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Entrance Test for

**Ph.D./M.Phil. (COMMERCE) Programme - 2016**

*Time : 3 hours*

*Maximum Marks : 100*

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*Note : Every question carries four alternative answers. The candidate is required to write the correct option. Every question is worth one mark.*

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1. In statistics, an attribute is :
  - (1) A quantitative characteristic
  - (2) A qualitative characteristic
  - (3) A measurable characteristic
  - (4) All of the above
  
2. Monthly salary of a person is :
  - (1) An attribute
  - (2) A discrete variable
  - (3) A continuous variable
  - (4) A variable
  
3. The amount of non - response might be maximum in case of :
  - (1) Mailed questionnaire
  - (2) Personal Interview
  - (3) Telephone Interview
  - (4) Observation
  
4. Data collected on gender from the census reports is :
  - (1) Primary data
  - (2) Secondary data
  - (3) Sample data
  - (4) (1) or (2) above
  
5. The quickest method to collect primary data is ;
  - (1) Personal interview
  - (2) Mailed questionnaire
  - (3) Telephone interview
  - (4) Observation
  
6. In tabulation, sources of data is shown in the :
  - (1) Footnote
  - (2) Body
  - (3) Stub
  - (4) Caption
  
7. Sub-divided bar diagram is useful in :
  - (1) Comparing different components of a variable
  - (2) Relating different components of a variable to the whole set of variables
  - (3) (1) or (2)
  - (4) (1) and (2)
  
8. Which of the following statements is correct ?
  - (1) Two distributions may have identical measures of central tendency and dispersion
  - (2) Two distributions may have identical measures of central tendency, but different measures of dispersion
  - (3) Two distributions may have the different measures of central tendency, but identical measures of dispersion
  - (4) (2) and (3) above
  
9. The most commonly used measure of dispersion :
  - (1) Quartile deviation
  - (2) Standard deviation
  - (3) Range
  - (4) Coefficient of variation
  
10. What is spurious correlation ?
  - (1) A bad relation between two variables
  - (2) A low correlation between two variables
  - (3) Correlation between two variables having no causal relation
  - (4) A negative correlation between two variables



19. It is understood that the farmers in the villages while deciding about how much land to be allocated to grow a particular crop, they see the sowing season rainfall, price of the same crop in the previous season, price of alternative crops in the previous season, yield of the same crop in the previous season, yield of the alternative crops in the previous season etc. In the above case, which is the dependent variable ?
- (1) Price of the same crop in the previous season
  - (2) Sowing season rainfall
  - (3) Yield of the same crop in previous season
  - (4) Land allocated to the crop in the current season
20. In the above case, which is the independent variable ?
- (1) Sowing season rainfall
  - (2) Yield of the competing crops in the previous season
  - (3) Price of the competing crops in the previous season
  - (4) All of the above
21. The respondents themselves write the answers in case of :
- (1) Questionnaire
  - (2) Schedule
  - (3) Interview
  - (4) Observation
22. Which of the following statements is false ?
- (1) A pilot study is conducted before setting objectives of the research problem
  - (2) A hypothesis is a tentative generalisation, the validity of which remains to be tested
  - (3) A trial administration of questionnaire can be carried out during pilot study.
  - (4) A research design is a plan that specifies how data should be collected and analysed.
23. Which of the following statements is correct ?
- (1) Secondary data is always available in published sources only
  - (2) Primary data is more costlier than secondary data
  - (3) Judgement sampling is a random sampling method
  - (4) A complete survey of population is called census
24. Which of the following is a discrete variable ?
- (1) Heights of students in a class
  - (2) Number of children in a household
  - (3) Marks obtained by students in a class
  - (4) All of the above
25. The difference between the upper and lower limits of a class is known as :
- (1) class interval
  - (2) class limits
  - (3) frequency distribution
  - (4) none of the above
26. Which of the following is a graph of time series data ?
- (1) Histogram
  - (2) Histogram
  - (3) Flow chart
  - (4) Both (1) and (2)

27. Which of the following statements is false ?
- (1) Interpretation of data can not proceed with out analysis
  - (2) Generalization means extending the conclusion from observed instances to unobserved instances
  - (3) In business research, comparision between two things cannot be made unless they are a like
  - (4) In business research, reports must always be in the written form
28. A statement extendable to the entire population of sample is known as :
- (1) Inference
  - (2) Generalization
  - (3) Conclusion
  - (4) Interpretation
29. Which of the following could be an example of a null hypothesis ?
- (1) Income of parents has no impact on the performance of their children in the school.
  - (2) Education of parents has positive impact on the performance of their children in the school.
  - (3) Employment of parents has adverse impact on the performance of their children in the school
  - (4) None of the above
30. Which of the following is an example of categorical variable ?
- (1) Caste
  - (2) Sex
  - (3) Both (1) and (2)
  - (4) Neither (1) nor (2)
31. A better representative sample could be :
- (1) convenient sample
  - (2) systematic sample
  - (3) simple random sample
  - (4) purposive sample
32. Which of the following you consider as statistics ?
- (1) Mr. Mohan's weight is 70 kg. Ms. Ranjani's height is 5.4 feet. Mr. Rajan's salary is ₹ 50,000 per month and Mr. Aakash age is 32 yrs.
  - (2) Sales of a company during the past 10 years
  - (3) Both (1) and (2)
  - (4) None of the above
33. "Statistics are numerical statements of facts, but all facts numerically stated are not statistics".
- (1) Agree with the statement
  - (2) Disagree with the statement
  - (3) Partly agree with the statement
  - (4) Partly disagree with the statement
34. Which of the following statements is false ?
- (1) Unbiased errors have a tendency to get materialized with the increase in the number of observations.
  - (2) It is not always possible to achieve absolute accuracy in statistical data.
  - (3) Non-sampling errors do not arise in case of a sample survey.
  - (4) Two samples drawn randomly from a population may not yield identical results.

35. A variable which can take any fractional value within a specified range of values may be called :
- (1) Continuous variable (2) Discrete variable  
 (3) Dependent variable (4) Attribute
36. In a survey, data is collected by using a mailed questionnaire. For each question a number of answers were given and the respondent himself has to just tick the suitable answer in his view. This may be called :
- (1) open - ended questionnaire (2) pre - coded questionnaire  
 (3) open - ended schedule (4) pre - coded schedule
37. Which of the following statements is true ?
- (1) A statistical hypothesis is an assumption about some parameters.  
 (2) Any type of sampling would lead to the same inference about the population.  
 (3) Binomial Distribution may not be applied when the population being sampled is infinite.  
 (4) All the above statements are correct
38. In which of the following methods of data collection there is possibility of face-to-face interaction between the researcher and respondent ?
- (1) Questionnaire (2) Schedule  
 (3) Non - Participant observation (4) Both (1) and (2)
39. Which of the following is not a type of non-random sampling ?
- (1) convenience sampling (2) quota sampling  
 (3) purposive sampling (4) none of the above
40. Sampling method is described in detail in which of the following section of the research plan ?
- (1) Introduction (2) Methodology  
 (3) Data Analysis (4) Discussion
41. The standard deviation is :
- (1) The square root of the variance  
 (2) A measure of variability  
 (3) An approximate indicator of how numbers vary from the mean  
 (4) All of the above
42. If two variables have the linear relationship  $x + y = 100$ , the correlation will be :
- (1) -1 (2) +1 (3) +0.80 (4) +0.20
43. Mean  $\pm 3\sigma$  covers :
- (1) 90% items (2) 99.73% items  
 (3) 95% items (4) None of the above

44. The median of the series 6, 3, 8, 9, 5, 7 is :  
 (1) 5.5 (2) 6.5 (3) 6.0 (4) 7.5
45. What is the mode of the data set :  
 (3, 3, 3, 5, 5, 5, 7, 7, 7)<sup>2</sup>  
 (1) 1.3 (2) 3.7 (3) 5.7 (4) None of the above
46. The probability of getting zero head in three tosses of a fair coin is :  
 (1)  $\frac{1}{2}$  (2)  $\frac{1}{4}$  (3)  $\frac{1}{3}$  (4)  $\frac{1}{8}$
47. In a time series  $a=87$ ,  $b=4.18$  and  $x=5$ . Find the trend value.  
 (1) 10.6.7 (2) 104.8 (3) 108.6 (4) 107.9
48. A proportion of 20% in a sample of 100 persons is found to exhibit a particular characteristic. The estimated standard error of proportion is :  
 (1) 0.08 (2) 0.16 (3) 0.04 (4) 0.20
49. The population variance is 576 and the size of a sample taken from the population is 36. What is the S.E of mean ?  
 (1) 0.68 (2) 0.35 (3) 1.50 (4) 4.0
50. The C.V of a data set is 20% and the variance is 16. What is the mean of the data set ?  
 (1) 15 (2) 20 (3) 25 (4) 10
51. Demographic environment is not concerned with :  
 (1) Ethnic composition (2) Workers' union  
 (3) Urban - rural divide (4) Age composition
52. Which of the following is not covered under Factory Act, 1948 ?  
 (1) Cleanliness (2) Safety of the employees  
 (3) Education of the employees (4) Annual leave with wages
53. FDI is not permitted in :  
 (1) Retailing (2) Manufacturing (3) Service (4) Agriculture
54. SEBI became a statutory body under :  
 (1) SEBI Act, 1988  
 (2) SEBI Act, 1992  
 (3) Clause 49 corporate governance  
 (4) Companies (Amendment) Act, 2000

55. Reserve Bank of India does not deal with :
- (1) Treasury bills (2) Regulation of interest rates  
 (3) Mutual funds (4) Non-banking finance companies
56. New Industrial policy, 1991 does not stipulate :
- (1) Abolition of industrial licensing  
 (2) Disinvestment in public sector  
 (3) Nationalization of all banks  
 (4) Scrapping of threshold limit of assets in respect of MRTP understanding
57. Which of the following Acts covers land, water, air and noise pollution ?
- (1) Water (P and CP) Act, 1974  
 (2) Environment (Protection ) Act, 1986  
 (3) Air (P and CP) Act, 1981  
 (4) Atomic Energy Act, 1962
58. Reverse logistics is required because :
- (1) Goods are defective  
 (2) Goods are unsold  
 (3) The customers simply change their minds  
 (4) All of the above
59. Which of the following individuals is most closely associated with scientific management ?
- (1) Frederic W. Taylor (2) Mary Parker Follett  
 (3) Harold Koontz (4) Max Weber
60. PERT is used in the preparation of :
- (1) Budgeting (2) Scheduling (3) Evaluating (4) Finalizing
61. As per mintzberg, the leader of an organisation performs :
- (1) An interpersonal role (2) An informational role  
 (3) A Decisional role (4) All of the above
62. By which of the following means that you achieve the best possible balance among several goals.
- (1) Sacrificing (2) Satisficing (3) Minimizing (4) Optimizing
63. A budget is an example of which of the following plans ?
- (1) Strategic plan (2) Single use plan (3) Informal plan (4) Standing plan
64. The income of an educational institution of non-profit motive is exempted under which section ?
- (1) 10 (23 C) (2) 10 (80 G) (3) 10 (10 B) (4) 10 (23 D)



65. Tax rate on the unexplained income is below :
- (1) 30% (2) 30%+SC+EC+SHEC  
(3) 20% (4) None of these
66. Salary to the widow shall be taxable under :
- (1) 'Salary' Head  
(2) Income from 'Business and Profession' Head  
(3) 'House Property' Head  
(4) None of the above
67. Punishable crime is :
- (1) Tax planning (2) Tax compliance  
(3) Tax evasion (4) Tax management
68. Tax management is done :
- (1) Before tax planning (2) After tax planning  
(3) Middle of tax planning (4) Never
69. Under which section, an HUF is not entitled to have deduction from its G.T.I ?
- (1) 80 D (2) 80 G (3) 80 P (4) 80 DD
70. Best Judgement Assessment is called :
- (1) Ex parte assessment  
(2) Regular assessment  
(3) Assessment according to desire of the assesses  
(4) None of the above
71. Return of income is submitted under which section ?
- (1) Section 138 (2) Section 139 (1) (3) Section 142 (4) Section 143 (1)
72. The rate of alternative minimum tax in case of limited liability partnership firm is :
- (1) 18% (2) 18.5% (3) 19.2% (4) None of the above
73. In standard costing, point at which control functions and planning of management come together in classified as :
- (1) Functioning (2) Variation (3) Variance (4) Deviation
74. Comparison of financial statements highlights the trend of the :
- (1) Financial position of the business  
(2) Performance of the business  
(3) Profitability of the business  
(4) all of the above

75. Profit and Loss Account is also known as :
- |                             |                         |
|-----------------------------|-------------------------|
| (1) Statement of operations | (2) Statement of income |
| (3) Statement of earnings   | (4) All of the above    |
76. CAPM accounts for :
- |                      |                       |
|----------------------|-----------------------|
| (1) Systematic risk  | (2) Unsystematic risk |
| (3) Both (1) and (2) | (4) None of the above |
77. Capital Market line is :
- (1) Capital allocation line of a market portfolio
  - (2) Capital allocation line of a risk free asset
  - (3) Both (1) and (2)
  - (4) None of the above
78. Return on proprietor's fund is also known as :
- (1) Return on net worth
  - (2) Return on shareholder's fund
  - (3) Return on shareholder's investment
  - (4) All of the above
79. If the coupon rate is constant, the value of bond when close to maturity will be :
- |                  |                      |
|------------------|----------------------|
| (1) issued value | (2) redemption value |
| (3) par value    | (4) all of the above |
80. Which of the following is not a cash outflow ?
- |                                   |                         |
|-----------------------------------|-------------------------|
| (1) Increase in prepared expenses | (2) Increase in debtors |
| (3) Increase in creditors         | (4) Increase in stock   |
81. Marginal cost is computed as :
- (1) Prime cost + All variable expenses
  - (2) Prime cost + All fixed expenses
  - (3) Prime cost - All variable expenses
  - (4) Prime cost - All fixed expenses
82. If desired profit is decided, then normal price should be :
- (1) Marginal cost + Contribution
  - (2) Marginal cost + Fixed cost - Profit
  - (3) Marginal cost - Contribution
  - (4) Marginal cost - Fixed cost
83. In certain decision areas like plant closure and change in capacity, which of the following is more useful ?
- |                        |                            |
|------------------------|----------------------------|
| (1) Marginal costing   | (2) Differential costing   |
| (3) Absorption costing | (4) Activity based costing |

84. If selling price is fixed 25% above cost, the Gross profit ratio is :  
 (1) 15% (2) 20% (3) 25% (4) 30%
85. Statement of affairs is prepared to ascertain :  
 (1) Profit (2) Loss (3) Capital (4) Asset
86. When a company issues shares to vendor of asset for consideration other than cash, these are issued :  
 (1) at par (2) at a discount (3) at a premium (4) none of these
87. Which of the following is also known as objective evidence concept :  
 (1) Verifiable objective (2) Dual aspect  
 (3) Revenue realization (4) All of the above
88. Accounting equation is developed with the help of :  
 (1) Money measurement concept (2) Cost concept  
 (3) Dual aspect concept (4) Going concern concept
89. Added value on products and services is called :  
 (1) Advertising (2) Brand equity (3) Branding (4) Valuing
90. In marketing firms, "Q S P" stands for :  
 (1) Quality, Service, Price (2) Quantity, Service, Product  
 (3) Quality, Sales, Product (4) Quality, Sales, Price
91. At a fast food restaurant, what is marketed ?  
 (1) Goods (2) Services  
 (3) Both (1) and (2) (4) None of the above
92. The 4 Ps of marketing mix are :  
 (1) Product, Price, Promotion, Place  
 (2) Profit , Personnel, Price, Promotion  
 (3) Penetration, Place, Promotion, Personnel  
 (4) None of the above
93. In marketing, the focal point is :  
 (1) profit (2) customer (3) sales (4) all of the above
94. In which stage of PLC, the brand choice is heavily influenced by reference group ?  
 (1) Introduction (2) Maturity (3) Growth (4) Decline

95. When one country provides most favoured nation status for another country, it agrees to :
- (1) Charge that nation's product a lower tariff than any other nation.
  - (2) Charge that nation's products a tariff rate not higher than that of any other nation.
  - (3) Charge that nation's products a higher tariff than any other nation.
  - (4) Export to that nation any product that it wants to purchase.
96. In which of the following anti - dumping measures, the importing country bans the import of particular goods or all the goods from dumping country :
- (1) Tariff duty
  - (2) Import quota
  - (3) Import Embargo
  - (4) Voluntary Export Restraint
97. The source of comparative advantage is a country's :
- (1) Factor Endowments
  - (2) Technology
  - (3) Advertising
  - (4) Intellectual Property Rights
98. Import substitution is an example of :
- (1) An outward looking growth strategy
  - (2) An inward looking growth strategy
  - (3) The principle of competitive advantage
  - (4) The principle of absolute advantage
99. Which of the following error arises because of the diversity of the sources ?
- (1) Frame error
  - (2) Non - response error
  - (3) Selection error
  - (4) Definitional error
100. When a company assigns the right to undertake production locally using its patent or trade mark to a local company for a fee or royalty it is referred to :
- (1) Franchising
  - (2) Licensing
  - (3) Contract manufacturing
  - (4) Joint Venture

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