

**SAMPLE ENTRY TEST PAPER FOR ADMISSION IN PHD
PROGRAM**

MARKS DISTRIBUTION	SECTIONS	WEIGHTAGE
	SECTION 01	20 %
	SECTION 02	20 %
	SECTION 03	30 %
	SECTION 04	30%

SECTION 1: FOR PHD-LAW & PHD MANAGEMENT SCIENCES

ENGLISH / VERBAL REASONING

Q1	The minister's statement was deliberately framed to obfuscate the real issue. The word obfuscate most nearly means: a) Clarify b) Conceal through complexity c) Publicize d) Simplify	Q2	The professor gave a lucid explanation of the complex theory. Choose the antonym of lucid. a) Clear b) Confusing c) Understandable d) Coherent
Q3	Four lettered pairs (A to D) follow a related pair of words given in the question. Select the lettered pair that best expresses a relationship similar to that expressed in the original pair in capital letters. 1. DISCOURSE : IDEOLOGY A. Grammar : Sentence B. Language : Sound C. Narrative : Power D. Phoneme : Morpheme 2. AUTHOR : TEXT A. Reader : Meaning B. Editor : Revision C. Critic : Theory D. Translator : Language	Q4	Select the option that is CLOSEST in meaning to the OPPOSITE of the word in capital letters. The policy was criticized for being RIGID , as it _____. A. allowed little or no flexibility B. could be easily modified when required C. was strictly enforced D. followed established procedures
Q5	For the following paragraph chose the words that best suits in the blanks The recent study on urban planning provided a (1) ____ analysis of city infrastructure, combining data from multiple sources. While the findings were impressive, some results seemed (2) _____, prompting the reviewers to question the methodology. The lead researcher demonstrated (3) _____ in acknowledging these inconsistencies rather than attempting to (4) _____ them. 1) Options a) disjointed b) superficial c) coherent d) ambiguous		

	2) Options a) consistent b) transparent c) incongruous d) lucid 3) Options a) duplicity b) candor c) ambiguity d) obfuscation 4) Options a) obscure b) elicit c) preclude d) highlight
Q6	Answer Question # _1_ to _3_ after reading the following paragraph Effective management is critical for organizational success, particularly in a rapidly changing business environment. Companies face challenges such as shifting consumer preferences, technological disruption, and increased global competition. Strategic planning enables firms to anticipate risks, allocate resources efficiently, and maintain a competitive edge. However, overemphasis on short-term gains can undermine long-term objectives, reduce employee morale, and compromise ethical standards. Innovative approaches, including data-driven decision-making and agile project management, can help organizations respond effectively to uncertainty. Ultimately, sustainable success requires balancing profitability with employee well-being, social responsibility, and ethical governance. 1. The main purpose of the passage is to: a) Highlight challenges in management and suggest strategies for success b) Criticize modern organizations for focusing on profits c) Explain technological disruption in isolation d) Promote ethical governance only 2. According to the passage, which of the following can negatively affect long-term organizational success? a) Strategic planning b) Agile project management c) Overemphasis on short-term gains d) Employee engagement 3. The word “anticipate” in the passage most nearly means: a) Avoid b) Predict c) Delay d) Ignore
Q7	Choose the best answer from the following Paragraph: In the early eighteenth century, the small kingdom of Bavaria began to establish itself as a hub of trade and culture in central Europe. With the support of neighboring states, the Bavarian rulers encouraged the development of textile manufacturing and artisanal workshops, which quickly brought prosperity to the region. By 1720,

	Bavarian cities were renowned for their markets and fairs, attracting merchants from across the continent. Despite this growth, Bavaria often faced political pressure from larger powers such as Austria and Prussia, which sought to influence its policies. Nevertheless, the kingdom maintained a careful balance between economic development and diplomatic alliances, laying the foundation for a strong regional identity that persisted for generations. 1. Bavaria became a center of trade and culture primarily because: A. it conquered neighboring states B. its rulers promoted manufacturing and workshops C. it had a large population D. Austria and Prussia supported its growth 2. The prosperity of Bavarian cities by 1720 was due to: A. political pressure from Austria and Prussia B. large-scale wars C. active markets and fairs attracting merchants D. religious reforms 3. Despite economic growth, Bavaria faced challenges mainly from: A. internal rebellions B. larger neighboring powers C. trade competition from Asia D. lack of skilled artisans 4. The tone of the paragraph is: A. humorous and casual B. ironic and sarcastic C. informative and historical D. critical and judgmental 5. The phrase “laying the foundation for a strong regional identity” suggests that: A. Bavaria became a dominant European power B. Bavarian culture and unity were strengthened for the future C. The kingdom expanded its borders aggressively D. Bavaria lost its independence
Q8	The following set of questions have paragraphs in jumbled order. Select the option that best represents the logical order of para. A. Ignoring market trends or overemphasizing short-term profits can jeopardize competitiveness. B. Strategic planning allows organizations to anticipate risks, allocate resources efficiently, and respond effectively to challenges. C. Leadership must balance innovation, risk management, and employee well-being to achieve sustainable success. D. Modern businesses face pressures from rapid technological changes, evolving consumer preferences, and global competition. E. Data-driven decision-making and employee development help organizations navigate uncertainty. F. Ultimately, companies that integrate strategic foresight, ethical governance, and innovation are more likely to succeed in the long term. <u>Options for correct sequence</u> a) D → A → B → E → C → F b) D → B → A → E → C → F

	c) $A \rightarrow D \rightarrow B \rightarrow E \rightarrow C \rightarrow F$ d) $D \rightarrow A \rightarrow E \rightarrow B \rightarrow C \rightarrow F$		
Q9	The survey was designed to _____ honest opinions from participants. a) Illicit b) Elicit c) Extract d) Encourage	Q10	The team's efforts perfectly _____ the manager's strategic vision. a) Compliment b) Complement c) Support d) Praise
SECTION 2: FOR PHD MANAGEMENT SCIENCES MAJOR AREAS FOR MANAGEMENT SCIENCES • Management • Marketing • Economics • Accounting • Finance • Human Resource Management		SECTION 2: FOR PHD-LAW MAJOR AREAS FOR LAW: • Social Justice • Human Right Law • Administrative Law • Specific Relief • Constitutional Law • Interpretation • Criminal Law • Civil Law, judicial Reasoning • Evidence	
Q1	Leadership has a lot of characteristics and a leader must not maintain this trait in his behavior: a) coexistence, b) taking responsibility, c) avoiding responsibility, d) All of the above.	Q1	A government agency issues a policy reducing benefits for employees but does not consult the affected staff. The employees challenge the policy. Which principle is likely to guide the court? A. Natural justice and fair procedure B. Doctrine of political question C. Res judicata D. Ultra vires doctrine is irrelevant
Q2	Contingency theories of leadership are based on the belief that: a) there is no single style of leadership appropriate to all situations. b) there is a single style of leadership appropriate to all managers. c) there is a single style of leadership appropriate to all situations. d) none of the above.	Q2	The "doctrine of ultra vires" is primarily associated with: A. The freedom of contract in private law B. Jurisdiction of international tribunals C. Principles of equity in common law D. Constitutional limits on governmental powers
Q3	The height of the demand curve for a good represents	Q3	A newspaper publishes a report criticizing the government.

	a) The minimum price that consumers are prepared to pay for one more unit of the good b) The maximum price that consumers are prepared to pay for one more unit of the good c) The minimum price needed to cause producers to produce a specified quantity of the good d) The opportunity cost of producing the marginal unit of the good		Authorities threaten to suspend its license citing “public morality concerns.” What is the legal position? A. Freedom of expression is protected, but reasonable restrictions can apply in the interest of morality, public order, or security B. The government can suspend any criticism without restriction C. Criticism of government is prohibited entirely D. The newspaper has unlimited freedom regardless of consequences
Q4	When price is increased and there is zero change in demand, demand is: a) Perfectly elastic b) Unitary c) Inelastic d) Perfectly inelastic	Q4	According to Hart’s theory of law, the “rule of recognition” serves to: A. Identify valid legal rules within a legal system B. Ensure that natural law principles are enforced C. Determine the morality of legislation D. Allow judges to create law arbitrarily
Q5	Who issues International Financial Reporting Standards? a) The IFRS Advisory Committee b) The stock exchange c) The International Accounting Standards Board d) The government	Q5	A municipal law requires “all shops to close by 9 PM.” A court finds that this would prevent essential services like pharmacies from operating. Which interpretative principle applies? A. Literal rule strictly applies B. Golden/generous rule to avoid absurd outcomes C. Mischief rule to punish offenders D. Doctrine of strict liability
Q6	The net assets of Altese, a trader, at 1 January 202X amounted to \$128,000. During the year to 31 December 202X Altese introduced a further \$50,000 of capital and made drawings of \$48,000. At 31 December 202X Altese's net assets totaled \$184,000. What is Altese's total profit or loss for the year ended 31 December 202X? a) \$54,000 profit b) \$54,000 loss		

	c) \$42,000 loss d) \$58,000 profit		
Q7	In integrated marketing communications (IMC), the primary strategic objective is to: a) Maximize advertising expenditure b) Standardize creative execution across markets c) Deliver a consistent and unified brand message d) Replace personal selling with advertising		
Q8	The shift from 4Ps to 4Cs in marketing thought reflects: a) A producer-centric orientation b) Increased regulatory control c) A customer-centric strategic perspective d) Declining importance of price		
Q9	The behavioral perspective in Human Resource Management assumes that: a) Employees act solely based on intrinsic motivation b) HR practices shape employee role behaviors required by strategy c) Organizational culture is irrelevant to performance d) HR outcomes are independent of firm strategy		
Q10	Which model argues that organizations must align HR practices with external institutional pressures such as regulations and norms? a) Best-fit model b) Universalistic model c) Institutional theory d) Contingency theory		

SECTION 3: FOR PHD-LAW & PHD MANAGEMENT SCIENCES

ANALYTICAL REASONING

Q1	A doctoral program is selecting six applicants. Four must be selected from A, B, C, D, and E, and two must be selected from F, G, H, and J. The selection must conform to the following conditions: • If A is selected, then F must be selected. • B cannot be selected unless C is selected. • C cannot be selected unless either G or H is selected. • D and E cannot both be selected. • If F is selected, then G cannot be selected. • If J is selected, then H must be selected. If A is selected and J is not selected, all of the following must be selected EXCEPT:
-----------	--

	a) C b) F c) H d) G		
Q2	What is the approximate distance traveled by Ali if he moves at 5 kmph for 120 minutes with two halts of 10 minutes each in between? a) 9.16 km b) 12.25 km c) 10.25 km d) 8.33 km	Q3	The price of a high grade milk is 40 per liter and that of low grade milk is 30 per liter. In what ratio they should be mixed so that the resultant mixture has a price of 36 per liter a) 3:2 b) 5:4 c) 4:3 d) 2:1
Q4	Identify the next number in the following sequence: 3, 6, 18, 72, 360, ? A. 720 B. 1,080 C. 2,160 D. 1,800	Q5	What comes next in the following sequence? A2, D6, I12, P20, ? A. W30 B. X30 C. W28 D. Y30
Q6	A significant number of people do not actually read the books they buy. For instance, a survey of college students in Pakistan found that while many own textbooks, only a small fraction read them frequently, just forty-five percent read more than once a year, and only seventeen percent read more than once a week. Which of the following, if true, most strongly challenges the claim that most people read the books they purchase? A. Regular readers are more prone to eye strain and related health issues B. People often exaggerate how much they read C. Many individuals buy books to appear knowledgeable D. Sales of novels exceed sales of other types of books		
Q7	Most citizens are very conscientious about observing a law when they can see the reason behind it. For instance, there has been very little need to actively enforce the recently-implemented law that increased the penalty for motorists caught leaving a gas station without paying for gas they had pumped into their vehicles. This is because citizens are very concerned about the high cost of gasoline and they know that stealing gas will only further increase the price of gasoline for everyone. With which of the following statements would the author of this passage be most likely to agree? A. The increased penalty alone is a significant motivation for most citizens to obey the law B. There are still too many inconsiderate citizens in the local community C. High gasoline prices can be brought down if everyone does his or her part and pays for the gasoline they use at the pinups D. Society should make an effort to teach citizens the reasons for its laws		

SECTION 4: FOR PHD-LAW & PHD MANAGEMENT SCIENCES BOTH

QUANTITATIVE REASONING

Q1	A town has two fire engines operating independently. The probability that a specific fire engine is available when needed is 0.96. What is the probability that neither is available when needed? a) 0.04 b) 0.16 c) 0.016 d) 0.0016	Q2	A total of 28 percent of Pakistani male drinks tea, 7 percent drinks coffee and 5 percent drink both tea and coffee. What percentage of males drinks neither tea nor coffee? a) 19/20 b) 4/5 c) 7/10 d) 3/5
Q3	The solution set of the equation $3x + 3 = 3x - 5$ is: a) 0 b) -8 c) 8 d) Does not exist	Q4	The ages of Ali, Omar, and Kamran are 18, 15, and 13 respectively. If the age of Sara is also included, the average of the ages increases by 4. What is the age of Sara? a) 28 b) 29 c) 30 d) 31
Q5	A construction project can be completed by 120 workers in 30 days. After 10 days, the manager hires 20 additional workers. How many more days will it take to complete the remaining work? a) 12 b) 15 c) 18 d) 20		