

Part A: Research Methodology, Quantitative Ability, & Data Interpretation

1. Which of the following describes two broad approaches to academic research?

- a. Sampling and data analysis
- b. Data collection and data warehousing
- c. Qualitative approach and quantitative approach
- d. Surveys and questionnaires

2. In a warehouse, currently 3 forklifts are working. Together, they can transfer 30 pallets in 2 days. The manager estimates that 170 pallets must be transferred within 5 days. Considering the tight schedule, she arranges 4 more forklifts. After 3 days, if 2 forklifts malfunction and become unavailable thereafter, how many pallets will remain to be transferred after the scheduled 5-day deadline?

- a. 0
- b. 15
- c. 45
- d. 65

3. Which of the following types of reasoning is this: “These five birds are crows. These five birds are black. Hence, all crows are black” ?

- a. Abductive
- b. Deductive
- c. Inductive
- d. Conclusive

4. The pie chart below shows the market share of 5 different companies – A, B, C, D and E in %, based upon their annual sales in the year 2024. If D sold 2,400 units that year, how many did B sell in the same period? (Data given in chart: A = 22%, B = 15%, C = 17%, D = 30%, E = 16%)

- a. 360
- b. 1200
- c. 2400
- d. 8000

5. According to the passage on Indian Epistemology, Ram knows that smoke can be produced only by fire. Based on this, which of these best illustrates the **anumāna** (inference) process?

- a. Ram sees fire on a hill and infers that there is smoke on the hill
- b. Ram sees smoke on a hill and infers that there is fire on the hill
- c. Ram sees both smoke and fire on a hill and infers that someone lit the fire
- d. Ram sees neither smoke nor fire on a hill and infers that someone put the fire out

Part B: Functional Areas of Management

1. *Groupthink occurs when:*

- a.** Team members engage in open debate
- b.** Diverse opinions are encouraged
- c.** Leaders assign clear roles
- d.** Consensus overrides realistic appraisal

2. *The technique used to determine the relative worth of jobs in an organization is:*

- a.** Job rotation
- b.** Job evaluation
- c.** Job enlargement
- d.** Job specification

3. *The 4Ps of marketing are:*

- a.** Price, Planning, People, Promotion
- b.** Price, Product, People, Promotion
- c.** Product, Process, People, Price
- d.** Product, Price, Place, Promotion

4. *Arrange the following in the correct sequence as they appear from top to bottom in a vertical Profit & Loss (P & L) statement:*

- a.** EBITDA, Gross Profit, PBT, PAT, EBIT
- b.** PBT, PAT, EBITDA, EBIT, Gross Profit
- c.** EBITDA, Gross Profit, EBIT, PBT, PAT
- d.** Gross Profit, EBITDA, EBIT, PBT, PAT

5. *“Bull-whip effect” is a commonly used term in:*

- a.** Veterinary services
- b.** Medical tertiary care
- c.** Traditional rural agriculture
- d.** Supply chain management