



PUNJAB TECHNICAL UNIVERSITY JALANDHAR

Max. Marks: 90

Time: 90 Mins.

Entrance Test for Enrollment in Ph.D. Programme

Important Instructions

- Fill all the information in various columns, in capital letters, with blue/black ball point pen.
- Use of calculators is not allowed. Use Blue/Black ball point pen for attempting the questions.
- All questions are compulsory. No negative marking for wrong answers.
- To attempt a question, make a tick mark (✓) at the right option/answer.
- Each question has only one right answer.
- Questions attempted with two or more options/answers will not be evaluated.

Stream (Engg./Arch./Pharm./Mgmt./App.Sci./Life Sci.)

Management

Discipline

Business Administration

Name

Father's Name

Roll No.

Date: **15-01-2011**

Signature of Candidate

Signature of Invigilator

Q. 1 What is the most appropriate goal of a firm

- (a) Shareholder Wealth Maximization
- (b) Profit Maximization
- (c) EPS Maximization
- (d) Stakeholder Maximization

Q. 5 The contribution to poor quality in an organization is because of

- (a) Lack of involvement by management
- (b) Lack of Time
- (c) Lack of Human Resources
- (d) Lack of clear goals

Q. 2 Quality Oriented Organization's primary concern centers around

- (a) Communication
- (b) Coordination
- (c) Discipline
- (d) Human Resources

Q. 6 Which of the following is the most difficult of the decision making process

- (a) Authority
- (b) Voting
- (c) Avoidance
- (d) Consensus

Q. 3 The amount of quality output for amount of input means

- (a) Production
- (b) Productivity
- (c) Profit
- (d) Power

Q. 7 The objective of constructive criticism is

- (a) To tell someone of his/her bad work
- (b) To correct someone's bad work
- (c) To improve his/her performance
- (d) To enhance someone's morale

Q. 4 After 5 years a project gave a profit of Rs. 50000. How will you measure the profit when the project was initially implemented?

- (a) Return on Investment
- (b) Return on Equity
- (c) Asset Management
- (d) Net Present Value

Q. 8 Why are product inspections needed

- (a) To find out the best worker
- (b) To find out the worst worker
- (c) To assist the worker in improving quality
- (d) To appraise the worker

Q. 9 Which is the least important skill of a worker

- (a) Communication
- (b) Management
- (c) Programming
- (d) Knowledge of systems

Q. 10 The objective of benchmarking is

- (a) To identify the performance gap
- (b) To understand top management issues
- (c) To improve communication in an organization
- (d) To undertake high-risk projects

Q. 11 The concept of Just-in-time (JIT) was developed by

- (a) Dr. W. E. Deming
- (b) Dr. Leonard Berry
- (c) Taiicho Ohno
- (d) Malcolm Wright

Q. 12 People don't listen because they are

- (a) Impatient
- (b) Are thinking of what to say next
- (c) Are self-conscious
- (d) All of the above

Q. 13 Which of the following techniques is most important in getting participation of attendees in a meeting

- (a) Role Playing
- (b) Having a moderator
- (c) Requesting Solutions
- (d) brainstorming

Q. 14 Trade Related Investment Measures (TRIMS) doesn't apply for

- (a) Measures that affect trade in goods
- (b) Measures that lead to restrictions in quantities
- (c) Discouraging measures that limit a company's import
- (d) Discouraging measures that limit a company's export

Q. 15 Statistical Methods are used to differentiate random variation from

- (a) Standards set
- (b) Assigned variation
- (c) Control limits
- (d) Specification limits

Q. 16 What method of a budget permits you to spend what you can afford

- (a) Percentage-of-sales
- (b) Competitive
- (c) Objective and Task
- (d) Arbitrary

Q. 17 Customers who have indicated that they are interested in the product/service are called

- (a) Prospects
- (b) Suspects
- (c) Customers
- (d) Advocates

Q. 18 AIDA stands for

- (a) Advertisement, Interest, Demand, Acquire
- (b) Advertisement, Interest, Desire, Attention
- (c) Attention, Interest, Desire, Action
- (d) Action, Interest, Demand, Attention

Q. 19 A flexible budget is defined as

- (a) A budget of variable production costs
- (b) A budget which shows costs and revenues at different levels of activity
- (c) A budget which is prepared using a computer model
- (d) A budget which is updated using actual costs and revenues

Q. 20 The master budget comprises

- (a) The budgeted profit and loss account
- (b) The capital expenditure budget
- (c) The budgeted profit and loss account, budgeted cash flow and budgeted balance sheet
- (d) Budgeted cash flow

Q. 21 ABC Ltd has fixed costs of Rs. 72,000 per annum. It makes one product which it sells for Rs. 32 per unit. Its contribution to sales ratio is 45%. ABC's break even point in units is

- (a) 5000 units
- (b) 10,000 units
- (c) 2,250 units
- (d) 2,750 units

Q. 22 The most relevant costs that are used in decision-making are

- (a) Current costs
- (b) National costs
- (c) Costs incurred
- (d) Estimated future costs

Q. 23 In process costing the value attributed to any abnormal gain is

- (a) Debited to process account & credited to abnormal gain account
- (b) Debited to abnormal gain account & credited to process account
- (c) Debited to normal loss account and credited to abnormal gain account
- (d) Debited to abnormal gain account & credited to normal loss account

Q. 24 The following items may be used to cost jobs:

- 1) Actual labour cost
- 2) Actual material cost
- 3) Actual manufacturing overheads
- 4) Absorbed manufacturing overheads

Which of the above are contained in a typical job cost?

- (a) 1 and 2 only
- (b) 2 and 3 only
- (c) 1, 2 and 4 only
- (d) All four of them

Q. 25 A way of dealing with overheads uses a method of spreading common cost values over the cost centres on the basis of benefits received. This is referred to as

- (a) Overhead apportionment
- (b) Overhead allocation
- (c) Overhead analysis
- (d) Overhead absorption

Q. 26 A job needs 3,000 actual labour hours to be completed. It is expected there will be 25% idle time. If the wage rate is Rs. 12.50 per hour, what is budgeted labour cost for the job?

- (a) Rs. 50,000
- (b) Rs. 42,000
- (c) Rs. 37,000
- (d) Rs. 27,000

Q. 27 A business has high stock turnover and uses the FIFO method of pricing stock issues. If our supplier purchase prices are currently, generally rising, the valuation of closing stock will be

- (a) Based on prices of those items received first
- (b) Lower than current supplier prices
- (c) Based on the average of all the stock purchased in the latest period
- (d) Near to current supplier purchase prices

Q. 28 Which of the following best describes a fixed cost? A cost which:

- (a) Remains at the same level up to a particular level of output
- (b) Remains at the same level when output increases
- (c) Has a direct relationship with output
- (d) Represents a fixed proportion of total costs

Q. 29 Which of the following models of conflict resolution allows a cooling off period, but seldom resolves the issue in the long term?

- (a) Problem solving
- (b) Withdrawal
- (c) Smoothing
- (d) Forcing

Q. 30 Group brainstorming encourages all of the following except

- (a) Team Building
- (b) Analysis of Alternatives
- (c) Convergent Thinking
- (d) Uninhibited verbalization

Q. 31 Performance reviews are held to

- (a) Correct the project manager's mistakes
- (b) Provide for answers for upper levels of management
- (c) To assess project status or progress
- (d) To apprise the project costs and cost trends of the project

Q. 32 In communication, the sender of a message is responsible for:

- (a) Confirming the message is understood
- (b) Ensuring the receiver agrees with the message
- (c) Scheduling communication exchange
- (d) Presenting the message in the most agreeable manner

Q. 33 What are the best uses of PERT

- (a) To evaluate employee performance in a project
- (b) Assist in proper allocation of funds for a project
- (c) Assist in the controlling of changes to the project
- (d) To measure future consequences of activities

Q. 34 Change requests can occur due to

- (a) An external event such as change in governmental regulation
- (b) An error or omission in defining the scope of the product
- (c) An error or omission in defining the scope of the project
- (d) All of the above

Q. 35 Which of the following is NOT an example of a type of schedule report

- (a) Gantt Chart
- (b) Milestone Chart
- (c) Fishbone diagram
- (d) Network diagram

Q. 36 A project plan is

- (a) A formal, approved document used to guide both project execution and project control
- (b) A document issued by senior management that provides the project manager with the authority to apply organizational resources to project activities
- (c) A narrative description of products or services to be supplied
- (d) A document describing the organizational breakdown structure of the company

Q. 37 What is team development

- (a) Setting up a team of people with the skills set that are required
- (b) Sending you project team to seminars
- (c) Enhancing the ability of the team to function as a team
- (d) Motivating your project team members

Q. 38 Three major processes in project HRM are

- (a) Staff recruitment, project staff planning and team building
- (b) HR planning, Acquire Project Team and Develop Project Team
- (c) Rewarding, salary reviews and penalties
- (d) Staff acquisition, staff training, staff deployment

Q. 39 General management encompasses

- (a) Business policy, financial management, business economics, contract administration, and legal services necessary for operating an enterprise
- (b) Business strategy, planning and controlling, organizational behavior, procurement, and personnel administration required for managing the ongoing aspect of a business venture
- (c) Organizational development, staffing, marketing and sales, procurement, and contract administration as part of an ongoing organization
- (d) Planning, organizing, staffing, executing, and controlling the operations of an ongoing enterprise

Q. 40 Which of the following is not an external-unpredictable risk

- (a) Changes in government regulations
- (b) Natural Hazards
- (c) Unexpected environmental side effects
- (d) Inflation

Q. 41 Maslow ranked Human needs from the highest to lowest

- (a) Self actualization; self promotion; social; security and physiological needs
- (b) Self esteem; self actualization; social; security and physiological
- (c) Self actualization; self esteem; social; security and physiological
- (d) Self fulfillment; self esteem; social; security and physiological

Q. 42 Herzberg identified factors, which, if present, will lead to increased motivation. A typical factor would be

- (a) Good supervision
- (b) Job security
- (c) Regular promotion
- (d) Good salary

Q. 43 The delphi Method is best suited for

- (a) Decision making
- (b) Cost control
- (c) Overhead rate estimating
- (d) Team discussions

Q. 44 In which type of organization is team building likely to be most difficult

- (a) Functional
- (b) Matrix
- (c) Project Expediter
- (d) Project coordinator

Q. 45 The sending or conveying of information from one place to another is the process of

- (a) Networking
- (b) Transmitting
- (c) Encrypting
- (d) Promoting

Q. 46 Three major types of communication are

- (a) Written, verbal, and non-verbal
- (b) Verbal, formal documentation, informal documentation
- (c) Verbal, written, and graphic
- (d) Verbal, written, and electronic

Q. 47 All of the following are communication tools EXCEPT

- (a) Memos
- (b) Rumors
- (c) Body language
- (d) Entering data

Q. 48 A leadership style in which the project manager shares problems with team members and formulates solutions as a group is called

- (a) Autocratic
- (b) Consultation in a group
- (c) One-to-one consultation
- (d) Democratic

Q. 49 A contingency plan is

(a) A planned response that defines the steps to be taken if an identified risk event should occur

- (b) A workaround
- (c) A reserve used to allow for future situations which may be planned for only in part
- (d) A plan implemented at leisure

Q. 50 Deflection or transfer of a risk to another party is part of which of the following risk response categories

- (a) Mitigation
- (b) Acceptance
- (c) Avoidance
- (d) Analysis

Q. 51 In which stage of the negotiation meeting are points of concession identified?

- (a) Probing
- (b) Closure
- (c) Scratch bargaining
- (d) Agreement

Q. 52 Which of the following is NOT a method of government procurement?

- (a) Acquisition
- (b) Assistance
- (c) Sealed bidding
- (d) Competitive Proposals

Q. 53 There is project with CPI of 0.81 and TCPI=1.00001 this project is

- (a) Over budget and cannot recover
- (b) Over budget and early in its evolution
- (c) No inference can be made
- (d) Under budget

Q. 54 The "rule of seven" as applied to process control charts means that

(a) If there are seven points on one side of mean, then an assignable cause must be found

(b) Seven consecutive points are ascending, descending, or the same

(c) At least seven inspectors should be in place for every thousand employees

(d) A process is not out of control even though seven measurements fall outside the lower and upper control limits

Q. 55 A collection of generally sequential project phases whose name and number are determined by the control needs of the organization or organizations involved in the project, is called

- (a) Project life cycle
- (b) Product life cycle
- (c) Project life event
- (d) All of the above

Q. 56 What does TQM stand for

- (a) Time quality managed
- (b) Target quality managed
- (c) Time quote management
- (d) Total quality management

Q. 57 Projects are undertaken at all levels of management

- (a) True
- (b) False
- (c) Both true and false
- (d) Neither true nor false

Q. 58 Pareto Analysis, cause and effect diagrams and flow charts are used in

- (a) Quality control
- (b) Quality assurances
- (c) Planning
- (d) Verification

Q. 59 A condition which will lead an organization towards conflict is

- (a) Conflict of interest
- (b) Differentiation in organization
- (c) Resolved prior conflicts
- (d) Both A and B

Q. 60 The behavioral responsibilities of a manager include

- (a) Regulatory Personnel
- (b) The legal environment
- (c) Environmental issues
- (d) All of the above

Q. 61 Preliminary cost estimates are developed in which phase

- (a) Conceptual
- (b) Planning
- (c) Implementation
- (d) Execution

Q. 62 Financial controls that need to be considered for planning and development do not include

- (a) Time reporting
- (b) Standard contract provisions
- (c) Process audits
- (d) Accounting codes

Q. 63 The types of power that have substantial influence on both subordinates and upper management are

- (a) Formal and Expert
- (b) Reward and Penalty
- (c) Expert and Referent
- (d) Formal and referent

Q. 64 Your preferred resource is not available at the time needed. What is the best thing to do?

- (a) Negotiate with management to get the resource
- (b) Assess your alternatives
- (c) Begin the task early
- (d) Use reserves to increase resources assigned to those tasks

Q. 65 The state of being totally answerable for the satisfactory completion of a specific assignment is called

- (a) Authority
- (b) Accountability
- (c) Responsibility
- (d) Fiduciary

Q. 66 Which is not another term for contract

- (a) Agreement
- (b) Purchase order
- (c) Proposal
- (d) Memorandum of Understanding

Q. 67 The gap between what customers expect and what they receive when dealing with a firm is

- (a) Related to the price they paid for something, not its quality
- (b) Always positive because the higher of the two values is counted first
- (c) One measure of their satisfaction with a firm and its products
- (d) Impossible to measure because it's subjective, not objective

Q. 68 Showroom retailers are able to offer low prices as a result of

- (a) Larger physical location
- (b) Quick purchase process because of a large number of service representatives
- (c) Inexpensive warehouse space, reduced shoplifting losses, and long-lived products
- (d) All of the above

Q. 69 The idea that a large percent of a product's sales revenues come from a

- (a) relatively small, loyal group of its purchasers is the true blue syndrome
- (b) Cohort Effect
- (c) 80/20 principle
- (d) Traditional believer's effect

Q. 70 Design of experiments -

- (a) Identifies which variables have the most influence on a quality outcome
- (b) Identifies which variables have the least influence on a quality outcome
- (c) Determines what a quality outcome is
- (d) Is a method for research and development

Q. 71 Most schedule simulations are based on some form of which of the following

- (a) Delphi
- (b) PERT
- (c) CPM
- (d) Monte Carlo Simulations

Q. 72 Which of the following was NOT a major focus of the pioneering studies into social perception

- (a) The importance of the nature of presented information
- (b) How perceivers actively construct meaning
- (c) The importance of the order of presented information
- (d) How perceivers sum information

- Q. 73 Research is done for
- (a) Interest in analysis
 - (b) Knowledge of research techniques
 - (c) Interest in discipline concerned
 - (d) Enhancing the pool of knowledge
- Q. 74 Essential characteristic of research
- (a) Usability
 - (b) Objectivity
 - (c) Generalizability
 - (d) None of the above
- Q. 75 For accuracy the researcher should
- (a) Increase the sample
 - (b) Keep the variance high
 - (c) Be unbiased
 - (d) All of the above
- Q. 76 A good research always begins with
- (a) An original idea
 - (b) Preparation of plan and design
 - (c) Study of relevant research methodology
 - (d) Study of what other researchers have done
- Q. 77 A research problem is feasible when
- (a) It is researchable
 - (b) It is new
 - (c) It has some utility
 - (d) All of the above
- Q. 78 A researcher selects a probability sample of 100 out of a total population. It is
- (a) Random sampling
 - (b) Cluster sampling
 - (c) Systematic sampling
 - (d) None of the above
- Q. 79 An investigator studied a census data for a given area and prepares a write-up. Is it a
- (a) Research Report
 - (b) Thesis
 - (c) Article
 - (d) Research paper
- Q. 80 A hypotheses cannot be stated in
- (a) Clear terms
 - (b) Logical terms
 - (c) Simple terms
 - (d) Question form
- Q. 81 Logic of induction is very close to
- (a) Logic of observation
 - (b) Logic of Sampling
 - (c) Logic of controlled variables
 - (d) None of the above
- Q. 82 A good hypothesis should be
- (a) Precise, specific and consistent with most known facts
 - (b) Of limited scope and should not have general or global significance
 - (c) Tested by given data
 - (d) All of the above
- Q. 83 The topic of research should
- (a) Be defined in clear terms
 - (b) Indicate many variables
 - (c) Should be brief
 - (d) Should indicate its usefulness
- Q. 84 The design and selection of sample should
- (a) Be large
 - (b) Nearer to home
 - (c) Easily accessible
 - (d) Should be representative of the entire population
- Q. 85 Who should become a researcher
- (a) One is intelligent
 - (b) One who is good in statistics
 - (c) One who is expert in computer softwares
 - (d) One who has a scientific temper and approach
- Q. 86 While selecting the topic for research
- (a) One should go by his aptitude
 - (b) One should go by the advice of the supervisor
 - (c) One should select an area of research that is new
 - (d) One should listen to what friends and family say
- Q. 87 Which of the following is a characteristic of a researcher
- (a) He is a specialist rather than a generalist
 - (b) He is not inspirational to his chosen field but accepts reality
 - (c) He is not versatile in his interest and even in his native abilities
 - (d) He is not aware of the contemporary society
- Q. 88 Research conferences can be conducted at
- (a) State level
 - (b) National level
 - (c) International level
 - (d) All of the above

Q. 89 Symposium is

- (a) Intellectual entertainment
- (b) TV related entertainment
- (c) Research with entertainment
- (d) None of the above

Q. 90 All are examples of qualitative variables except

- (a) Sex
- (b) Religion
- (c) Caste
- (d) Population