Ph.D. in Business Administration
SAMPLE Admission Test
23 August 2023
Institute of Business Administration
University of Punjab, Lahore

Test Duration: 70 minutes
Passing Marks: 60 percent

Sections	Topics	Weight	Number of Questions	Time
I (GRE/HAT based Test)		50%	30 Multiple Choice Questions	35 minutes
	English/Verbal Reasoning	0.15		
	Analytical Reasoning	0.2		
	Quantitative Reasoning	0.15		
II (Subject based Test)	Management, Human Resource Management, Marketing, Finance, Accounting, Business Research Methods	50%	25 Multiple Choice Questions	35 minutes
	Total		**55 Multiple Choice Questions**	**70 minutes**

Instructions:

- The test for PhD is split into two sections. – Section I and Section II.
- Section I is GRE/HAT general type. It is mandatory to score 60% marks in Section I and will be MCQs based.
- Section II is Subject-based test.
- It is mandatory to score 60% in cumulative in the entry test.
- Total duration of the test is 70 minutes.
- The test comprises 55 multiple-choice questions.
- Calculators and mobile phones are not allowed.
- You have been provided with a QUESTION BOOK and an ANSWER SHEET.
- Read the instructions and questions carefully and mark your answers on the ANSWER SHEET ONLY. Please DO NOT MARK OPTIONS ON THE QUESTION BOOK. Answers circled on the Question Paper will not be marked.
- Do not use LEAD PENCIL.
- Overwriting is not allowed. Such options will not be marked.
- There is NO NEGATIVE MARKING.

English/Verbal Reasoning

In each of the following questions find out the alternative which will replace the question mark.

1. **Flow : River :: Stagnant : ?**
a. Rain
b. Stream
c. Pool
d. Canal

2. **Ornithologist : Bird :: Archaeologist : ?**
a. Islands
b. Mediators
c. Archaeology
d. Aquatic

Analytical Reasoning

1. Choose the answer you think is most appropriate among the given options.

On a factory control room. there are three ON-OFF switches on central control panel, labeled A, B, and C, They are changed from setting to a required setting based on the following rules:In case only switch A is ON in the default setting, then turn switch B ON.In case switches A and B are the only switches On in the default setting, then turn the switch C ON. In case all the three switches are ON in default setting then turn the switch C OFF. For any other default setting, turn ON all switches that are OFF all switches, if any that are ON.33. In case only switch B is ON in the second setting,

Which of the following could have been the default setting?

A OFF, B ON, C OFF.

A ON, B ON, C ON.

A ON, B OFF, C ON.

A OFF, B OFF, C ON.

2. Choose the best answer that is the response that most accurately and completely answers the question.

Muzzaffar is a terrible driver. He had ten traffic violations in the past year,

Which of the following can be said about the above claim?

Muzzaffar does not know how to drive

It is obvious that everyone make accidents in bad weather.

Muzzaffar is an addict of drugs

Some thing, in this argument is hidden.

Quantitative Reasoning

1. **If $\frac{d-3n}{7n-d} = 1$, which of the following statements describes d in terms of n?**
   A. d is 4 less than n.
   B. d is 4 more than n.
   C. d is $\frac{3}{7}$ of n
   D. d is 5 times n

2. **Of the 700 members of a certain organization, 120 are lawyers. Two members of the organization will be selected at random. Which of the following is closest to the probability that neither of the members selected will be a lawyer?**
   A. 0.5
   B. 0.6
   C. 0.7
   D. 0.8

Sample Questions

1. **Allowances for receivables are an example of which accounting concept?**
   A. Accruals
   B. Consistency
   C. Matching
   D. Prudence
   E. None of the above

2. **We bought a new printing machine from abroad. The cost of the machine was $80,000. The installation costs were $5,000 and the employees received specific training on how to use this particular machine, at a cost of $2,000. Before using the machine to print customers' orders, a test was undertaken which used up paper and ink costing $1,000.What should be the cost of the machine in the company's statement of financial position?**
   A. $80,000
   B. $85,000
   C. $86,000
   D. $88,000
   E. None of them is true

3. **If a bond is callable, this means:**
   A. the issuer may change the coupon rate.
   B. the investor may convert the bond into stock.
   C. the issuer may redeem the bond early.
   D. the investor may cash in the bond at any time
   E. All of them

4. **The Fisher hypothesis is an approximation of the**
   A. risk-free interest rate.
   B. real risk-free interest rate.
   C. inflation rate.
   D. risk premium
   E. All of them

5. **The technique used to break down a firm's accounts receivables on the basis of time of origin is:**
   A. Factoring accounts receivables
   B. Aging of accounts receivables
   C. Average amount receivable from total credit customers
   D. Managing credit selection and standard
   E. None of the above

6. **The main schools of management thought are:**
   A. classical, human resources, systems, contingency
   B. classical, human resources, systems, contextual
   C. classical, human relations, systems, contingency
   D. creative, human relations, systems, contingency

End of Sample Paper