

Sr No.	PhD Commerce
1	Choose the missing term out of the given options: __aa__ba__bb__ab__aab
Alt1	aaabb
Alt2	babab
Alt3	bbaab
Alt4	bbbaa

2	Choose word from the given options which bears the same relationship to the third word, as the first two bears: Hour : Second :: Tertiary : ?
Alt1	Intermediary
Alt2	Primary
Alt3	Ordinary
Alt4	Secondary

3	Select the lettered pair that has the same relationship as the original pair of words: Stickler : Insist
Alt1	Laggard : Outlast
Alt2	Braggart : Boast
Alt3	Haggler : Concede
Alt4	Trickster : Risk

4	Select the lettered pair that has the same relationship as the original pair of words: Necromancy : Ghosts
Alt1	Romance : Stories
Alt2	Magie : Amulets
Alt3	Alchemy : Gold
Alt4	Sorcery : Spirits

5	Find out the number that has the same relationship as the numbers of the given pair: MAD : JXA : RUN : ?
Alt1	ORK
Alt2	OSQ
Alt3	PRJ
Alt4	UXQ

6	Spot the defective segment from the following:
Alt1	Keep the miscreants
Alt2	at your arm's length
Alt3	for
Alt4	they will pull the wool over your eyes

7	The terrorists held the tourists ----- for ransom.
Alt1	as hostages
Alt2	hostages
Alt3	hostage

Alt4	captives
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8	If I ----- wealthy, I would have got many friends.
Alt1	had been
Alt2	were
Alt3	was
Alt4	am

9	Choose the option closest in meaning to the given word: NEOLOGISM
Alt1	inoculation
Alt2	coinage
Alt3	consistency
Alt4	mirth

10	Choose the antonymous option you consider the best: SUAVE
Alt1	crestfallen
Alt2	polite
Alt3	rough
Alt4	cherished

11	In a certain code, REFRIGERATOR is coded as ROTAREGIRFER. Which word would be coded as NOITINUMMA ?
Alt1	ANMOMIUTNI
Alt2	AMNTOMUIIN
Alt3	AMMUNITION
Alt4	NMMUNITIOA

12	Traffic : Road in the same way as
Alt1	Aeroplane : Aerodrome
Alt2	Blood : Veins
Alt3	Roots : Tree
Alt4	Car : Garage

13	The following information is given: One of M.Gopi, his wife, their son and Mr.Gopi's mother is an architect and another is a doctor. (i) If the doctor is younger than the architect, then the doctor and the architect are not blood relatives. (ii) If the doctor is a woman, then the doctor and the architect are blood relatives. (iii) If the architect is a man, then the doctor is a man. Whose occupation is known by this information?
Alt1	Mr. Gopi is the doctor
Alt2	Mr. Gopi's son is the architect
Alt3	Mrs. Gopi is the doctor
Alt4	Mr. Gopi's mother is the doctor

14	Gopal was ranked 5th from the top and 16th from the bottom in a test. How many students were there in his class
Alt1	19
Alt2	21
Alt3	22
Alt4	20

15	Median of 10o, 5o, -2o, -1o, -5o, 15o is
Alt1	-2o
Alt2	-1o
Alt3	2o
Alt4	3o

16	Which of the following is 'OXYMORON'?
Alt1	Found Missing
Alt2	TIT-TAT
Alt3	GOTO
Alt4	Misunderstood

17	There are 5 persons in a class. Each one is shaking hand with the other. Find the total number of hand shakes?
Alt1	5
Alt2	10
Alt3	20
Alt4	60

18	Of the 26 Capital letters, how many are symmetrical along with vertical and horizontal axes.
Alt1	4
Alt2	3
Alt3	6
Alt4	5

19	There are 30 boys and 60 girls in a village . There are 70 men and 40 women in that village. What is the percentage of boys in that village?
Alt1	0.1
Alt2	0.25
Alt3	0.2
Alt4	0.15

20	There are N students in a class and only 8 of them are girls. If 11 boys added to the class,how many students in the class are boys?
Alt1	N+3
Alt2	N-3
Alt3	N-19

Alt4	19
21	Green shoe option is used as a mechanism while issuing public shares for:
Alt1	Stabilizing post-listing price
Alt2	Stabilizing pre-listing price
Alt3	Inflating post -listing price
Alt4	Decreasing post-listing price
22	Span of control is based on.....
Alt1	Employee's maturity
Alt2	Organizational culture
Alt3	Organization's economy
Alt4	Employee's productivity
23	High machiavellianism refers to
Alt1	High retention
Alt2	High performance
Alt3	Highly motivated
Alt4	High influence towards others
24	Quality circles ensures
Alt1	Improved employee quality in performance
Alt2	High job involvement
Alt3	Build strategies
Alt4	Problem analysis
25	Self-managed teams are
Alt1	Strategic planners
Alt2	problem-solvers
Alt3	devisers of objectives & goals
Alt4	Highly responsible
26	Career attitudes are considered as
Alt1	Social factor
Alt2	Cultural factor
Alt3	Socio-economic factor
Alt4	Micro-economic factor
27	Which one of the following strategies targets broad market?
Alt1	Differentiation strategy
Alt2	Focus strategy
Alt3	Cost-leadership strategy
Alt4	Generic strategy

28	.....is the process of deciding on the contents of a job in terms of its duties and responsibilities, on the methods to be used in carrying out the job, in terms of techniques, systems and procedures and on the relationships that should exist between the jobholder and his superiors, subordinates and colleagues.
Alt1	Job specification
Alt2	Job description
Alt3	Job design
Alt4	Job analysis

29	Which one of the following tests assesses one's natural propensity or talent or ability to acquire a particular skill?
Alt1	Intelligence tests
Alt2	Aptitude tests
Alt3	Projective tests
Alt4	Attitude tests

30	MBO's are effective for
Alt1	Participative management
Alt2	Goal management
Alt3	Cohesive teams
Alt4	Self development

31	Brainstorming aims at
Alt1	Gathering more number of ideas
Alt2	Sharing ideas with the help of experts
Alt3	Maximum participation and criticism
Alt4	Divergence of ideas

32	..... is the process of identifying and preparing suitable employees through mentoring, training and job rotation to replace key players.
Alt1	Career development
Alt2	Succession planning
Alt3	Internal recruitment
Alt4	Management development programmes

33	A merger of firms engaged in unrelated lines of business .....
Alt1	Congeneric merger
Alt2	Horizontal merger
Alt3	Conglomerate merger
Alt4	Vertical merger

34	which one of the following ratio is found to be the best predictor of failure of a firm as per the Beaver model?
Alt1	Liquidity ratio
Alt2	Cash flow to total debt ratio
Alt3	Debt service coverage ratio
Alt4	Net profit margin ratio

35	Diversification reduces
Alt1	Interest rate risk
Alt2	Market risk
Alt3	Unique risk
Alt4	Inflation risk

36	The sharpe index assigns the high value to funds that have.....
Alt1	Low standard deviations
Alt2	Higher returns
Alt3	Higher risk adjusted returns
Alt4	Higher risk premium

37	Degree of Financial leverage (DFL) expresses the relationship between.....
Alt1	EPS & EAIT
Alt2	EPS & P/E
Alt3	EPS & EBIT
Alt4	EPS & Sales

38	The exponent in an exponential moving average is
Alt1	$n+1/2$
Alt2	$n/2$
Alt3	$2/n+1$
Alt4	$2/n$

39	The concept of _____ is utilised to make multilateral comparisons.
Alt1	Efficient Exchange Rate (EER)
Alt2	Real Effective Exchange Rate (REER)
Alt3	Effective Exchange Rate (EER)
Alt4	Real Efficient Exchange Rate (REER)

40	The firm's profit margin measured in either currency is influenced by exchange rates.
Alt1	Competitive Effect
Alt2	Conversion Effect
Alt3	Transaction Exposure
Alt4	Operating Exposure

41	..... is the price at which the trader is willing to buy foreign currency.
Alt1	offer
Alt2	bid
Alt3	spread
Alt4	cross rate

42	When an Indian exporter avails post-shipment credit in foreign currency, what is taken as the bench mark for the interest rate?
Alt1	Bench mark lending rate
Alt2	MIBOR

Alt3	LIBOR
Alt4	Indian Bank rate

43	The most obvious reason companies use the foreign-exchange market is for:
Alt1	divestment
Alt2	subsidies
Alt3	privatization
Alt4	import and export transactions

44	..... is the purchase of foreign currency on one market for immediate resale on another market (in a different country) to profit from a price discrepancy.
Alt1	Cross trading
Alt2	Arbitrage
Alt3	Forward trading
Alt4	Reverse trading

45	Forfeiting most closely resembles .....
Alt1	export factoring
Alt2	countertrade
Alt3	netting.
Alt4	re invoicing

46	..... costing is a type of job costing.
Alt1	Multiple
Alt2	Operating
Alt3	Unit
Alt4	Batch

47	Which of the below features is not wealth maximization objective of Financial Management?
Alt1	Considers both quantity and quality dimensions of benefits
Alt2	Based on the concept of cash flows generated by the decision rather than accounting profit
Alt3	Decision should be oriented to the maximization of profits
Alt4	Focus is on the value to the owners or suppliers of equity capital

48	Which of the following is not considered by Miller-Orr Model?
Alt1	Variability in cash requirement
Alt2	Cost of transaction
Alt3	Holding cash
Alt4	Total annual requirement of cash

49	The net asset value of a mutual fund investing in stock rises with.....
Alt1	higher stock prices
Alt2	lower equity values
Alt3	an increased number of shares
Alt4	increased liabilities

50	Which one of the following is the price of a stock estimated to pay a dividend of \$.60 next year, if the dividend growth rate is 5% and the appropriate discount rate is 8%?
Alt1	\$18.00
Alt2	\$19.00
Alt3	\$20.00
Alt4	\$21.00

51	Which one of the following Acts was passed into law in the United States Congress, has fundamentally changed the business and regulatory environment and it aims to enhance corporate governance through measures that will strengthen internal checks and balances and ultimately strengthen corporate accountability.
Alt1	Securities Act, 1933
Alt2	Securities and Exchange Act, 1934
Alt3	Sarbanes-Oxley Act, 2002
Alt4	Dodd Frank Act, 2010

52	Purchasing Power Parity theory states that
Alt1	The exchange rate between currencies of two countries should be equal to the ratio of the countries' price levels
Alt2	The exchange rate between currencies of two countries should be equal to the ratio of the countries' Gold production
Alt3	The exchange rate between currencies of two countries should be equal to the ratio of the countries' GDP levels
Alt4	The exchange rate between currencies of two countries should be equal to the ratio of the countries' interest rate levels

53	Which one of the following is not taxable as income under the head "Salaries"?
Alt1	Commission received by a full time director
Alt2	Remuneration received by a partner
Alt3	Allowances received by an employee
Alt4	Free accommodation given to employee

54	Which of the following duties is under the purview of the State Government?
Alt1	Central Excise Duty
Alt2	Customs duty
Alt3	Service Tax
Alt4	VAT

55	Interest rate risk is a type of .....
Alt1	Credit risk
Alt2	Market risk
Alt3	Operational risk
Alt4	Exchange rate risk

56	European option can be exercised at any day at the option of the buyer on or before the expiry of the option.
Alt1	Statement is correct.
Alt2	Statement is Wrong and given statement means American option



Alt3	Statement is wrong and given statement does not mean American Option also
Alt4	Statement is partly correct and it should be European option can be exercised at any day at the option of the seller

57	Which is not part of Tier I Capital as per BASEL I norms
Alt1	Common stock
Alt2	Retained Earnings
Alt3	Surplus
Alt4	Cumulative Preference Stock

58	A Characteristic line is formed by regressing.....
Alt1	Stock prices with the market index
Alt2	Beta with the required rate of return
Alt3	Standard deviation with the required rate of return
Alt4	Stock returns with the market returns

59	Which of the following is not an assumption of technical analysis?
Alt1	Market value is determined solely by the forces of demand and supply.
Alt2	Supply and demand are governed by purely irrational factors
Alt3	Ignoring minor fluctuations, stock markets tend to move in trends
Alt4	Changes in trends are caused by shifts in demand and supply

60	Which approach to management emphasizes managing people by understanding their individual psychological needs?
Alt1	Economic Approach
Alt2	Decision Theory Approach
Alt3	MBO Approach
Alt4	Interpersonal Behaviour Approach

61	Regression coefficient is independent of:
Alt1	Scale
Alt2	Origin
Alt3	Origin & Scale
Alt4	None

62	Dual Linear Programming problem approach attempts to optimize resource allocation by ensuring that:
Alt1	Marginal opportunity cost of a resource equals to its return
Alt2	Marginal opportunity cost of a resource is less than its return
Alt3	Both of the above
Alt4	Neither of the above

63	Organizational culture is the collection of shared values, beliefs, rituals, stories, myths and specialized language that foster a feeling of community among organization members. Which of the following is not a characteristic of organization culture?
Alt1	It differentiates one organization from another.
Alt2	It defines the internal environment of an organization.

Alt3	It ensures consistency in the behaviour of organization members.
Alt4	It remains absolutely stable throughout the life of an organization

64	The factor which does not usually affect the width of a confidence interval:
Alt1	Population size
Alt2	Variability in the population
Alt3	Sample size
Alt4	Confidence desired

65	Direct control is the control that is exercised after the deviations from plans have occurred. Which of the following is not an underlying assumption of direct control?
Alt1	Performance can be measured
Alt2	The time expenditure is warranted
Alt3	Personal responsibility is absent
Alt4	Mistakes can be discovered in time

66	As Arun Mehata is reviewing the progress of his organization in meeting its organizational goals, he is struck by the fact that his organization has an organizational structure that might be causing problems. The current structure diffuses accountability, makes it difficult to respond to changing conditions quickly, and results in situations where someone might have two bosses. Which of the following organization forms best fits these disadvantages being experienced by Mr. Mehata?
Alt1	Geographical structure
Alt2	Matrix structure
Alt3	Divisional structure
Alt4	Functional structure

67	Which theory is concerned with making sound decisions under conditions of certainty, risk and uncertainty?
Alt1	Game Theory
Alt2	Network Analysis
Alt3	Decision Theory
Alt4	Simulation Theory

68	F-test is used to test the significance of the difference between:
Alt1	Co-efficient of correlation between two sample groups
Alt2	Co-efficient of correlation among more than two sample groups
Alt3	Average between two sample groups
Alt4	Average of more than two sample groups

69	Two factor theory of motivation provides useful insights into the relationship between individual and situational or hygiene factors. Which of the following is a hygiene factor?
Alt1	Achievement
Alt2	Interpersonal relations
Alt3	Recognition
Alt4	Challenging work

70	The Dynamic programming approach:
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Alt1	Optimizes a sequence of interrelated decision over a period of time
Alt2	Provides optimal solution to long-term corporate planning problems
Alt3	Provides optimal solution to single period decision-problem
Alt4	All of the Above

71	Experimental research enables researchers to make conclusions about:
Alt1	Group differences
Alt2	The change of variables over time
Alt3	Relationships among variables
Alt4	Cause and effect

72	Which of the following techniques for improving productivity aims at reducing costs by analyzing and improving individual operations of a product or service?
Alt1	Time-event Network
Alt2	Value Engineering
Alt3	Total Quality Management
Alt4	Quality Circle

73	When the customer arrivals are completely random, which model is followed?
Alt1	Deterministic model
Alt2	Statistical model
Alt3	Poisson distribution
Alt4	Probability concept

74	The conflict-resolution approach that corresponds with a high level of assertiveness and a low level of cooperativeness, is referred as:
Alt1	Compromising
Alt2	Collaborating
Alt3	Accommodating
Alt4	Forcing

75	Type I Error is defined as:
Alt1	Accept the hypothesis when it is true
Alt2	Accept the hypothesis when it is false
Alt3	Reject the hypothesis when it is true
Alt4	Reject the hypothesis when it is false

76	Span of control an important factor, which is to be taken into account when undertaking organizational design. Maintaining a large span of control within an organization is most effective in all except one of the following situations?
Alt1	When subordinates prefer autonomy
Alt2	When jobs are similar but have varying performance measures
Alt3	When subordinates are highly trained
Alt4	When managers are competent

77	The Himalaya company makes fourteen different laundry soap products and completely dominates the laundry detergent market. Through constant changes in packaging, it is trying to influence the perception of customers that its products are unique. Which of the following generic strategies is Himalaya using?
Alt1	Differentiation
Alt2	Cost leadership
Alt3	Globalization
Alt4	Niche strategy

78	Transportation model assumes:
Alt1	Number of origins = number of destinations and cost of transportation is unknown
Alt2	Number of Supply units = number of demand units and cost of transportation is known and fixed
Alt3	Number of supply units $\neq$ number of destinations and cost is not fixed one
Alt4	Number of origins $\neq$ number of destinations and cost is fixed

79	A technique for the study of interrelationships among variables, usually for the purposes of data reduction and the discovery of underlying constructs or latent dimensions is known as:
Alt1	Multiple regression
Alt2	Discriminant analysis
Alt3	Canonical correlation analysis
Alt4	Factor analysis

80	Which of the following refers to the flow of information among persons at different levels, who have no direct reporting relationships?
Alt1	Horizontal communication
Alt2	Diagonal communication
Alt3	Upward communication
Alt4	Downward communication

81	In time cost-trade-off function analysis:
Alt1	Cost decreases linearly as time increases
Alt2	Cost increases linearly as time increases
Alt3	Cost at normal time is zero
Alt4	None of the above

82	In the analysis of variance (ANOVA), the measure is:
Alt1	The independent variable in the study
Alt2	The dependent variable in the study
Alt3	An extraneous variable that confounds the effects of the independent variable
Alt4	A covariate

83	The proposition that typically state the existence, size, form or distribution of some variables is referred as:
Alt1	Rational hypothesis
Alt2	Null hypothesis
Alt3	Descriptive hypothesis
Alt4	Explanatory hypothesis

84	Douglas McGregor identified two opposing perspectives (Theory X and Theory Y) that he believed typified managerial views of employees and suggested that management must start with the basic question of how managers see themselves in relation to others. Which of the following is not correct about his theory
Alt1	Theory X managers view people as having an inherent dislike of work
Alt2	Theory X managers assume that people are self motivated and do not want to be directed
Alt3	Theory Y managers view people as responsible and conscientious
Alt4	Theory Y managers assume that people are internally motivated to accomplish the goals and objectives

85	When the primal problem has a degenerate optimal solution, the dual has:
Alt1	Degenerate solutions
Alt2	Infeasible solutions
Alt3	Unbounded solutions
Alt4	Multiple optimal solutions

86	In which of the following sampling technique the population is segmented into mutually exclusive events?
Alt1	Quota sampling
Alt2	Convenience sampling
Alt3	Stratified sampling
Alt4	Systematic sampling

87	Which of the following decision-making models emphasizes short-run solution of a problem rather than long-term goal accomplishment?
Alt1	Rational model
Alt2	Decision tree
Alt3	Incremental model
Alt4	Garbage-can model

88	If in a system of m equations in n ( $n \geq m$ ) variables, we assign n-m variables as zero then the n-m variables are called as:
Alt1	Non-basic variables
Alt2	Decision variable
Alt3	Slack variables
Alt4	Surplus variables

89	Which of the following steps in the planning process involves the organization asking the question “in which environment – internal or external – will our plans operate”?
Alt1	Formulating supporting plans
Alt2	Comparing alternatives in the light of goals
Alt3	Considering planning premises
Alt4	Setting objectives or goals

90	Goodness of fit of a distribution is tested by:
Alt1	t-test
Alt2	chi-square test

Alt3	f-test
Alt4	z-test

91	Which model/theory of leadership does Aruna Mukherjee use, when she determines the effectiveness of decisions as measured by group performance/participation; quality and acceptance?
Alt1	House's Path-Goal Theory
Alt2	Fiedler's Contingency approach
Alt3	Hersey and Blanchard's Situational Leadership Model
Alt4	Vroom and Yetton's Normative Decision Model

92	Multiple regression is a technique that:
Alt1	indicates the strength of the correlation between the combination of the predictor variables and the criterion variable
Alt2	enables researchers to predict a criterion variable by using the best combination of two or more predictor variables
Alt3	indicates the percentage of the variability among the criterion scores that can be attributed to differences in the scores on the predictor variables
Alt4	is a technique used to test the causal connection among three or more variables.

93	The bargaining power of buyers, as described by Porter, is high when:
Alt1	Their purchases form a large chunk of the sellers' total sales.
Alt2	There are only a few players in the industry
Alt3	There are no substitutes for products being purchased.
Alt4	Products or services are critical to the buyer's business.

94	When ranks are assigned to objects based on their properties or characteristics then the level of measurement is described as:
Alt1	Interval measurement
Alt2	Nominal measurement
Alt3	Ordinal measurement
Alt4	Scientific measurement

95	According to Hersey and Blanchard, when followers are in the initial "readiness" stage, the leader's behavior should be:
Alt1	High task and high relationship
Alt2	High task and low relationship
Alt3	Low task and low relationship
Alt4	Low task and high relationship

96	The degree of linear association between two metric scaled variables is measured by:
Alt1	Pearson correlation coefficient
Alt2	significance level
Alt3	analysis of variance
Alt4	$\beta$ (Beta)

97	Using the BCG matrix requires considering which of the following factors?
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Alt1	Types of risk associated with product development
Alt2	Threats that economic conditions can create in future
Alt3	Market shares and growth of markets in which products are selling
Alt4	Social factors and Political pressures

98	Standard error of mean is defined as:
Alt1	Standard deviation of the sampling distribution of mean
Alt2	Average of sampling distribution of mean
Alt3	Inter-Quartile range of sampling distribution of means
Alt4	Correlation co-efficient between the sampling distribution of me

99	Creative thoughts are the result of hard work and there are various techniques to foster creativity. Which of the following is one of the best-known techniques for facilitating creativity, developed by Alex F. Osborn?
Alt1	Synectics
Alt2	Brainstorming
Alt3	Delphi Technique
Alt4	Nominal Group Technique

100	Which technique is generally followed when the population is finite?
Alt1	Area sampling technique
Alt2	Systematic sampling technique
Alt3	Purposive sampling technique
Alt4	Unsystematic sampling technique