



**Doon University, Dehradun**

**Sample Paper**

**M.B.A. (5 year Integrated Programme)**

Name of the candidate (in CAPITAL letters)	.....				Signature of the Candidate
Roll No.				Programme Name	
Examination Centre					
Date of Examination					
Name and Signature of Invigilator					

**Time Allowed: 2 Hours**

**Maximum Marks: 100**

**INSTRUCTIONS FOR CANDIDATES:**

*Candidates must read carefully the following instructions before attempting the question paper.*

**GENERAL:**

- (i) Write your Name and Roll Number in the space provided on the top of this question Paper.
- (ii) Please do not make any stray marks on the question paper.
- (iii) Pages at the end have been provided for writing long answers.

**INSTRUCTIONS OF ANSWERING QUESTIONS:**

- (i) The question paper has three sections- Section A, B and C. Candidate should attempt all sections.
- (ii) There is no negative marking.
- (iii) All answer must be tick marked directly on the question paper. Nothing must be attached to the question paper.
- (iv) Use ONLY BLUE/BLACK Ballpoint pen (Do not use pencil).
- (v) Please tick mark the correct answer in the following manner

a.	
b.	✓
c.	
d.	

## Section A: Mathematical Ability

1. A class room has equal number of boys and girls. Eight girls left to play Kho-Kho, leaving twice as many boys as girls in the classroom. What was the total number of girls and boys present initially?

a.	16	
b.	24	
c.	32	
d.	38	
e.	Cannot be determined	

2. Two numbers are less than the third number by 50% and 54% respectively. By how much percent is the second number less than the first number?

a.	13	
b.	10	
c.	12	
d.	25	
e.	None of these	

3.  $.4 + 4.44 + 44.4 + 4.04 + 444 = ?$

a.	500.88	
b.	577.2	
c.	492.22	
d.	472.88	
e.	None of these	

4.  $479 \times 16 - 189 \times 32 = ?$

a.	1616	
b.	1606	
c.	4140	
d.	4064	
e.	300	

5. Which of the following will come place both the question marks(?) in the following equation

$$\frac{128 \div 16 \times ? - 7 \times 2}{7^2 - 8 \times 6 + ?^2} = 1$$

a.	17	
b.	16	
c.	18	
d.	14	
e.	3	

6. Find the largest number of four digits which is exactly divisible by 28.

a.	3468	
b.	98924	
c.	9996	
d.	8342	
e.	69234	

7. The sum of two numbers is 45. Their difference is  $\frac{1}{9}$  of their sum. Their LCM is

a.	200	
b.	250	
c.	100	
d.	150	
e.	30	

8. Find the smallest whole number whose 40% is more than 3?

a.	11	
b.	10	
c.	7	
d.	8	
e.	9	

9. If doubling a number and adding 20 to the result gives the same answer as multiplying the number by 8 and making away 4 from the product, the number is

a.	2	
b.	3	
c.	4	
d.	6	
e.	9	

10. When the price of a product was increased by 15%, the number sold was decreased by 20%, what was the net effect

a.	8% gain	
b.	5% loss	
c.	8% loss	
d.	20% loss	
e.	none of these	

11. Three-fifth of a number is 30 more than 50% of that number. What is the percent of that number?

a.	300	
b.	60	

c.	240	
d.	500	
e.	160	

12. In an examination, 60% of the students pass in English, 70% pass in Hindi 40% pass in both. What percent of students fails in both English & Hindi?

a.	10	
b.	20	
c.	25	
d.	30	
e.		

13. The marked price of a radio is 20% more than its cost price. If a discount of 10% is given on the marked price, the gain percent is

a.	15	
b.	12	
c.	10	
d.	8	
e.	6.5	

14. Six taps can fill an empty cistern in 8 hours. How much more time will be taken, if two taps go out of order? Assume all taps supply water at the same rate?

a.	3 Hours	
b.	4 Hours	
c.	6 Hours	
d.	8Hours	
e.	10 Hours	

15. A passenger train 150 m long, passes a railway platform, 200 m long in 35 second. Find the time taken by the train to pass a stationary man?

a.	10 sec	
b.	12sec	
c.	15sec	
d.	20Sec	
e.	35Sec	

16. A fruit seller had some apples. He sells 40% apples and still has 420 apples. Originally, he had

a.	588 apples	
b.	600apples	
c.	672 apples	
d.	700 apples	

e.	840apples	
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17. The average of five odd numbers is 7. What is the middle number if they are arranged in descending order?

a.	9	
b.	5	
c.	7	
d.	35	
e.	70	

18. If average marks of three batches of 55, 60 and 45 students are 50, 55 & 60, then the average marks of all the students is

a.	54.68	
b.	53.33	
c.	55	
d.	68	
e.	39.50	

19. Harsha is 40 years old and Rita is 60 years old. How many years ago was the ratio of their ages 3: 5 ?

a.	5Years	
b.	10 Years	
c.	12 Years	
d.	15 Years	
e.	18 Years	

20. There is 78% increase in a amount in 6 years at simple interest. What will be the compound interest of Rs 10,000 after 2 years at the same rate?

a.	Rs.2769	
b.	Rs.3120	
c.	Rs.6240	
d.	Rs.4680	
e.	None of these	

21. To complete a work, A takes 50% more time than B. If together they take 18 days to complete the work, how much time shall B take to do it?

a.	30 days	
b.	35 days	
c.	40 days	
d.	45 days	
e.	none of these	

22. A bus running at an average speed of 60 km/h reaches from place A to B in 3 hours 15 minutes. What is the distance between place A and B?

a.	184 km	
b.	195 km	
c.	135 km	
d.	140km	
e.	Cannot be determined	

23. The length of a rectangle is twice its width. If its perimeter is 54 cm. find its length?

a.	10cm	
b.	12 cm	
c.	18 cm	
d.	20 cm	
e.	27 cm	

24. What will be area of a circle whose circumference is 132 cm ?

a.	1266 cm <sup>2</sup>	
b.	1386 cm <sup>2</sup>	
c.	1484 cm <sup>2</sup>	
d.	1880 cm <sup>2</sup>	
e.	1689 cm <sup>2</sup>	

25. The perimeter of a square is numerically equal to its area. Find its area?

a.	916square units	
b.	10 16square units	
c.	16square units	
d.	816square units	
e.	None	

### Section B: Trade awareness and G.K.

1. Which e-commerce giant will be managing the retail arm of IRCTC for two years ?

a.	Myntra	
b.	Jabong	
c.	Flipkart	
d.	Amazon	
e.	None	

2. 'IKEA' a well known international furniture brand is from?

a.	Japan	
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b.	UK	
c.	Germany	
d.	Sweden	
e.	South Korea	

3. 'London India Society' was formed in 1865 by?

a.	Dadabhai Nauroji	
b.	W.Churchill	
c.	Mahatma Gandhi	
d.	J.L.Nehru	
e.	G.K.Gokhale	

4. Jalianwala bagh tragedy happened on ?

a.	13 April,1919	
b.	10 March,1930	
c.	12 March,1931	
d.	18 April,1919	
e.	15 August,1942	

5. First atomic bomb was used on humans on?

a.	5August1945	
b.	6August 1945	
c.	9August 1945	
d.	15august 1945	
e.	1July 1945	

6. World Health Organization (WHO) was established on ?

a.	7April,1945	
b.	14April,1948	
c.	7April,1948	
d.	7April,1950	
e.	7April,1949	

7. The maximum strength of the Rajya Sabha can be ?

a.	225	
b.	250	
c.	285	
d.	200	
e.	180	

8. What is the national game of China?

a.	Table Tennis	
b.	Badminton	
c.	Hockey	
d.	Cricket	
e.	Football	

9. 'The road ahead' is a book written by?

a.	Jyoti Basu	
b.	L.K. Adwani	
c.	Bill Clinton	
d.	Bill Gates	
e.	N.C. Chaudhary	

10. World Population Day is observed on?

a.	July 15	
b.	July 11	
c.	October 8	
d.	September 5	
e.	October 2	

11. How many countries are the members are of SAARC?

a.	Four	
b.	Five	
c.	Six	
d.	Seven	
e.	Eight	

12. TRAI is concerned with

a.	Fine Art	
b.	Transport	
c.	Teaching aid	
d.	Travel & Trade	
e.	Telecommunication	

13. Which of the following is the most densely populated state of India?

a.	West Bengal	
b.	U.P.	
c.	Maharashtra	
d.	Kerala	
e.	M.P.	

14. Light year is a unit of ?

a.	Intensity of light	
b.	Distance	
c.	Time	
d.	Planetary motion	
e.	none	

15. Helsinki is the capital of ?

a.	Egypt	
b.	Holland	
c.	Sweden	
d.	Cyprus	
e.	None of these	

16. Sariska and Ranthambhor are reserves for which particular animal?

a.	Lion	
b.	Deer	
c.	Tiger	
d.	Bear	
e.	Elephant	

17. Which is not a brand from Godrej group?

a.	Ezee	
b.	Fair glow	
c.	Harpic	
d.	Cinthol	
e.	Interio	

18. 'Extra premium' is a high octane petrol marketed by ?

a.	Indian oil	
b.	Bharat Petroleum	
c.	Hindustan Petroleum	
d.	ONGC	
e.	elf	

19. Nandan Nilkeni is associated with which company?

a.	Satyam computers	
b.	Wipro	
c.	Infosys	
d.	Polaris	
e.	TCS	

20. Which Indian business family owns the brand 'Hero Cycles'-the largest manufacturers of cycles in the world?

a.	Jindal	
b.	Modi	
c.	Munjal	
d.	Ambani	
e.	Tata	

21. The largest public undertaking in India is

a.	Indian Railways	
b.	ONGC	
c.	BHEL	
d.	MTNL	
e.	BSNL	

22. Which is India's largest mutual fund organization?

a.	GIS	
b.	SBI	

c. Unit trust of India	
d. ICICI	
e. MTNL	

23. Which is the best measure of economic growth of a country? ?

a. GNP	
b. GDP	
c. Net Revenue	
d. Sensex	
e. None of these	

24. The period of first five year plan was ?

a. 1950-51 to1954-55	
b. 1951-52 to1955-56	
c. 1952-53 to1956-57	
d. 1949-50 to1954-55	
e. None	

25. MTM is a brand by ?

a. Raymond	
b. Siyaram's	
c. Bombay Dyeing	
d. Sriram Group	
e. None	

### Section C: Historical Perspective of Management

1. Who defined management as “the art of knowing exactly what you want men to do and then see that they do it in the best and cheapest way”?

a. Henry Fayol	
b. F.W. Taylor	
c. Mary Parker Follet	
d. Likert	

2. The management tool undertaken to find out the one best way of doing the thing is termed as:

a. Job Analysis	
b. Merit Rating	
c. Job Enrichment	
d. Job Evaluation	

3. Which school of thought had been developed on the idea that there is no single

best method to find solutions to Managerial problems

a. System approach	
b. Empirical approach	
c. Contingency approach	
d. Operational approach	

4. Koontz and O'Donnel are the advocates of which approach to management?

a. System approach	
b. Empirical approach	
c. Contingency approach	
d. Operational approach	

5. According to which approach, management is a logical process and it can be expressed in terms of mathematical symbols and relationships?

a. Empirical approach	
b. Management Science approach	
c. Contingency approach	
d. Operational approach	

6. Which of the following study helps to determine fair days work and rest period to complete it?

a. Work study	
b. Time study	
c. Motion study	
d. All of these	

7. Which of the following study is aimed to determine and eliminate unnecessary and wasteful movements

a. Work study	
b. Time study	
c. Motion study	
d. All of these	

8. Who authored the famous book “General and Industrial Management”?

a. Henry Fayol	
b. F.W. Taylor	
c. Henry Gantt	
d. Peter Drucker	

9. Authority and responsibility are .....to each other

a. Supplementary	
b. Complementary	
c. Contradictory	
d. Inconsistent	

10. Who developed the concept of Management by Objectives?

a. Maslow	
b. Herbert Simon	
c. Herzberg	
d. Peter F. Drucker	

11. Which of the following thinkers believed that leaders are not born but also developed through proper training in human behaviour?

a. Mary Parker Follet	
b. F.W.Taylor	
c. C.K. Prahlad	
d. Peter F. Drucker	

12. The concept of Job enrichment is a contribution by:

a. Frederick Herzberg	
b. F.W.Taylor	
c. C.K. Prahlad	
d. Peter F. Drucker	

13. A statement showing the minimum acceptable qualities of the persons to be placed on a Job is termed as:

a. Job analysis	
b. Job description	
c. Job specifications	
d. Staffing	

14. The process of searching for prospective employees and stimulating them to apply for the job is called:

a. Selection	
b. Training	
c. Recruitment	
d. Induction	

15. Which of the following is considered as a negative function of traditional management?

a. Selection	
b. Recruitment	
c. Training	
d. Placement	

16. All levels of management between the supervisory level and the top level of the organization are termed as:

a. Middle managers	
b. First-line managers	

c. Supervisors	
d. Foremen	

17. Which is the process of getting activities completed efficiently and effectively with and through other people?

a. Leading	
b. Management	
c. Supervision	
d. Controlling	

18. Wasting resources is considered to be an example of:

a. Efficiency	
b. Effectiveness	
c. Inefficiency	
d. Ineffectiveness	

19. Effectiveness is synonymous with:

a. Cost minimization	
b. Resource control	
c. Goal attainment	
d. Efficiency	

20. Efficiency refers to:

a. The relationship between inputs and outputs	
b. The additive relationship between costs and benefits	
c. The exponential nature of costs and outputs	
d. Increasing outputs regardless of cost	

21. The French industrialist who first identified the basic management functions is:

a. Weber	
b. Taylor	
c. Herzberg	
d. Fayol	

22. Which of the following management functions from the mid-1950s is no longer included in the basic functions of management?

a. Planning	
b. Staffing	
c. Leading	
d. Controlling	

23. Organizing includes:

a. Defining goals	organizational	
b. Hiring members	organizational	
c. Motivating members	organizational	
d. Determining who does what tasks		

24. A manager resolving conflict among organizational members is performing what function?

a. Controlling	
b. Commanding	
c. Directing	
d. Leading	

25. Who developed a categorization scheme for defining what managers do, consisting of 10 different but highly interrelated roles?

a. Henri Fayol	
b. Henry Ford	
c. Henry Mintzberg	
d. Henry Morris	

26. According to Mintzberg's management roles, which roles are those that involve people and other duties that are ceremonial and symbolic in nature?

a. Informational	
b. Interpersonal	
c. Technical	
d. Decisional	

27. All of the following are examples of informational roles according to Mintzberg except:

a. Liaison	
b. Monitor	
c. Disseminator	
d. Spokesperson	

28. Which of the following individuals identified the three essential managerial skills?

a. Katz	
b. Lewisberg	
c. Raines	
d. Chambers	

29. The three essential managerial skills include:

a. technical, human, and empirical	
b. human, empirical, and conceptual	
c. technical, interpersonal, and controlling	
d. technical, human, and conceptual	

30. Managers with good \_\_\_\_\_ are able to communicate, motivate and lead to get the best out of their people.

a. human skills	
b. conceptual skills	
c. technical skills	
d. visual skills	

31. In the Wealth of Nations, Adam Smith described the breakdown of jobs into narrow and repetitive tasks and called this as:

a. assembly lines	
b. work denomination	
c. division of labor	
d. greatest common factor of work	

32. Which of the following phrases is most associated with scientific management?

a. Management relations	
b. One best way	
c. Supply and demand	
d. Quality control	

33. Which was the best-known example of Taylor's scientific management?

a. horseshoe	
b. pig iron	
c. blue collar	
d. fish tank	

34. Fayol was interested in studying \_\_\_\_\_, whereas Taylor was interested in studying \_\_\_\_\_.

a. senior managers; effective managers	
b. all managers; first-line managers	
c. bureaucratic structures; chains of command	
d. administrative theory; macroeconomics	



35. According to Weber's ideal bureaucracy, what occurs when employees are placed in jobs based on technical qualifications?

a. Career orientation	
b. Authority hierarchy	
c. Impersonality	
d. Formal selection	

36. Based on his scientific management principles, Taylor suggested which of the following pay principles?

a. Monthly salary	
b. Monthly salary with bonus	
c. Seniority pay	
d. Incentive pay	

37. The quantitative approach to management has also been referred to by which of the following names?

a. Sales optimization	
b. Management science	
c. Managerial theory	
d. Statistical reformulation	

38. Which of the following early advocates of organizational behavior created the field of industrial psychology, the scientific study of people at work?

a. Robert Owens	
b. Hugo Munsterberg	
c. Mary Parker Follett	
d. Chester Barnard	

39. Who was one of the first to recognize that organizations could be viewed from the perspective of individual and group behaviour?

a. Robert Owens	
b. Hugo Munsterberg	
c. Mary Parker Follett	
d. Chester Barnard	

40. Which of the following early advocates of organizational behavior was the first to argue that organizations were open systems?

a. Robert Owens	
b. Hugo Munsterberg	
c. Mary Parker Follett	
d. Chester Barnard	

41. Which four theorists are associated with the early organizational behaviour approach?

a. Barnard, Follett, Munsterberg, and Owen	
b. Munsterberg, Taylor, Fayol, and Follett	
c. Taylor, Fayol, Weber, and Barnard	
d. Follett, Barnard, Munsterberg, and Weber	

42. Without question, the most important contribution to the developing field of organizational behaviour came out of:

a. Taylor Studies	
b. Porter Studies	
c. Parker Studies	
d. Hawthorne Studies	

43. The Hawthorne Studies were initially devised to study:

a. Productivity levels of groups versus individuals	
b. The effect of noise on employee productivity	
c. The effect of illumination levels on employee productivity	
d. Impact of cooperative versus competitive organisational environments on productivity	

44. Which scientist is most closely associated with the Hawthorne Studies?

a. Adams	
b. Mayo	
c. Lawler	
d. Barnard	

45. A system can best be defined as a(n):

a. grouping of separate and independent parts	
b. set of interrelated and interdependent parts	
c. ordering of distinct and unrelated parts	
d. set of connected but non-functional parts	

46. Which of the following types of systems does not interact with its environment?

a. fluid	
b. diagrammatic	
c. closed	

d. resource-driven	
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47. Who were two of the pioneers in the area of Total Quality Management?

a. Fayol; Weber	
b. Taylor; Gilbreth	
c. Owen; Munsterberg	
d. Deming; Juran	

48. Quality management is driven by a focus on:

a. workplace diversity	
b. workplace spirituality	
c. continual improvement	
d. knowledge management	

49. When an organization assigns specialists to groups according to the projects they are working on, it's termed as:

a. Divisional structure	
b. Functional structure	
c. Product structure	
d. Matrix structure	

50. A matrix structure violates which key element of organizational design?

a. Unity of command	
b. Chain of command	
c. Span of management	
d. Decentralization	