

**MALAVIYA NATIONAL INSTITUTE OF TECHNOLOGY
JAIPUR
DEPARTMENT OF MANAGEMENT STUDIES**

**PhD (Management Entrance Test)
Sample Questions**

Q1. Match the following

List-I (Type of Value)	List-II (Features)
(A) Fair value	1. Shares
(B) Replacement value	2. To set up a new plant
(C) Value of image	3. Goodwill
(D) Market value	4. Consumable items

- a. (A – 1) (B – 4) (C – 3)(D – 2)
- b. (A – 1) (B – 2) (C – 3) (D – 4)
- c. (A – 3) (B – 2) (C – 1) (D – 4)
- d. (A – 1) (B – 4) (C – 3) (D – 5)

Q2. Which cadre of management is critical in the success of products and services and in increasing the marketing share of the firm in business?

- a. Functional level Managers
- b. Corporate level Managers
- c. Business level Managers
- d. Managers at all levels

Q3. Human resource professionals:

- a. Should follow a business- like approach
- b. Insist on the primacy of HR policies
- c. Realize that line managers share their point of view
- d. Try to get more authority over line managers

Q4. A firm in India focusing on high product efficiency, mass distribution, and low cost. What type of orientation towards market company has adopted?

- a. Production
- b. Product
- c. Sales
- d. Marketing

Q5. A focus-group interview aimed at generating ideas for improving established products or services is an example of:

- a. Exploratory study
- b. Descriptive study
- c. Diagnostic study
- d. Experimental study

Answer Key

Q1 – b

Q2 – d

Q3 – a

Q4 – a

Q5 – a