

Hailey College of Commerce
University of the Punjab, Lahore



PhD Entry Test 2023

Important Information

The entry test for PhD in Commerce may contain MCQs and Academic Writing. Taking the test does not mean that the candidate is eligible for admission. The questions and content of this sample may or may not be an exact representation of the questions you may see in the entry test. Candidates will be asked to fill in the appropriate circles on a bubble sheet as provided in this sample. However, for the sample questions given below, the correct answers are printed in bold for the guidance of the candidates. Total Time for the test is 120 minutes (90 for MCQs and 30 for descriptive question). MCQs will be taken after 90 minutes. Structure of the Test

The test for PhD will be in two-part, Part A and Part B

- a) Part A: GRE/HAT general type (English/Verbal Reasoning, Analytical Reasoning, Quantitative Reasoning) and it is mandatory to score 60% marks in Part A and will be MCQs based.
- b) Part B: Relevant Subject based test – MCQs and subjective questions
- c) It is mandatory to score 60% in cumulative in the entry test

Division of Marks

Part	Topics	Question Type	Number of Questions	Approximate Time
A 100%	GRE/HAT General Type			90 Minutes for MCQs
	i. English/Verbal Reasoning (30%)	MCQs	15	
	ii. Analytical Reasoning (40%)	MCQs	20	
	iii. Quantitative Reasoning (30)	MCQs	15	
B 100%	Relevant Subject Based Test			1 Mark for each MCQ
	Subject Related Objective Questions			
	i. Accounting/Finance/Economics	MCQs	8	
	ii. Management/Marketing/HR/OB	MCQs	8	
	iii. Research Methods	MCQs	14	
	Subjective Question			30 Minutes for Subjective Question (20 Marks)
	i. One Subject/Research Related Descriptive Question	Essay	1	

Total Marks: 100

Passing Marks: 60% in Part A and 60% in cumulative
Total Time for **PhD Admission Test: 2 Hours (9:00 to 11:00 AM)**
Reporting Time: **8:30 am**
Test Date: 21 August 2023
Test Venue: Anis Block, Hailey College of Commerce

Sample Questions

The following are meant for the help of the candidates and in no way are a full representative of level of difficulty or exact type of questions or number of questions that will be given in the entrance test. Answers are given in bold however, on the test day, the students may be asked to fill in appropriate circles on a bubble sheet or encircle the best choice on the question paper.

Section I: English/Verbal Reasoning

1. Because the superintendent was a _____ rather than a professional plumber, it's no surprise that he proceeded mostly by guesswork.
 - a. LummoX
 - b. Bureaucrat
 - c. Layperson**
 - d. Administrator
 - e. Official
2. One must adhere _____ some principles in life
 - a. to**
 - b. of
 - c. for
 - d. with
 - e. in

Read the following passage and answer question No. 1 (You may be asked to answer several questions from a bit longer passage).

Naval architects never claim that a ship is unsinkable, but the sinking of the passenger-and-car ferry Estonia in the Baltic surely should have never have happened. It was well designed and carefully maintained. It carried the proper number of lifeboats. It had been thoroughly inspected the day of its fatal voyage. Yet hours later, the Estonia rolled over and sank in a cold, stormy night. It went down so quickly that most of those on board, caught in their dark, flooding cabins, had no chance to save themselves: Of those who managed to scramble overboard, only 139 survived. The rest died of hypothermia before the rescuers could pluck them from the cold sea. The final death toll amounted to 912 souls. However, there were an

unpleasant number of questions about why the Estonia sank and why so many survivors were men in the prime of life, while most of the dead were women, children and the elderly.

1. One can understand from the reading that:
 - a. the lifesaving equipment did not work well and lifeboats could not be lowered
 - b. Design faults and incompetent crew contributed to the sinking of the Estonian ferry
 - c. **Most victims were trapped inside the boat as they were in their cabins**
 - d. 139 people managed to leave the vessel but died in freezing water
 - e. None of these

Section II: Analytical Reasoning

Nine individuals: Ahmed, Bilal, Danish, Faisal, Haroon, Liaquat, Maryam, Shiza and Zeeshan are to serve on three committees labeled A, B and C.

- *Each candidate should serve on exactly one of the committees*
- *Every committee must have atleast 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*
- *Among Ahmed, Bilal and Danish none can serve on committee C*

- 1) In case Danish and Zeeshan are the individuals serving on committee B, how many of the nine individuals should serve on committee C?
 - a. 2
 - b. 3
 - c. 4
 - d. 5
 - e. 6

2. In case Ahmed is the only individual serving on committee B, which among 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

Section III: Quantitative Reasoning

Quantitative ability includes (but not limited to) handling averages, discounts, percentage, time and work, profit & loss, problems on numbers and series etc.

<p>1. What is the average of first five multiples of 10?</p> <ul style="list-style-type: none">a. 8b. 10c. 30d. 150e. 160	<p>2. 30% of 300 is</p> <ul style="list-style-type: none">a. 30b. 60c. 90d. 120e. 125
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<p>3. If 40% of a number is 30, the number is ?</p> <ul style="list-style-type: none">a. 300b. 120c. 90d. 65e. 75 <p>5. If A and B can complete a piece of work in 15 days and B alone in 20 days, in how many days can A alone complete the work</p> <ul style="list-style-type: none">a. 60b. 40c. 45d. 30e. None of the above	<p>4. Next number in the series 1, 1, 2, 3, 5, 8, 13 would be:</p> <ul style="list-style-type: none">a. 30b. 26c. 21d. 12e. 15
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Section IV: Accounting, Finance and Economics

<p>1. The primary goal of financial management is _____</p> <ul style="list-style-type: none">a. To maximize the returnsb. To minimize the riskc. To maximize profitd. To minimize profite. To maximize wealth of owners	<p>2. Basic objectives of cost accounting is _____.</p> <ul style="list-style-type: none">a. tax compliance.b. financial audit.c. Management auditd. cost ascertainment.e. profit analysis.
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<p>3. A debit entry usually represents</p> <ol style="list-style-type: none"> Assets and Expenses Assets and Income Liabilities and Income Owner's equity and liabilities Liabilities and Expenses <p>5. The demand for a product would be more inelastic:</p> <ol style="list-style-type: none"> the greater is the time under consideration the greater is the number of substitutes available to buyers the less expensive is the product in relation to incomes all of the above none of the above is true 	<p>4. When a business firm has limited resources to invest in capital assets is termed as:</p> <ol style="list-style-type: none"> Capital rationing Capital budgeting Capital optimization Capital Income Capital structure <p>6. Which of the following represents the fisher's equation?</p> <ol style="list-style-type: none"> Nominal interest rate = real interest rate + inflation Nominal interest rate + inflation = real interest rate Nominal interest rate = real interest rate - inflation Nominal interest rate = real interest rate / inflation Real interest rate = nominal interest rate + inflation
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Section V: Management (including HRM), Organizational Behavior & Marketing

<p>1. What term refers to the knowledge, education, training, skills, and expertise of a firm's workers?</p> <ol style="list-style-type: none"> Human resources Human capital Intangible assets Contingent personnel Financial Capital <p>2. The process of deciding how to fill executive positions at a firm is known as _____.</p> <ol style="list-style-type: none"> Internal recruiting Succession planning 	<p>3. All of the following are examples of human resource specialties EXCEPT _____.</p> <ol style="list-style-type: none"> Recruiter Job analyst Financial advisor Compensation manager Training Manager <p>4. One of the Organizational factors that affects the 'Job Design' is:</p> <ol style="list-style-type: none"> Diversity Workflow Feedback
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<ul style="list-style-type: none"> c. Long-term forecasting d. Short-term planning e. Advanced interviewing 	<ul style="list-style-type: none"> d. Employee e. None of these
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Section VI: Research Methods

<p>1. Method of knowing based on your personal intuitive approach is _____.</p> <ul style="list-style-type: none"> a. Authority b. Tenacity c. Priori method d. Scientific method e. Personal Method <p>2. Which test would be appropriate for checking the multicollinearity in variables?</p> <ul style="list-style-type: none"> a. VIF and tolerance b. Durbin Watson c. ANOVA d. Independent sample t-test e. Repeated Sample T-test 	<p>3. Which instrument would one use to assess the reliability of a scale (a set of questions)?</p> <ul style="list-style-type: none"> f. Cronbach's alpha. g. Kendall's tau. h. Levene's test. i. Pearson's correlation coefficient j. Regression <p>4. A mediator variable is</p> <ul style="list-style-type: none"> a. Another name for the dependent variable. b. Responsible for the relationship between two other variables. c. Another name for the independent variables d. All of the above e. None of the above
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Section VII: Writing Ability – 1 Subjective Question

(Total time: 30 Minutes)

This section will assess the academic writing ability of the candidate which is necessary for being a PhD scholar. It may contain but is not limited to a research idea, describing a case or analyzing a situation.

A specific number of sheets will be provided and no extra sheets will be allowed. You will be able to choose one case out of two.

EXAMPLE 1: Analyze the current situation related to rise in the exchange rate of Pakistani Rupee to US \$. What can be the main causes and what may be done to improve the situation?

EXAMPLE 2: Write a short research proposal to carry research on the impact of Business education on the entrepreneurial abilities. This may contain but not may be limited to a research question, methodology including variables and their proxies in question and expected results. (review of literature is not required).

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Sample of Answer Sheet for MCQs

You need to fill in the appropriate circle depending on the correct answer. For example, you should fill in circle in column 'c' for question number 1. Filling in more than one circle is not allowed. Once you fill a circle, you cannot change your answer. For filling in the answer sheet, only lead pencil is allowed.

In the example below, only question 1 is filled.

Q #	a	b	c	D	e	Q #	A	b	c	d	e
1.	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	15.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	16.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	17.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	18.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	19.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	20.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	21.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	22.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	23.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	24.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
11.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	25.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	26.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
13.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	27.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
14.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	28.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

----- END OF SAMPLE TEST -----