

Hailey College of Commerce

Sample Questions for Entry Test

M.Phil. Commerce

These questions and content may or may not represent questions you may see in the entrance test. **They are meant to help the candidates understand the broad structure of the entry test. In no way do the sample questions represent the level of difficulty and the exact type of questions.**

The overall structure of the M. Phil Entry Test will be as follows.

HCC M.Phil. Admission Test 2023		Time Allowed
Essay Type:	25%	40 Minutes
Objective Type: MCQs	75%	80 Minutes
Subject Based		MCQs
1) Accounting / Finance / Economics	10%	8
2) Management / HRM / OB	10%	8
3) Marketing / Consumer Behavior	10%	8
4) Research Methodology	10%	8
GRE General		
5) English/Verbal Reasoning	05%	4
6) Analytical Reasoning	15%	12
7) Quantitative Reasoning	15%	12
Total	75%	100%
		60

Important Notes:

- The total duration of the test is **120 minutes**.
- The *objective type* of paper will be collected after **80 minutes**.
- The 60 MCQs **MUST** be on the bubbled answer sheet *annexed* with this document.
- The *subjective type* of paper will be collected after **40 minutes**.
- There will be two or three *essay-type* questions to test the ability to express thoughts (about the issues related to businesses, organizations, nations, the world, you, or your career. It may contain reading a paragraph followed by short questions to test your comprehension.

SAMPLE OBJECTIVE-TYPE QUESTIONS

(Weightage 75%)

For the convenience of the candidates, the answers to the MCQs are given in bold. On the test day, candidates must fill an appropriate circle on the bubble sheet depending on the correct answer. Lead pencil is NOT allowed.

Section 1: Accounting, Finance, Economics

1. Which one of the following is classified as capital receipts:

(A) Proceeds from sales	(B) Income from rented premises
(C) Proceeds from the sale of fixed assets	(D) Commission received
(E) Rent received	

2. Which of the following equations properly represents a derivation of the fundamental accounting equation?
- (A) assets + liabilities = owner's equity (B) assets = owner's equity
 (C) assets = owner's equity (D) **assets - liabilities = owner's equity**
 (E) cash = assets + owner's equity
3. Those liabilities that arise only on the happening of some uncertain events are:
- (A) current liabilities (B) long-term liabilities (C) outstanding liabilities
 (D) **contingent liabilities** (E) deferred liabilities
4. Financial statement ratio analysis may be undertaken to study liquidity, turnover, profitability, and other indicators. To which does the current ratio most relate?
- (A) **liquidity** (B) turnover (C) profitability
 (D) current market share (E) none of these
5. Why would a firm generally finance temporary assets with short-term debt?
- (A) Financing requirements remain constant
 (B) **Matching the maturities of assets and liabilities reduces the risk**
 (C) Short-term interest rates have traditionally been more stable than long-term interest rates
 (D) Taking risks to earn profit
 (E) A firm that borrows heavily long term is more apt to be unable to repay the debt than a firm that borrows heavily short term
6. Interest rate risk is a type of
- (A) credit risk (B) **market risk** (C) operational risk
 (D) all of these (E) none of the above
7. GDP is likely to increase with:
- (A) A general decrease in productivity (B) An increase in taxation rates
 (C) A decrease in government spending (D) A fall in investment
 (E) **An increase in consumer spending**
8. Long Term Loans to countries/states are issued by
- (A) UNO (B) IMF (C) **World Bank** (D) World Trade Organization (E) None

Section 2: Management, Human Resource Management, Organizational Behavior

9. The primary purpose of the Management Process (what do managers do?) is to ____.
- (A) develop organizational goals and make logical decisions
 - (B) achieve organizational goals efficiently and effectively**
 - (C) ensure that all employees are working together effectively
 - (D) organize the various functions in a logical manner
 - (E) earn profit in one way or another way
10. In most organizations, the _____ contains the highest number of managers.
- (A) first-line supervisors (B) administrative management (C) top management
 - (D) middle management** (E) cross-functional teams
11. What is the systematized procedure for collecting and recording organizational job information?
- (A) job analysis** (B) job evaluation (C) job enrichment
 - (D) job enlargement (E) job specification
12. A performance appraisal system in which managers are evaluated by everyone around them—their boss, peers, and subordinates- is known as _____.
- (A) behaviorally anchored rating (B) Stockholder feedback (C) source monitoring
 - (D) job rotation appraisal (E) **360-degree feedback**
13. The discretionary behavior that is not part of an employee's formal job requirements and that contributes to the psychological and social environment of the workplace is called organizational _____ behavior.
- (A) withdrawal (B) associative (C) networked
 - (D) citizenship** (E) cohesive
14. Which of the following statements is most likely true about the major job attitudes?
- (A) They are highly distinct from one another (B) They are generally resistant to change.
 - (C) They tend to overlap with one another** (D) They are not correlated to one another.
 - (E) They increase cognitive dissonance

Section 3: Marketing, Consumer Behavior

14. The art and science of choosing target markets and building profitable relationships with them is called
(A) customer relationship (B) marketing myopia (C) **marketing management**
(D) market segmentation (E) marketing-mix
15. The BCG Growth-Share Matrix consists of the following four major elements these are:
(A) sales, cash cows, question marks, dogs (B) **stars, cash cows, question marks, dogs**
(C) stars, cash cows, question marks, doors (D) stars, computer clouds, question marks, dogs
(E) stocks, computer clouds, cows, dogs
16. During the product life cycle, the sale of the product reaches at its maximum at the time of;
(A) introduction (B) growth (C) **maturity** (D) decline (E) none of these
17. Consumer buying behavior in situations characterized by high involvement but few perceived differences among brands
(A) habitual buying behavior (B) complex buying behavior (C) difficult situation
(D) variety-seeking buying behavior (E) **dissonance-reducing buying behavior**
18. The differential effect of knowing the brand name has on customer response to the product or its marketing is:
(A) **brand equity** (B) brand value (C) brand love (D) brand positioning (E) none of these

Section 4. Research Methodology

19. The type of reasoning based on an existing theory is referred to as:
(A) **deductive** (B) inductive (C) abductive (D) both A and B (E) none of these
20. The research done to solve a current problem is called:
(A) basic research (B) **applied research** (C) reporting research
(D) Predictive research (E) qualitative research
21. The studies in which the researcher studies the phenomenon at more than one point in time is :
(A) cross-sectional study (B) longitudinal study (C) panel study
(D) **both B and C** (E) all of these

22. A mediating variable is:
- (A) another name for the dependent variable
(B) Another name for the independent variables
(C) **responsible for the relationship between two other variables**
(D) all of the above (E) none of the above
23. The type of data collection method that does not require the researcher to interact with the people he is studying:
- (A) qualitative method (B) quantitative method (C) mixed method
(D) **unobtrusive method** (E) none of these

Section 5: English/Verbal Reasoning

Text Completion

24. In parts of the Arctic, the land grades into the land fast ice so _____ that you can walk off the coast and not know you are over the hidden sea.
- (A) permanently (B) **imperceptibly** (C) irregularly (D) precariously
(E) relentlessly

Sentence Equivalence

25. Although it does contain some pioneering ideas, one would hardly characterize the work as _____.
- (A) orthodox (B) eccentric (C) original (D) conventional
(E) **innovative**

Section 6: Analytical Reasoning

Questions 26 – 29

Nine individuals, Ahmed, Bilal, Danish, Faisal, Haroon, Liaquat, Maryam, Shiza and Zeeshan, will serve on three Committees: A, B, and C.

- Each candidate should serve on exactly one of the committees.
 - Every committee must have at least one member.
 - Committee A should consist of exactly one member more than that of committee B.
 - Among Maryam, Shiza, and Zeeshan, none can serve on Committee A.
 - Among Faisal, Haroon, and Liaquat, none can serve on Committee B.
26. In case Danish and Zeeshan serve on Committee B, how many of the nine individuals should serve on Committee C?
- (A) 2 (B) 3 (C) **4** (D) 5 (E) 6
27. Of the nine individuals, the maximum number that can serve together on Committee C is
- (A) 5 (B) **6** (C) 7 (D) 8 (E) 9

28. If Ahmed is the only individual on Committee B, which of the following should serve on Committee A?
- (A) **Bilal and Danish** (B) Bilal and Faisal (C) Bilal and Liaquat
 (D) Faisal and Haroon (E) Danish and Haroon
29. In case any of the nine individuals serves on Committee C, which among the following could not be the candidate to serve on Committee A?
- (A) Ahmed (B) Bilal (C) Danish (D) Liaquat (E) **Shiza**

Section 7: Quantitative Reasoning

30. $4 + 4 - 4 \times 4 \div 4 = ?$
- (A) 0 (B) 1 (C) **4** (D) 8 (E)
31. $\frac{7}{8}$ of 96 is
- (A) 72 (B) 76 (C) 80 (D) **84** (E) 78
32. If $x + 3y = 12$ and $-2x - 4y = 24$. Then what are the values of x and y ?
- (A) $x = 24$ and $y = 60$ (B) $x = 60$ and $y = 24$ (C) $x = -24$ and $y = 60$
 (D) $x = 24$ and $y = -60$ (E) None of these
33. If $f(x) = 2x^2 - 2x - 1$, then $f(-1) = ?$
- (A) 0 (B) 1 (C) 2 (D) 4 (E) **3**
34. A train traveled 6,000 km from Lahore to Karachi in 22 hours. And during travel from Karachi to Lahore the train was late due to engine failure and reached Lahore in 28 hours. What is the average speed of train in km/hr.?
- (A) 180 (B) 200 (C) 220 (D) **240** (E) 160
35. If 6 men can complete a work in 15 hours. Then how many hours it will take if 10 men working on the same speed completes the work?
- (A) 7 (B) 8 (C) **9** (D) 10 (E) 12
36. The ages of Sohail, Afzal and Bilal are 17, 16 and 12 respectively. If the age of Aslam also included the average of the ages is increased by 5. What is the age of Aslam?
- (A) 32 (B) 33 (C) 34 (D) **35** (E) 36

