

Quaid-i-Azam School of Management Sciences
Quaid-i-Azam University Islamabad

PhD Management Sciences
Admission Test Sample

Instructions:

- Bring original CNIC on the test day.
- Follow COVID SOP's.
- Test time: 10:00 am (Reporting time is 09:30 am).
- Bring hard copy of synopsis/proposal at the test day.

Category	Objective Part			Subjective Part	Total
Sections	Verbal Reasoning	Analytical Reasoning	Subject	Research/Subject Aptitude Assessment	
Details	-Vocabulary -Grammar -Comprehension	-Deductive Logic -Inductive Logic -Critical thinking	-Finance -Marketing -Management -Research		
Distribution	60%			40%	100%

Sample Questions

Objective Part

Section-I: Verbal Reasoning

Directions: Read the following statement and choose the best suitable pair of words.

1. We never believed that he would resort to _____ in order to achieve his goal; we always regarded him as a _____ man.

- A. charm - insincere
- B. necromancy - pietistic
- C. logic - honorable
- D. prestidigitation - articulate
- E. subterfuge - honest

Answer: E

Directions:

Each reading comprehension passage in this section is followed by questions based on the content of the reading passage. Read the passage carefully and chose the best answer to each question. The questions are to be answered based on what is stated or implied in the passage.

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Passage

But man is not destined to vanish. He can be killed, but he cannot be destroyed, because his soul is deathless and his spirit is irrepressible. Therefore, though the situation seems dark in the context of the confrontation between the superpowers, the silver lining is provided by amazing phenomenon that the very nations which have spent incalculable resources and energy for the production of deadly weapons are desperately trying to find out how they might never be used. They threaten each other, intimidate each other and go to the brink, but before the total hour arrives they withdraw from the brink.

The main point from the author's view is that

- A. Man's soul and spirit cannot be destroyed by superpowers.
 - B. Man's destiny is not fully clear or visible.
 - C. Man's soul and spirit are immortal.
 - D. Man's safety is assured by the delicate balance of power in terms of nuclear weapons.
- Human society will survive despite the serious threat of total annihilation.

Answer: E

Section-II: Analytical Reasoning

Directions:

Each logical reasoning question in this part of the assessment starts with a reading passage containing the information to be used to choose between correct and incorrect logical conclusions. These conclusions are based on the information in the passage. After this reading passage, you are given a lead-in phrase that tells you to choose from among five different responses. These possible responses are generated by correctly or incorrectly applying logical thought to the information in the passage at the beginning of the question. They can be thought of as different ways of completing a sentence that begins with the lead-in phrase.

1. In Los Angeles, a political candidate who buys saturation radio advertising will get maximum name recognition.

The statement above logically conveys which of the following?

The increase in the number of newspaper articles exposed as fabrications serves to bolster the contention that publishers are more interested in boosting circulation than in printing the truth. Even minor publications have staffs to check such obvious fraud.

The argument above assumes that

- A. newspaper stories exposed as fabrications are a recent phenomenon.
 - B. everything a newspaper prints must be factually verifiable.
 - C. fact checking is more comprehensive for minor publications than for major ones.
 - D. only recently have newspapers admitted to publishing intentionally fraudulent stories.
- the publishers of newspapers are the people who decide what to print in their newspapers.

Answer: E

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Section-III: Subject

Directions: Read the following statements and choose the best suitable answer.

1. Which group of ratios relates profits to sales and investment?

- A. Liquidity ratios
- B. Debt ratios
- C. Coverage ratios
- D. Profitability ratios

Answer: D

2. The term marketing refers to?

- A. New product concepts and improvements
- B. Advertising and promotion activities
- C. A philosophy that stresses customer value and satisfaction
- D. Planning sales campaigns

Answer: C

3. Which of the following statements is correct?

- A. Marketing is the term used to refer only to the sales function within a firm
- B. Marketing managers usually do not get involved in production or distribution decisions
- C. Marketing is an activity that considers only the needs of the organization, not the needs of society as a whole
- D. Marketing is the activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large.

Answer: D

Sample Questions

Subjective Part

Q: What are different types of research? Explain with examples?

Q: How academic research can help to solve industry related problems?