

MAULANA AZAD NATIONAL URDU UNIVERSITY

Ph.D Management & Commerce (Research Admission Test) RAT - 2022

QUESTION PAPER BOOKLET

Time: 2 hours

Max. Marks: 100

Hall Ticket No.

OMR Serial No.

INSTRUCTIONS TO THE CANDIDATES

1. Candidate should write their Hall Ticket number and OMR number on the space provided above. Candidate should not write their Hall Ticket number and OMR at any other place.
2. This booklet contains 12 pages. Candidate should check the booklet before taking the test. In case of misprint or irregularity in question numbers / pages, etc., should report to the Invigilator immediately.
3. There are 100 Multiple Choice Questions in the booklet. For each question there are four options. The candidate is required to choose the correct answer and darken the circle with blue / black ballpoint pen in the OMR sheet against the corresponding answer number.
4. Candidate will get one mark each for each correct reply in the OMR sheet. If the candidate does not bubble the correct answer against the corresponding question number in the OMR sheet, he will not get marks.
5. If the candidate bubbles more than one circle in OMR Sheet for any question, marks shall not be awarded for the question.
6. There are no Negative marks.
7. At the end of Entrance Test, candidates are allowed to take their question booklet.

Part A

Research methodology

1. Management and Administration are same
(A) Same (B) Different
(B) Partly same and partly different (D) Can't say
2. Henry Fayol laid down
(A) 10 Commandments (B) 14 Techniques
(C) 14 Principles (D) 10 Rules
3. Motivation available at the time of performance of work is
(A) Positive Motivation (B) Negative Motivation
(C) Extrinsic Motivation (D) Intrinsic Motivation
4. Esteem needs are also called as
(A) Physical needs (B) Social needs
(C) Ego needs (D) Safety needs
5. The management function that regulates the activities
(A) Coordination (B) Control
(C) Direction (D) Plan
6. Cost Volume Profit analysis is also called
(A) Break even Analysis (B) Cost Control
(C) Budget (D) Statistical control
7. A statement which reflects future income and expenditure
(A) Profit & Loss Account (B) Income and Expenditure Account
(C) Budget (D) Balance Sheet
8. Achievement of objectives of organization is concerned with
(A) Management (B) Organisation
(C) Planning (D) Staffing
9. Men Money and Material are included in
(A) Cost Analysis (B) Budget Preparation
(C) Resources (D) Administration
10. Planning brings
(A) Communication (B) Coordination and Cooperation
(C) Control (D) Resources

11. Strategic Planning is done at
(A) High level of management (B) Low level of management
(D) Subordinate level (D) Worker level
12. Contingent plan to meet the environmental pressure is
(A) Objectives (B) Purpose
(C) Strategies (D) Goals
13. Who propounded the opportunity cost theory of international trade?
(A) Ricardo (B) Marshall
(C) Adam Smith (D) Haberler
14. The cost of one thing in terms of an alternative given up is called
(A) Opportunity Cost (B) Real Cost
(C) Cost of Production (D) Standard Cost
15. Which statistical measure helps in measuring the purchasing power of money
(A) Time Series (B) Harmonic Mean
(C) Arithmetic Mean (D) Index Number
16. A mixed economy is characterized by the co-existence of
(A) Internal and External Sectors (B) Modern and Traditional Sectors
(C) Public and Private Sectors (D) International and Domestic Sectors
17. This is an assumption of Law of Demand
(A) Price of commodity should not change (B) Supply of commodity should not change
(C) Income of consumer should not change (D) Quantity should not change
18. Business means
(A) Commerce (B) Industry and Commerce
(C) Selling and buying (D) Trading
19. Which of the following is not manufacturing industry
(A) Iron and Steel Works (B) Mining
(C) Fruit Canning (D) Flour Mills
20. Promoter is person
(A) Who takes part in incorporation of a company (B) Auditor of a company
(C) Chairman of Company (D) None of the above
21. A Private Company should have atleast ____ members
(A) 3 (B) 2
(C) 7 (D) 50

22. Ploughing back of profits means
(A) Paying high dividend (B) Retaining the earning
(C) Not paying to Debenture holders (D) Incurring loss
23. The first stock exchange setup in India in
(A) Madras (B) Dehi
(C) Calcutta (D) Bombay
24. When a right to sell a security is acquired, it is known as
(A) Put Option (B) Call Option
(C) Double Option (D) Single Option
25. When SEBI came into force
(A) 1947 (B) 1990
(C) 1992 (D) 1995
26. Which of the following is not considered to be one of the three phases of ecommerce
(A) Innovation (B) Consolidation
(C) Reinvention (D) Preservation
27. Unique value auction is mainly applies to
(A) New Products (B) Secondhand Products
(C) Engineering Products (D) None of the above
28. Which of the following is related to security mechanism?
(A) Tally (B) Google
(C) CISCO (D) Encryption
29. Which of the following is not a key element of a business model?
(A) Value proposition (B) Competitive advantage
(C) Market strategy (D) Universal standards
30. Which of the following was the first commercial web browser
(A) Mosaic (B) Mozilla
(C) Netscape Communicator (D) Internet Explorer
31. A cartel is a combination of firms–
(A) which are functioning in a particular industry
(B) whose combined assets are worth more than 90% of total assets of the industry
(C) who control major chunk of the market
(D) whose combined profits are enormous

32. One of the major difficulties improving the industrial efficiency in enterprises is
(A) low productivity (B) low investment
(C) ineffective marketing (D) poor inventory control
33. Test checking reduces
(A) the work of an auditor (B) the liability of an auditor
(C) both work and liability of an auditor (D) the remuneration of an auditor
34. Among the following 'change management' methods, which one is the most appropriate when the employees are unwilling to accept change ?
(A) Directive method (B) Leading by example
(C) Negative reinforcement (D) Participative method
35. People resist change in organization because of
(A) Fear of unemployment (B) Increase in responsibility
(C) Need for new social adjustments (D) All the above
36. If opening stock = Rs. 2,45,000; purchases = Rs. 15,00,000; sales = Rs. 17,40,000 and rate of gross profit = 20% on cost of goods sold, then the closing stock would be at
(A) Rs. 3,53,000 (B) Rs. 2,95,000
(C) Rs. 2,45,000 (D) Rs. 1,95,000
37. The First Standard Auditing Practice (SAP-1) is related to
(A) Objectives and scope of the audit of financial statements
(B) Basic principles governing an audit
(C) Documentation
(D) Detecting fraud and error
38. Which among the following is the most popular approach for accomplishing the results ?
(A) Management by exception (B) Reward system
(C) Management by objectives (D) Mentor system
39. A systematic and orderly process of determining the worth of a job in relation to other jobs is known as
(A) Job analysis (B) Job evaluation
(C) Job description (D) Job specification
40. Which one of the following is correct with respect to going concern convention ?
(A) The enterprise is not going to terminate its operations in the period ahead
(B) The enterprise may go out of business in the next accounting period
(C) The enterprise may not divest or diversify its operational spheres
(D) The enterprise may not revalue its assets during the current accounting period

41. Which one of the following reports deals with 'Corporate governance' ?
(A) Cadbury Report (B) Narsimhan Report
(C) Kumar manglam Birla Report (D) Sachhar Report
42. Which one of the following accounting equations is correct ?
(A) Asset = Owner's Equity (B) Assets = Liabilities + Owner's Equity
(C) Assets = Liabilities – Owner's Equity (D) Assets + Liabilities = Owner's Equity
43. FEMA stands for
(A) Foreign Exchange Management Act (B) Funds Exchange Management Act
(C) Finance Enhancement Monetary Act (D) Future Exchange Management Act
44. Interim Dividend is shown–
(A) In Profit and Loss Account (B) In Profit and Loss Appropriation Account
(C) On Asset side of Balance Sheet (D) On Liabilities side of Balance Sheet
45. 'x' and 'y' theory of Motivation has been propounded by
(A) McGregor (B) Maslow
(C) Ouchi (D) Herzberg
46. Accounting for research and development relates to
(A) AS-7 (B) AS-9
(C) AS-8 (D) AS-10
47. Which one among the following industries produces the most nonbiodegradable wastes?
(A) Thermal power plants (B) Paper mills
(C) Food processing units (D) Textile mills
48. Which one of the following statements about RBI is "True"?
(A) RBI does not maintains the foreign exchange reserves of India
(B) RBI is the regulator of Banks and Securities market in India
(C) RBI started functioning from 1870
(D) RBI maintains the foreign exchange reserves of India
49. The Market Share of the companies are increased by increasing
(A) Sales Volumes (B) Number of Staff
(C) Number of Products (D) Profit Percentage
50. _____ is a small and newly developing market
(A) Scarcity Market (B) Guerrilla market
(C) Nascent Market (D) Viral Market

Section B Management Studies

51. What is the name of the conceptual framework in which the research is carried out?
(A) Research hypothesis (B) Synopsis of Research
(C) Research paradigm (D) Research design
52. How can we enhance the research objective?
(A) By making it more valid (B) By making it more reliable
(C) By making it more impartial (D) All of the above
53. Which of the following is the Objective of the Research?
(A) To become familiar with a phenomenon
(B) To test a hypothesis of a causal relationship between variables
(C) To determine the frequency with which something occurs or with it is associated with something else.
(D) All of the above
54. Where is the objective observation used?
(A) In conducting experiments (B) In research
(C) In normal behaviour (D) In almost all the situations
55. A null hypothesis is
(A) hypothesis of no difference (B) Hypothesis that assigns value of zero to the variable
(C) Hypothesis of zero significance (D) None of the above
56. The preparation of a synopsis is
(A) an art (B) a science
(C) Both 'A' and 'B' (D) None of these
57. The method of Randomization involves
(A) lottery (B) Coin method
(C) Tippit's table of random digits (D) All of the above
58. Which of the following is a step of research design?
(A) Defining the problem and formulating a hypothesis
(B) Collecting data
(C) Drawing inferences from the data
(D) All of the above

59. Scientific methods are used in
(A) only research projects in pure sciences (B) social science researches
(C) Both 'A' and 'B' (D) Neither 'A' nor 'B'
60. Action research means
(A) A longitudinal research (B) An applied research
(C) Research which are initiated to solve the immediate problems
(D) All of the above
61. In Management & Commerce research generally ----- not used
(A) Laboratory Experiment (B) Field survey
(C) Hypothesis Testing (D) All of the above
62. The reporting of Research findings should be done
(A) by the scientists themselves (B) in a scientific and effective way
(C) through internet (D) through scientific journals
63. Which of the following is/are types of field studies?
(A) Exploratory testing (B) Hypothesis testing
(C) Both 'A' and 'B' (D) None of the above
64. The evolution of operation research could be associated within well-known development of
(A) Industrial organization (B) Institutional organization
(C) Small scale organization (D) Traditional organization
65. Which of the following is the first step in a research process?
(A) Selecting a topic (B) Formulating research problem
(C) Development of a hypothesis (D) None of the above
66. In which of the following selection depends on chance?
(A) Probability selection (B) Purposive method
(C) Mixed sample (D) None of the above
67. In the purposive method of sampling design, items are selected according to
(A) Law of probability (B) Personal judgment
(C) Law of certainty (D) None of the above
68. Primary data for the research process can be collected through
(A) Experiment (B) Survey
(C) Both 'A' and 'B' (D) None of these

69. Which of the following qualities do you consider essential for a research scientist?
(A) Keeness of observation (B) Persistence
(C) Logical reasoning (D) All of the above
70. A researcher should consider himself as
(A) Open minded and radical (B) A status-quo maintainer
(C) Fairly knowledgeable (D) Entirely dependent on the teacher
71. The F-test:
(A) Is essentially a two-tailed test. (B) Is essentially a one-tailed test.
(C) Can be one-tailed as well as two-tailed depending on the hypotheses.
(D) Can never be one tailed test.
72. Which one among the following is the most comprehensive source of population data?
(A) Census (B) National Sample Surveys
(C) Demographic Health Surveys (D) National Family Health Surveys
73. What is the use of Factorial Analysis?
(A) For setting the hypotheses
(B) To understand the difference between two variables
(C) To understand the relationship between two variables
(D) To understand the difference between various variables
74. The "Sociogram" technique is used to study _____
(A) Vocational Interest (B) Human Relations
(C) Professional Competence (D) Achievement Motivation
75. Type-1 Error occurs when
(A) The null hypothesis is rejected even when it is true
(B) The null hypothesis is accepted even when it is false
(C) The null hypothesis as well as Alternative hypothesis, both are rejected
(D) None of the above
76. The scientific study of the historical back ground of the events to determine its bearing on the present conditions is called
(A) Philosophical research (B) Action research
(C) Experimental research (D) Historical research
77. Mean, Median and Mode are :
(A) Measures of deviation (B) Ways of sampling
(C) Measures of control tendency (D) None of the above
78. A research paper is a brief report of research work based on
(A) Primary Data only (B) Secondary Data only
(C) Both Primary and Secondary Data (D) None of the above
79. One of the following is not an open source software:
(A) DSpace (B) Windows
(C) Green-stone (D) Linux

80. An appropriate source to find out descriptive information is..... .
(A) Bibliography (B) Directory
(C) Encyclopedia (D) Dictionary
81. One of the following search engine is exclusively meant for scientific information :
(A) Google (B) Yahoo
(C) SCIRUS (D) Altavista
82. Questionnaire is a :
(A) Research method (B) Measurement technique
(C) Tool for data collection (D) Data analysis technique
83. The oldest and the largest Library Association in the world is..... .
(A) ALA (B) LA
(C) IFLA (D) IASLIC
84. Ontology is..... .
(A) An Indexing Method (B) Classification of Internet based documents
(C) Cataloguing of Internet based documents (D) Documentation service
85. _____ is a organised enquiry
(A) study (B) investigation
(C) survey (D) experiment
86. _____ indicates a plan of action to be carried out in connection with a proposed research work.
(A) research proposal (B) research abstract
(C) research methodology (D) research design
87. _____ are those which are collected fresh and are original in character
(A) primary data (B) secondary data
(C) qualitative data (D) D. quantitative data
88. Patent is related to -----
(A) Banking (B) Statistics
(C) Original Research & IPR (D) Literature
89. Research is derived from
(A) Latin (B) Indian
(C) Greek (D) Japanese
90. Longitudinal approach of Research deals with
(A) Short-term researches (B) Long-term research
(C) Horizontal researches (D) None of the above
91. Ethical principle is available in which report
(A) Belmont Report (B) Finance report
(C) Research Report (D) None of the above

92. Which of the following process is not needed in experimental research?
(A) Observation (B) Reference collection
(C) Controlling (D) Manipulation
93. Determining the relationships between two or more variables comes under
(A) Naturalistic observation (B) Correlation research
(C) Survey research (D) Action research
94. Which of the following is the goal of evaluation research?
(A) Situation-based decision making (B) People-based decision making
(C) Data-based decision making (D) Trend-based decision making
95. Which of the following is not a data-collection method?
(A) Research questions (B) Unstructured interviewing
(C) Postal survey questionnaires (D) Participant observation
96. How to judge the depth of any research?
(A) By research title (B) By research duration
(C) By research objectives (D) By total expenditure on research
97. Prediction refers to which of the following:
(A) Reasoning whereby two objects are assumed to be similar
(B) A statement about what will be observed before it actually occurs.
(C) Anything that precedes another thing
(D) A measure of success of a test, for test, rule, principal or theory.
98. SPSS is an acronym of the following?
(A) Statistical Predictions for Social Sciences
(B) Sexual Preferences for the Sixties and Seventies.
(C) Statistical Package for the Social Sciences
(D) Statistical Performance and SAD Syndrom
99. The research that is especially carried out to test and validate the study hypotheses is termed
(A) Fundamental research (B) Applied research
(C) Conclusive research (D) Exploratory research
100. The research studies that explore the effect of one thing on another and more specifically, the effect of one variable on another are known as
(A) Causal research (B) Applied research
(C) Conclusive research (D) Exploratory research
