C	42	C	42	C
43	B	43	A	43	A	43	C
44	D	44	D	44	C	44	A

Pg ① of ③

Ramphel

(Handwritten signatures and marks)
~~Dr. S. K. Singh~~
 Anurag
 Sun

45	D	45	A	45	B	45	A
46	A	46	D	46	A	46	C
47	A	47	D	47	C	47	A
48	C	48	D	48	B	48	D
49	B	49	B	49	B	49	C
50	B	50	A	50	D	50	B
51	B	51	B	51	A	51	B
52	A	52	C	52	C	52	A
53	B	53	A	53	C	53	C
54	C	54	C	54	A	54	B
55	C	55	B	55	A	55	C
56	C	56	A	56	C	56	C
57	D	57	C	57	A	57	D
58	B	58	B	58	D	58	D
59	B	59	B	59	C	59	B
60	C	60	D	60	B	60	B
61	B	61	A	61	D	61	B
62	C	62	D	62	C	62	B
63	A	63	B	63	A	63	B
64	C	64	A	64	A	64	D
65	B	65	A	65	D	65	D
66	A	66	B	66	A	66	A
67	C	67	A	67	D	67	A
68	B	68	B	68	A	68	C
69	B	69	B	69	B	69	B
70	D	70	D	70	D	70	B
71	D	71	B	71	D	71	B
72	C	72	B	72	C	72	C
73	A	73	B	73	A	73	A
74	A	74	D	74	D	74	C
75	D	75	D	75	A	75	B
76	A	76	A	76	D	76	A
77	D	77	A	77	D	77	C
78	A	78	C	78	D	78	B
79	B	79	B	79	B	79	B
80	D	80	B	80	A	80	D
81	A	81	B	81	A	81	C
82	D	82	A	82	D	82	D
83	B	83	C	83	B	83	B
84	A	84	B	84	D	84	D
85	A	85	C	85	D	85	D
86	B	86	C	86	B	86	C
87	A	87	D	87	C	87	B
88	B	88	D	88	D	88	A
89	B	89	B	89	C	89	B
90	D	90	B	90	D	90	B
91	D	91	C	91	B	91	A
92	C	92	D	92	A	92	D
93	A	93	B	93	B	93	B
94	D	94	D	94	C	94	A

Pg ② of ③ Rambhal

Amrita
 Anurag
 Shrushti

95	A	95	D	95	C	95	A
96	D	96	C	96	C	96	B
97	D	97	B	97	D	97	A
98	D	98	A	98	B	98	B
99	B	99	B	99	B	99	B
100	A	100	B	100	C	100	D

Jan
Ramphal
Armita
Neeraj