

MAHARAJA RANJIT SINGH PUNJAB TECHNICAL UNIVERSITY, BATHINDA (PUNJAB) 151001

(Estb by Punjab Govt. Act No. 5 (2015) and Approved u/s 2(f) & 12 B of the UGC Act 156)

PhD Entrance Test PET-July, 2019

Knowledge of the subject of specialization/Technical Session : 50 Marks

(40 Multiple Choice Questions of 1.25 marks each to be attempted in 45-minutes)

1. When the rate of inflation increases:
 - (a) Purchasing power of money increased
 - (b) Purchasing Power of money decreases
 - (c) Value of money decreases
 - (d) Purchasing power of money remains unaffected
2. One rupee currency note bears the signature of..
 - (a) President of India
 - (b) Finance secretary
 - (c) Finance Minister
 - (d) Commerce Minister
3. Business unit which holds a large market share in a mature and slow growing industry is called
 - (a) Star
 - (b) Dog
 - (c) Question Mark
 - (d) Cash Cow
4. The elasticity of demand indicates
 - (a) The rate of response of demand to a change in price.
 - (b) The rate of change of demand to a change in income.
 - (c) The change in the tastes of consumers at different prices.
 - (d) The rate of response of demand to a change in supply

5. Who is father of Administrative Management Theory?
 - (a) Max Weber
 - (b) Frank Gilbraith
 - (c) Henry Fayol
 - (d) Henry Gantt

6. Essence of strategy at strategic Business Unit level is
 - (a) How to build core competency
 - (b) How to gain competitive advantage
 - (c) How to gain market share
 - (d) All of the above

7. 'X' and 'Y' Theory was prepared by
 - (a) Herzbeg
 - (b) Mcgregor
 - (c) Porter and Lawler
 - (d) Maslow

8. The process by which sensory information is actively organised and interpreted by brain, is called:
 - (a) Attitude
 - (b) Learning
 - (c) Perception
 - (d) Training

9. Field-work based research is classified as :
 - (a) Empirical
 - (b) Historical
 - (c) Experimental
 - (d) Biographical

10. A research paper is brief report of research work based on
- (a) Primary Date only
 - (b) Secondary Date only
 - (c) Both Primary and Secondary Date
 - (d) None of the above
11. Which of the following is not related to business ethics?
- (a) Social responsibility of Business
 - (b) Environmental ethics
 - (c) Ecological consciousness
 - (d) Profiteering
12. Which is the task of advertising?
- (a) Providing information about the product
 - (b) Image building
 - (c) Behaviour reinforcement
 - (d) All of the above
13. A brand is a
- (a) Product Plan
 - (b) Product Cost
 - (c) Product or Service Name
 - (d) Quality
14. Functions of marketing management consists
- (a) Determination the marketing objects
 - (b) Marketing planning
 - (c) marketing organisation
 - (d) All of the above

15. Which if a capital expenditure?
- (a) Research and Development Project
 - (b) Project Generation
 - (c) Project Expansion
 - (d) All of the above
16. Modern marketing is----
- (a) Product oriented
 - (b) Promotion oriented
 - (c) Consumer oriented
 - (d) Profit oriented
17. The major aim of devaluation is to ----
- (a) Encourage imports
 - (b) Encourage exports
 - (c) Encourage both exports & imports
 - (d) Discourage both exports and imports
18. Internet Banking means----
- (a) Marketing on the net
 - (b) Surfing on the net
 - (c) Phishing
 - (d) Banking on the net
19. Which of the following is an important money market instrument?
- (a) Debentures
 - (b) Commercial Paper
 - (c) Public Deposits
 - (d) None of the above

20. Which one is not the characteristic feature of Entrepreneurship?
- (a) Vision
 - (b) Risk Bearing
 - (c) Initiative and Drive
 - (d) Disloyalty
21. A null hypothesis is
- (a) when there is no difference between the variables
 - (b) the same as research hypothesis
 - (c) subjective in nature
 - (d) when there is difference between the variables
22. The father of scientific Management is
- (a) Peter Drucker
 - (b) Henry Fayol
 - (c) F.W. Taylor
 - (d) Maslow
23. When we judge someone on the basis of our perception of the group to which he or she belongs, we are using the shortcut, called.....
- (a) Selective Perceptive
 - (b) Stereotyping
 - (c) Halo effect
 - (d) Contrast effect
24. The fundamental determinant of the person's wants and behaviour is
- (a) Perception
 - (b) Personality
 - (c) Culture
 - (d) Social Group

25. Which of the following is not a characteristic of a good achievement test?
- (a) Reliability
 - (b) Objectivity
 - (c) Ambiguity
 - (d) Validity
26. Herzberg's Dual factor theory is known as the
- (a) Motivation Hygiene theory
 - (b) GRG theory
 - (c) Equity theory
 - (d) Maslow theory
27. The reasons of conflict within the individuals are
- (a) Attitude
 - (b) Ability
 - (c) Role
 - (d) All of these
28. Which is not the feature of oligopoly?
- (a) Conflicting attitudes of firms
 - (b) Advertising and sales promotion
 - (c) One firm
 - (d) Few sellers
29. Organisational Behaviour consists
- (a) Personnel resources
 - (b) Organisation development
 - (c) Organisation theory
 - (d) All of the above

30. _____ is an attribute of work teams which results in a level of performance that is greater than the sum of the individual inputs
- (a) Synergy
 - (b) Enthusiasm
 - (c) Energy
 - (d) Initiative
31. Recruitment is the process of searching for prospective employees and stimulating them to apply for _____ in organisation.
- (a) Jobs
 - (b) Cost
 - (c) Wage
 - (d) Product
32. Bureaucratic models were given by
- (a) Max Weber
 - (b) Henry Fayol
 - (c) F.W. Taylor
 - (d) Elton Mayo
33. Author of 'Making scientific management' is given by
- (a) Urwick and breach
 - (b) F.W. Taylor
 - (c) Elton Mayo
 - (d) Max Weber
34. The _____ are also plan but they are more specific and show the sequence of definite act.
- (a) Objectives
 - (b) Policies
 - (c) Strategy
 - (d) Procedure

35. The _____ is organisation in which line organisation make decision and staff personnel provide support and advice.
- (a) Line authority
 - (b) Functional organisation
 - (c) Line and staff organisation
 - (d) All of these
36. _____ is the process through which information received through communication is converted back into ideas or concepts.
- (a) Communication
 - (b) Decoding
 - (c) Encoding
 - (d) All of these
37. Identify the principle of F.W. Taylor Scientific Management
- (a) Scalar Chain
 - (b) MBO techniques
 - (c) Functional Foremanship
 - (d) Unit of Command
38. Which of the following provides a guideline to decision making
- (a) Strategy
 - (b) Policy
 - (c) Procedure
 - (d) Programme
39. Which one of the following is an example of sources of funds?
- (a) Decrease in share capital
 - (b) Increase in long-term liabilities
 - (c) Decrease in long-term liabilities
 - (d) Increase in fixed assets

40. Which of the following branches of accounting are of recent origin?

- (1) Management accounting
- (2) Social responsibility accounting
- (3) Human resources accounting
- (4) Cost accounting

Select the correct answer using the codes give below:

Codes:

- (a) 1 and 2
- (b) 1, 2 and 3
- (c) 2 and 4
- (d) 2 and 3

Commerce & Mgt

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Answer Key

1 (b)	2 (b)	3 (d)	4 (a)	5 (c)	6 (d)	7 (b)	8 (c)	9 (a)	10 (c)
11 (d)	12 (d)	13 (c)	14 (d)	15 (d)	16 (c)	17 (b)	18 (d)	19 (b)	20 (d)
21 (a)	22 (c)	23 (b)	24 (c)	25 (c)	26 (a)	27 (d)	28 (c)	29 (d)	30 (a)
31 (a)	32 (a)	33 (a)	34 (d)	35 (c)	36 (b)	37 (c)	38 (b)	39 (b)	40 (d)