

Entry Test type and sample for PhD in Commerce admission 2024

- Entry/admission test will have two parts 'A' and 'B' (total duration of the test is two hours)
- Part A will be of GRE/HAT general type (English/Verbal Reasoning [weight=30%], Analytical Reasoning [weight=40%], Quantitative Reasoning [weight=30%]).
- It is mandatory to score minimum 60% marks in Part A and will be MCQs based.
- Part B will contain both Subject based test and objective MCQ based part related to Commerce (*Finance, Accounting, Marketing, Management, Economics, Banking and Research Methodology etc.*).
- It is mandatory to score minimum 60% cumulative marks in the entry test.
- Duration of test will be 2 hours and total marks will be 100.

Sample Questions

Following are some sample questions for the guidance of the candidates which are, in no means, an exact reflection of the actual test but provide an insight on the questions that the candidate may expect on the day of the test.

For convenience and understanding the answer of the MCQs are given by making them bold.

Part A (50 MCQs)

English/Verbal Reasoning

Example of Reading Comprehension

The following passage is taken from an online encyclopedia. Read it and answer the following question (You may be asked to answer several questions from a bit longer passage):

Reading comprehension is defined as the level of understanding of writing. Proficient reading depends on the ability to recognize words quickly and effortlessly. If word recognition is difficult, students use too much of their processing capacity to read individual words, which interferes with their ability to comprehend what is read. Many educators believe that students need to learn to analyze text (comprehend it) even before they can read it on their own, and comprehension instruction generally begins in pre-Kindergarten or Kindergarten. But some other educators consider this reading approach to be completely backward for very young students, arguing that the students must learn how to decode the words in a story through phonics before they can analyze the story itself.

- Q. Reading comprehension test helps to gauge the level of
- How students understand English
 - How students understand written English
 - How students understand writings in the language under consideration**
 - Ability of speaking a language
 - Understanding very difficult words and phrases

You may be asked several questions from a passage

Examples of other type of English/Verbal reasoning questions

- Q. Which word DOES NOT have a similar meaning to OUTCOME?

- Affect**
- Result
- upshot
- Effect
- Product

There may be questions related to synonyms or antonyms.

Here, you need to select the choice that best fits into the blank space in the question

- Q. In parts of the Arctic, the land grades into the landfast ice so _____ that you can walk off the coast and not know you are over the hidden sea.

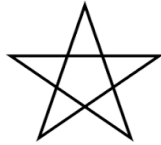
- permanently
- imperceptibly**
- irregularly
- precariously
- relentlessly

These are just examples. You may or may not see other types of verbal reasoning questions as well.

Analytical Reasoning

Q. Find the number of triangles in the given figure?

- a. 5
- b. 8
- c. 9
- d. 10**
- e. 12



Question below relates to the following information.

A university library budget committee must reduce exactly five of eight areas of expenditure—G, L, M, N, P, R, S, and W—in accordance with the following conditions:

- If both G and S are reduced, W is also reduced.
- If N is reduced, neither R nor S is reduced.
- If P is reduced, L is not reduced.
- Of the three areas L, M, and R, exactly two are reduced.

Question

If both M and R are reduced, which one of the following is a pair of areas neither of which could be reduced?

- a. G, L
- b. G, N
- c. L, N
- d. L, P
- e. P, S

You may be asked several questions from one passage. One example only is given here

Quantitative Reasoning

- | | |
|---|--|
| <p>1. The average of 20 numbers is zero. Of them. How many of them may be greater than zero, at the most?</p> <ul style="list-style-type: none"> a. 1 b. 20 c. 2 d. 19 e. 10 <p>3. A person incurs a loss of 5% by selling a watch for Rs. 1140. At what price should the watch be sold to earn 5% profit.</p> <ul style="list-style-type: none"> a. 1200 b. 1250 c. 1260 d. 1270 e. 1290 | <p>2. A batsman makes a score of 87 runs in the 17th inning and thus increases his averages by 3. What is his average after 17th inning?</p> <ul style="list-style-type: none"> a. 30 b. 39 c. 42 d. 35 e. 40 <p>4. The arithmetic mean of 20, 32 and a number X is 26. What is the number?</p> <ul style="list-style-type: none"> a. 18 b. 26 c. 33 d. 100 |
|---|--|

Part B

(Subject based test and objective MCQ based part related to Commerce)
(Finance, Accounting, Marketing, Management, Economics, Banking & Research Methodology etc.)

Subject based MCQs

- | | |
|---|--|
| <ol style="list-style-type: none"> 1. Spontaneous financing includes <ol style="list-style-type: none"> a. accounts receivable. b. accounts payable c. short-term loans. d. a line of credit. e. Long term loans 2. Trading Account is a <ol style="list-style-type: none"> a. Real Account b. Personal Account c. Nominal Account d. Imaginary Account e. Virtual Account 3. Which of these would an operations manager not be responsible for? <ol style="list-style-type: none"> a. Safety b. maintenance c. Sales and marketing d. Selecting suppliers e. None of the above | <ol style="list-style-type: none"> 4. Selecting suppliers and purchasing items is called _____? <ol style="list-style-type: none"> a. Negotiation b. Procurement c. Contracting d. Selection e. Buying 5. Which of the following is the most prominent assumed risk for banks? <ol style="list-style-type: none"> a. Default risk b. Credit risk c. Liquidity risk d. Interest rate risk e. Market Risk 6. What is the name of the conceptual framework in which the research is carried out? <ol style="list-style-type: none"> a. Research hypothesis b. Synopsis of Research c. Research paradigm d. Research design e. Research question |
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Example of Subjective part

- a) Write a three-page essay on one of the following topics (You may expect two or more topics in the test. You will be required to select one of them)

Example Topic 1. Ethical practices in Business

Example Topic 2. Public-Private Partnerships

Example Topic 3. Challenges in organizations

Example Topic 4. How can a firm go bankrupt?

Example Topic 5. Mergers or acquisitions – which is better?

By this essay, your critical thinking, writing ability, research potential, ability to analyze etc. will be gauged.

- b) Suppose you want to carry research on the topic you selected. Write maximum two pages to answer the following questions.
- i. What would be a suitable research question? (Frame a research question yourself)
 - ii. What variables may be involved and how will you measure them?
 - iii. What will be the method of gathering data
 - iv. What may be your method of analysis?
 - v. What results do you expect?

Answering the MCQs

A bubble sheet (example is given below) will be provided to you to fill in the appropriate circles for suitable answers. You will be required to fill the circle corresponding to the suitable answer using a pencil or a ball point. **You must sign your answer sheet** otherwise you will be awarded zero marks.

| Q # | a | b | c | d | e |
|-----|----------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 1. | <input checked="" 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"/> |
| 3. | <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"/> |
| 5. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

Completely fill the relevant circle as is done for question 1.

Answers will be considered **WRONG** if

- More than one circle is filled
- No circle is filled
- A circle is filled, cut and another is filled
- A cross or a tick or any other sign is put instead of filling the circle
- Answer sheet is not signed
- Paper code, roll number and name is not written on the answer sheet
- Any other act is performed that is generally thought to be wrong

- ***You will be required to place the bubble sheet ABOVE the question paper and written answer sheet and return all of them***
- ***You will NOT be allowed to take the exam without proper pictured identification like CNIC or driving license.***