

Seat No.	
-------------	--

PD - 15

Total No. of Pages : 12

Ph.d Entrance Examination March - April, 2026

MANAGEMENT (MBA Based)

Subject Code : 58736

Day and Date : Wednesday, 07-Oct-2026

Total Marks : 100

Time : 04.00 p.m. to 06.00 p.m.

Instructions :

- 1) All questions are compulsory.
- 2) Each question carries 2 marks.
- 3) Answers should be marked in the given OMR answer sheet by darkening the appropriate option.
- 4) Use black ball point pen only for marking the circle. Do not make any stray mark on the OMR answer sheet.
- 5) Follow the instructions given on OMR Sheet.
- 6) Rough work shall be done on the sheet provided at the end of question paper.
- 7) Only non-programmable calculators are allowed.

1. Which research approach is most suitable when a researcher wants to understand a phenomenon in depth through participants' views and experiences?

a) Experimental approach

b) Qualitative approach

c) Historical approach

d) Causal approach

2. A variable that is manipulated by a researcher to observe its effect on another variable is called:

a) Dependent variable

b) Extraneous variable

c) Control variable

d) Independent variable

3. Which of the following is an example of primary data?
 - a) Data collected directly from respondents through interviews
 - b) Published census report
 - c) Research article
 - d) Government statistical bulletin
4. The main purpose of a research problem statement is to:
 - a) Present the final findings
 - b) Describe the sampling formula only
 - c) Identify the issue or gap that requires investigation
 - d) List statistical software
5. A research design provides a:
 - a) List of references only
 - b) Plan or blueprint for conducting the research
 - c) Statistical result only
 - d) Method of citation
6. Which sampling technique selects respondents because they are easily accessible?
 - a) Stratified sampling
 - b) Systematic sampling
 - c) Simple random sampling
 - d) Convenience sampling
7. In systematic sampling, respondents are generally selected:
 - a) Only from different strata
 - b) By personal judgment
 - c) At a regular interval from a sampling frame
 - d) Through referrals only

8. A Likert scale is commonly used to measure:
- a) Degree of agreement or attitude
 - b) Geographical distance
 - c) Population size
 - d) Financial profit
9. Reliability of a research instrument refers mainly to its:
- a) External funding
 - b) Ability to prove causality
 - c) Sample size
 - d) Consistency of measurement
10. Construct validity examines whether an instrument:
- a) Produces the same sample every time
 - b) Measures the theoretical construct it is intended to measure
 - c) Contains only open-ended questions
 - d) Uses a census
11. A hypothesis stating that there is no significant difference or relationship is called:
- a) Directional hypothesis
 - b) Working hypothesis
 - c) Null hypothesis
 - d) Descriptive hypothesis
12. A literature review is useful because it:
- a) Identifies what is already known and where gaps remain
 - b) Eliminates the need for data collection
 - c) Guarantees the research findings
 - d) Determines respondents' income

13. Which measurement scale classifies observations into categories without ranking them?
- a) Ratio scale
 - b) Ordinal scale
 - c) Interval scale
 - d) Nominal scale
14. The median is particularly useful when the data:
- a) Are always perfectly symmetrical
 - b) Contain extreme values or are skewed
 - c) Have no observations
 - d) Are purely nominal
15. The value occurring most frequently in a dataset is the:
- a) Mean
 - b) Median
 - c) Mode
 - d) Range
16. The range of a dataset is calculated as:
- a) Mean divided by median
 - b) Square root of variance
 - c) Sum divided by frequency
 - d) Highest value minus lowest value
17. A correlation coefficient of -0.90 indicates:
- a) Strong negative linear relationship
 - b) No relationship
 - c) Strong positive relationship
 - d) Perfect positive relationship
18. The primary purpose of regression analysis is to:
- a) Select respondents randomly
 - b) Determine only the median
 - c) Predict or estimate one variable using another variable or variables
 - d) Measure questionnaire reliability

19. If $R^2 = 0.64$, the model explains approximately:
- a) 6.4% of the variation
 - b) 64% of the variation
 - c) 36% of the variation
 - d) 94% of the variation
20. The chi-square test of independence is commonly used to examine association between:
- a) Two regression coefficients
 - b) Two continuous variables only
 - c) Two means only
 - d) Two categorical variables
21. A paired t-test is appropriate when comparing:
- a) Means from two related measurements or matched samples
 - b) Three independent groups
 - c) Two categorical frequencies
 - d) Two unrelated populations only
22. Kruskal-Wallis test is a non-parametric alternative to:
- a) Paired t-test
 - b) Pearson correlation
 - c) One-way ANOVA
 - d) Simple linear regression
23. Research ethics requires confidentiality mainly to:
- a) Increase the sample size
 - b) Protect participants' private information
 - c) Reduce questionnaire length
 - d) Guarantee significant results

24. Plagiarism can be avoided by:
- a) Copying without changes
 - b) Using only secondary data
 - c) Removing all references
 - d) Properly acknowledging and citing sources
25. A pilot study is generally conducted to:
- a) Test & improve the research instrument or procedure before the main study
 - b) Replace the final study
 - c) Increase the population size
 - d) Publish the final results.
26. The principle of unity of direction means that activities having the same objective should have:
- a) One plan and one head
 - b) One employee only
 - c) No supervision
 - d) Separate objectives
27. According to Fayol, discipline primarily implies:
- a) Elimination of authority
 - b) Complete employee freedom
 - c) Respect for rules and agreements
 - d) Avoidance of responsibility
28. Which managerial function determines what is to be done, when, and how?
- a) Controlling
 - b) Planning
 - c) Staffing
 - d) Coordinating
29. Authority refers to the:
- a) Informal social network
 - b) Obligation to obey without limits
 - c) Number of employees in a department
 - d) Right to make decisions and give orders

30. Responsibility in management refers to:
- a) The number of subordinates
 - b) The right to avoid accountability
 - c) The obligation to perform assigned duties
 - d) The organization's market share
31. A wide span of control means that a manager:
- a) Has no authority
 - b) Directly supervises a relatively large number of subordinates
 - c) Works at only one level
 - d) Has very few responsibilities
32. A flat organizational structure generally has:
- a) Complete centralization
 - b) Many levels of authority
 - c) No division of work
 - d) Fewer hierarchical levels
33. Centralization means that decision-making authority is mainly:
- a) Concentrated at higher levels
 - b) Delegated to customers
 - c) Removed from managers
 - d) Given only to temporary employees
34. A leader who makes decisions alone and expects compliance is using a(n):
- a) Democratic style
 - b) Laissez-faire style
 - c) Autocratic style
 - d) Participative style

35. Herzberg classifies salary, company policy and working conditions mainly as:
- a) Motivators
 - b) Achievement needs
 - c) Self-actualization needs
 - d) hygiene factors
36. According to Maslow, belongingness needs are related to:
- a) Physical survival only
 - b) Social relationships and acceptance
 - c) Personal achievement only
 - d) Organizational structure
37. Theory Y assumes that employees can:
- a) Require constant coercion
 - b) Never accept responsibility
 - c) Always dislike work
 - d) Exercise self-direction and accept responsibility
38. Organizational culture is best reflected in an organization's:
- a) Balance sheet only
 - b) Building size only
 - c) Shared values, beliefs and accepted ways of behaving
 - d) Legal registration number
39. Management by Objectives emphasizes:
- a) Mutually agreed objectives and performance evaluation
 - b) Avoiding measurable targets
 - c) Centralizing every decision
 - d) Eliminating feedback

40. Benchmarking is a process of:
- a) Avoiding performance measurement
 - b) Preparing payroll only
 - c) Replacing all competitors
 - d) Comparing performance or processes with best practices
41. Business Process Reengineering is primarily concerned with:
- a) Minor changes in office decoration
 - b) Radical redesign of processes to achieve major improvements
 - c) Increasing paperwork
 - d) Maintaining every existing procedure
42. Corporate governance focuses on:
- a) Warehouse maintenance
 - b) Product advertising only
 - c) Direction, control and accountability of organizations
 - d) Employee attendance only
43. A key stakeholder of a business includes:
- a) Only managers
 - b) Only competitors
 - c) Only government officers
 - d) Employees, customers, suppliers and shareholders
44. Corporate social responsibility encourages organizations to consider:
- a) Social and environmental responsibilities along with economic goals
 - b) Only short-term profits
 - c) Only shareholder dividends
 - d) Only production volume

45. A Strategic Business Unit generally has:
- a) No market responsibility
 - b) Its own distinct strategy and market focus
 - c) Only temporary employees
 - d) No financial objectives
46. SWOT analysis helps an organization assess:
- a) Only production costs
 - b) Only sales revenue
 - c) Only employee attendance
 - d) Internal strengths and weaknesses and external opportunities and threats
47. A core competency is a capability that:
- a) Is always a legal requirement
 - b) Exists only for routine paperwork
 - c) Provides significant value and can contribute to competitive advantage
 - d) Has no connection with strategy
48. A mission statement mainly explains:
- a) The daily attendance schedule
 - b) Why the organization exists and its fundamental purpose
 - c) The monthly salary structure
 - d) The annual tax calculation
49. A non-programmed decision is usually:
- a) A standard inventory reorder
 - b) Repeated according to established rules
 - c) A routine payroll calculation
 - d) Novel and unstructured, requiring managerial judgment

50. Change management is concerned with:

- a) Removing planning processes
- b) Preventing all organizational change
- c) Helping people and organizations transition from a current state to a desired future state
- d) Increasing hierarchy regardless of need



- Rough Work -