

**Sample Paper PhD (Management Science) Program
Spring-2019**

| VERBAL | | | | |
|-----------------------------|---|------------------|------------------------|-------------------|
| S.No | Core Areas | Questions | Total Questions | Percentage |
| 01 | Synonyms | 04 | 20 | 20% |
| | Antonyms | 04 | | |
| | Use of Preposition | 04 | | |
| | Reading Comprehension | 08 | | |
| ANALYTICAL REASONING | | | | |
| 02 | Logical Analysis | 10 | 20 | 20% |
| | Analytical Reasoning | 10 | | |
| SUBJECTIVE | | | | |
| 03 | Economics | 10 | 60 | 60% |
| | Research Methodology | 10 | | |
| | Human Resource Management | 10 | | |
| | Marketing | 10 | | |
| | Finance / Accounting | 10 | | |
| | Business Communication and Report Writing | 10 | | |

Total # of Questions: 100

Time Allowed: 120

1. VERBAL :(20%)

VOCABULARY: SYNONYMS (4 Questions)

Instructions: Sentences are given below with a word underlined in each. Below each sentence a multiple choice is given. Find out the proper word that is **similar in meaning** to the underlined word in each sentence, and shade its answer letter from multiple choice of words A, B, C or D against the corresponding number in the answer sheet.

1. Love is a passion that inspires one to make marvels.

- A. miracles B. puzzles C. wonders D. mazes

2. Love prepares man to surmount great heights and achieve brilliant success.

- A. overcome B. subdue C. vanquish D. defeat

VOCABULARY: ANTONYMS (4 Questions)

Instructions: Sentences are given below with a word underlined in each. Below each sentence a multiple choice is given. Find out the proper word that is **opposite in meaning** to the underlined word in each sentence, and shade its answer letter from multiple choices of words A, B, C or D against the corresponding number in the answer sheet.

1. The romantic gestures testify that every person is lover of one's own self.

- A. falsify B. justify C. intensify D. rectify

2. You are enamoured of only their physical qualities.

- A. bored B. disgusted C. annoyed D. proud

USE OF PREPOSITIONS (4 Questions)

Instructions: Sentences are given below. In each sentence, you have to put the correct preposition. Choose **the correct preposition** for every sentence and shade its answer letter A,B,C or D against the corresponding number in the answer sheet.

1. I came.....an old friend of mine in Liberty Market this morning.

- A. around B. by C. across D. with

2. The region is noted.....its quality cattle.

- A. for B. by C. on D. to

PASSAGE READING (8 Questions)

Reading Comprehension

Read the following passage carefully and answer the questions set below it. Write answer letter A,B,C,D in the answer sheet against the corresponding number.

Long ago when invention of printing press was not yet conceived and made possible, a large number of useful, precious, and rare books were printed and read in manuscript forms. Paper had not yet come in to being. It was china that invented paper first. Later, perhaps in 1560 or so, John Caxton, an Englishman, invented the printing press. Other countries of Europe were yet far behind in these regards. With the invention of printing press tens of scores of books were brought to the printing press for publication. Book markets were created and public libraries established for general reading public. Private libraries and reading rooms came in to existence. Book reading became habit of knowledge seekers. Bibliophiles tended to read books to seek knowledge, know good morals and get entertainment, the last being the most important objective of reading. Rate of literacy increased largely, horizon of knowledge broadened and scope of academic and human development widened to a great extent. Today, keen readers are found all over the world, especially in the countries where education is given due attention and importance. But, regretfully, owing to creation of a host of scientific inventions and devices and role of electronic media, impetus and tendency to reading are diminishing slowly and gradually. And a result, reading is becoming a dying habit.

1. Before the invention of the paper and printing press books were preserved in

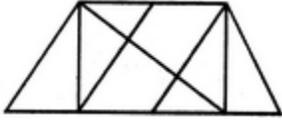
- | | |
|----------------------|----------------------|
| A. memory of readers | B. memory of authors |
| C. handwritten form | D. in printed form |

2. Public Libraries were established for.....

- | | |
|-----------------------------|---------------------------|
| A. literate People | B. highly educated people |
| C. every reader from public | D. scholars |

2. ANALYTICAL REASONING: (20% Questions)

1. Find the number of triangles in the given figure.



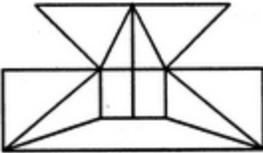
A.8

B.10

C.12

D.14

2. Find the minimum number of straight lines required to make the given figure.



A.16

B.17

C.18

D.19

3. SUBJECTIVE: (60%)

ECONOMICS (10 Questions)

- 1. Average labor productivity is the.....**
 - A. amount of workers per machine
 - B. amount of machines per worker
 - C. ratio of employed to unemployed workers
 - D. amount of output per worker
- 2. When national output rises, the economy is said to be in.....**
 - A. an expansion
 - B. a deflation
 - C. an inflation
 - D. a recession

RESEARCH METHODOLOGY (10 Questions)

- 1. EBSCOHOST, an electronic database of research journals, falls in which of the following category(s) of the literature source(s).**
 - A. Primary
 - B. Secondary
 - C. Tertiary
 - D. None of the above
- 2. Sana has a project to determine the number, age, gender, and department of the faculty members at Sukkur IBA who come from Khairpur Mirs. She wonders which one of the following types of research best describes the nature of her project.**
 - A. Explanatory research
 - B. Confirmatory research
 - C. Exploratory research
 - D. Descriptive research

HUMAN RESOURCE MANAGEMENT (10 Questions)

- 1. Hofstede's five variables: power distance; individualism, masculinity /femininity; uncertainty avoidance and long term versus short term orientation; were terms used to describe**
 - A. family traits
 - B. human resource strategy
 - C. national differences
 - D. globalization
- 2. Socialization process of newly hired employees is usually conducted by**
 - A. marketing department
 - B. HR department
 - C. accounts department
 - D. procurement department

MARKETING (10 Questions)

- 1. Communication is the function of**
 - A. public relations
 - B. packaging
 - C. website
 - D. all of above
- 2. For years, the U.S. Army ran an advertising campaign with the tagline, “Be all you can be.” To which of Maslow's needs is this appealing?**
 - A. Self-actualization
 - B. Physiological
 - C. Belongingness
 - D. Esteem

FINANCE / ACCOUNTING (10 Questions)

- 1. _____ is a true statement.**
 - A. risk-averse investors reject investments that are fair games
 - B. risk-neutral investors judge risky investments only by their expected returns
 - C. both a and b
 - D. neither a nor b
- 2. Diversification is most effective when security returns are .**
 - A. high
 - B. negatively correlated
 - C. positively correlated
 - D. uncorrelated

BUSINESS COMMUNICATION AND REPORT WRITING (10 Questions)

- 1.....are usually short messages with natural, casual use of language.**
 - A. Formal reports
 - B. Informal reports
 - C. Short reports
 - D. Progress report
- 2. Memorandum is used to:**
 - A. Inform someone not related to your company.
 - B. Communicate to someone within your own company.
 - C. Communicate to other company.
 - D. Communicate to the general public