

ENTRANCE TEST FOR Ph.D. PROGRAMME, 2023**COMMERCE**

Time : Three Hours

Maximum : 100 Marks

Part A*Answer all questions.**Each question carries 1 mark.*

Choose the correct answer from the choices given :

1. How can you judge the depth of any research ?
 - (A) By research title.
 - (B) By research duration.
 - (C) By research objectives.
 - (D) By total expenditure on research.

2. What are the conditions in which Type-I error occurs ?
 - (A) The null hypotheses get accepted even if it is false.
 - (B) The null hypotheses get rejected even if it is true.
 - (C) Both the null hypotheses as well as alternative hypotheses are rejected.
 - (D) None of the above.

3. Which one is called non-probability sampling ?

(A) Quota sampling.	(B) Cluster sampling.
(C) Systematic sampling.	(D) Stratified random sampling.

4. Which test is the part of the parametric test ?

(A) Sign Test.	(B) Run Test for Randomness.
(C) Kruskal-Willis Test.	(D) z-test.

Turn over

5. ANOVA is _____.
- (A) A Government body which collects social statistics.
 - (B) The name of a statistical software package.
 - (C) A one-way analysis of variance.
 - (D) A two-way analysis of variance.
6. Which one of the following represents empirical generalisations relating to GDP growth and changes in unemployment ?
- (A) Phillips curve.
 - (B) Misery index.
 - (C) Pareto distribution.
 - (D) Okun's law.
7. Sweezy's kinked demand curve model to explain the price and output determination relates to which type of market structure ?
- (A) Perfect Competition.
 - (B) Monopolistic Competition.
 - (C) Monopoly.
 - (D) Oligopoly.
8. Which of the following measures inflation in ecosystem ?
- (a) Phillips curve.
 - (b) Consumer Price Index.
 - (c) Misery Index.
 - (d) GDP deflator.
 - (e) Fisher effect.

Choose the most appropriate answer from the options given below Options :

- (A) (a), (b) and (e) only.
 - (B) (b), (c) and (d) only.
 - (C) (b), (c) and (e) only.
 - (D) (b) and (d) only.
9. Which of the following affect the pricing of a currency option ?
- (a) Spot exchange rate.
 - (b) Exercise rate.
 - (c) Foreign risk-free rate of return.
 - (d) Domestic risk-adjusted rate.
 - (d) Time to expiration

Choose the correct answer from the options given below :

- (A) (b), (c), (d), (e) only.
- (B) (a), (c), (d), (e) only.
- (C) (a), (b), (c), (e) only.
- (D) (a), (b), (d), (e) only.

10. Which one of the following is not the assumption for consumer behaviour based on the Ordinal Utility Theory ?
- (A) Rationality of the consumer.
 - (B) Utility only ordinally measurable.
 - (C) Satiation of demand.
 - (D) Diminishing marginal rate of substitution.
11. Which of the following is not correct concerning the informal organisation ?
- (A) Satisfies employees' social and psychological needs.
 - (B) It focuses on people not on position.
 - (C) Deliberately created by management.
 - (D) Highly flexible.
12. Identify the most appropriate sequence of stages in the recruitment process from the following :
- (A) Receiving job application → Identification of the sources → Evaluation of sources → → Identification of need.
 - (B) Identification of need → Evaluation of sources → Identification of the sources → → Receiving job application.
 - (C) Identification of the sources → Identification of need → Evaluation of sources → → Receiving job application.
 - (D) Identification of need → Identification of the sources → Evaluation of sources → → Receiving job application.
13. _____ is a style of leadership in which leaders encourage, inspire, and motivate employees to innovate and create change that will help the company grow and shape its future success.
- (A) Transformational leadership.
 - (B) Transactional leadership.
 - (C) Autocratic leadership.
 - (D) Free reign leadership.
14. Which of the following components of a learning organisation requires people to unlearn the old ways of working and enhance driving forces that promote the organisation's values and principles ?
- (A) System Thinking.
 - (B) Personal Mastery .
 - (C) Mental Models.
 - (D) Shared Vision.

Turn over

15. The concept of Valence, Expectancy, and Instrumentality in a theory of motivation is advocated by :
- (A) Abraham Maslow. (B) Victor Vroom.
(C) Douglas McGregor . (D) Frederick Herzberg.
16. Morale is the extent to which individual needs are satisfied and the extent to which an individual perceives that satisfaction stemming from total job satisfaction. This is a definition of Morale from
- (A) Classical Approach. (B) Psychological Approach.
(C) Social Approach. (D) All the above.
17. The process of determining how an organisation should make from its current manpower position to its desired manpower position is called _____.
- (A) Manpower planning. (B) Human Resource Planning.
(C) Both (A) and (B). (D) Neither (A) nor (B).
18. Which of the following techniques of evaluating training effectiveness is the foundation for the other three techniques ?
- (A) The Phillips ROI Model.
(B) Kirkpatrick's Four-level Training Evaluation Model.
(C) Kaufman's Five Levels of Evaluation.
(D) Anderson's Model of Learning Evaluation.
19. _____ is indirect compensation which is usually extended as a condition of employment and is not directly related to performance.
- (A) Salary. (B) Incentive.
(C) Performance Bonus. (D) Fringe Benefit.
20. Lay-off is defined under the :
- (A) Sec 2 (t) of Industrial Relations Code, 2020.
(B) Sec 1 (t) of Industrial Relations Code, 2020.
(C) Sec 2 (s) of Industrial Relations Code, 2020.
(D) Sec 2 (u) of Industrial Relations Code, 2020.

21. The _____ utility is not directly attributed to the marketing function.
- (A) Place. (B) Form.
(C) Time. (D) Ownership.
22. To which of the following environmental factors, an enterprise can influence most ?
- (A) Politico-legal factors. (B) Economic factors.
(C) Competitors. (D) Management structure.
23. Which of the following is an odd criterion for choosing brand elements ?
- (A) Memorable. (B) Meaningful.
(C) Likeable. (D) Protectable.
24. _____ strategy severely limits the number of intermediaries.
- (A) Selective distribution.
(B) Intensive distribution.
(C) Exclusive distribution.
(D) Mass distribution.
25. The Cause related marketing is also known as _____.
- (A) Green Marketing. (B) Social Marketing.
(C) Societal Marketing. (D) Niche Marketing.
26. Which of the following are correctly needed to claim exemptions in respect of HRA ?
- a. Salary. b. Place of residence.
c. Standard rent. d. Rent paid.
e. HRA received.

Choose the correct answer from the options given below :

- (A) b, c, d and e only (B) a, c, d and e only
(C) a, b, d and e only (D) a, b and c only

Turn over

31. Sequence the procedure for e-filing of ITR-1 and ITR-2 :

- a. Login.
- b. Register.
- c. Verification.
- d. Downloading utility and preparing the Return.
- e. e-Filing Income Tax Return.

Choose the correct answer from the options given below :

- (A) a, b, e, d, c.
- (B) b, a, d, e, c.
- (C) b, a, c, d, e.
- (D) a, b, c, d, e.

32. Most suitable basis for apportioning insurance of machine would be :

- (A) Floor Area.
- (B) Value of Machines.
- (C) No. of Workers.
- (D) No. of Machines.

33. Payback period of a project is estimated by :

- (a) Annual Cash inflows/initial Investment.
- (b) Initial Investment / Annual Cash inflows.
- (c) $\text{Payback} = \text{number of years required to recover original cash outlay.}$

Choose the correct answer from the options given below :

- (A) Only (a).
- (B) Only (b).
- (C) (a) and (b).
- (D) (b) and (c).

34. Under the CAPM, generally the beta of debt will conform to which of the following :

- (A) Lower than the beta of equity.
- (B) Higher than the beta of equity.
- (C) Lower in both debt and equity
- (D) No effect on both debt and equity, but will not affect the earnings

35. Which Schedule of the Companies Act 2013 deals with the Statement of Profits and Loss Account ?

- (A) Schedule II.
- (B) Schedule IV.
- (C) Schedule I.
- (D) Schedule III.

Turn over

36. IMF and World Bank were set up under which one of the following :
- (A) Bundung Conference. (B) Bretton woods Conference.
(C) Maastricht treaty. (D) Treaty of Rome 1957.
37. Which of the following is the successor of GATT ?
- (A) Asian Development Bank. (B) International Finance Corporation.
(C) World trade Organisation. (D) World Bank.
38. The headquarters of IMF is at :
- (A) Hague. (B) Geneva.
(C) Washington. (D) New York.
39. NAFTA is an example of :
- (A) Common market. (B) Customer Union.
(C) Free Trade Area. (D) Economic Union.
40. The Comparative Cost Theory of international trade was developed by :
- (A) David Ricardo. (B) Haberlar.
(C) Adam Smith. (D) Alfred Marshall.
41. The first Indian Equity Index is :
- (A) NIFTY. (B) DOLLEX.
(C) DEFTY. (D) SENSEX.
42. _____ is a financial product whose value is derived from the value of underlying' Assets.
- (A) Repo. (B) Government Bonds.
(C) Derivatives. (D) T-Bill.
43. As per which one of the following approaches, firms finance a part of its permanent working capital with short term financing ?
- (A) Matching Approach. (B) Conservative Approach.
(C) Aggressive Approach. (D) Traditional Approach.

44. Which one of the following approaches of capital structure pleads that debt financing initially increases the value of the firm ; however excess debt financing beyond a particular point reduces the value of the firm ?
- (A) Net Income Approach.
 - (B) Net Operating Income Approach.
 - (C) Traditional Approach.
 - (D) Modigliani-Miller Approach.
45. The Central Bank can significantly influence the savings, investments and consumer spending in the economy through which one of the following policies ?
- (A) Fiscal policy.
 - (B) Monetary policy.
 - (C) Industrial policy.
 - (D) Foreign exchange policy.
46. Speculator in stock exchange means :
- (A) Investment in securities.
 - (B) Gambling in securities.
 - (C) Creating secret profits.
 - (D) Buying and selling securities in the hope of making profits due to change in prices.
47. Which one of the following is not a type of foreign exchange exposure ?
- (A) Translation Exposure.
 - (B) Transaction exposure.
 - (C) Economic exposure.
 - (D) Tax exposure.
48. Quantitative credit controls do not include :
- (A) Bank rate.
 - (B) Open Market Operation.
 - (C) Cash Reserve Ratio.
 - (D) RBI Directives.
49. Which one of the following theories says money received in the current time has more worth than money received in future ?
- (A) Cash value of money.
 - (B) Time value of money.
 - (C) Storage value of money.
 - (D) Lead value of money.

Turn over

50. According to section 63 (1), a company may issue fully paid-up bonus shares to its members, in any manner whatsoever, out of _____.
- (A) Its free reserves.
 - (B) The securities premium account.
 - (C) The capital redemption reserve account.
 - (D) All of the above

(50 × 1 = 50 marks)

Part B

*Answer any ten questions.
Each question carries 5 marks.*

51. Define the terms "Research" and "Research Methodology".
52. Distinguish between Primary and Secondary data.
53. What is Hypothesis? State the types of hypothesis.
54. Briefly describe any *two* methods of probability sampling.
55. What is meant by Research Report? What are the different types of research reports?
56. Discuss the different research approaches.
57. Highlight the significance of analysis and interpretation in a social science research.
58. Differentiate between Sampling and Non-Sampling errors.
59. Write a Note on ANOVA.
60. Explain the terms "Parametric" and "Non- Parametric" test.
61. Explore the ethical issues a researcher may face during the course of research.
62. Discuss the application of Information and Communication Technologies in research.
63. Elaborate upon the techniques of qualitative research.
64. What is Systematic Literature Review? Briefly explain any *three* rational behind the Systematic Literature Review.

(10 × 5 = 50 marks)