

Institute of Administrative Sciences
University of the Punjab
Sample Entry Test MSHA Evening Admission 2020

Section I: MCQs

- Section I consists of THREE parts.
- This section comprises of 50 MCQ questions.
- Time allowed for this section is 75 minutes
- Please mark your answer by encircling your choice ON THE QUESTION PAPER
- CUTTING AND OVERWRITING IS NOT ALLOWED

Part A: Research Methodology

1. Research is
 - a) Searching again and again
 - b) Finding solution to any problem
 - c) Working in a scientific way to search for truth of any problem
 - d) None of the above

2. Basic research is a type of research that:
 - a) addresses simple issues that are basic and research is not really needed.
 - a) attempts to expand the limits of knowledge for a discipline.
 - b) is conducted to make a decision about a specific real life problem.
 - c) all of the above

15 Questions

Part B: Management

16. Effective communication in an organization makes a significant contribution towards achieving the greater satisfaction of the employees because it
 - a) Lessens the uncertainty
 - b) Disseminates information
 - c) Reduces the insecurity
 - d) All of the above

17. Which of the following is not a characteristic of Management by objective (MBO)?
 - a) Specific performance objectives are jointly determined by employees and their managers
 - b) Progress towards objective is periodically reviewed
 - c) Rather than using goals to motivate, MBO uses goals to control
 - d) Rewards are allocated on the basis of progress towards specific objectives

20 Questions

Part C: Verbal Reasoning

Directions: Following two passages are accompanied by questions about their content. Answer all questions on the basis of what each passage states or implies.

Passage 1

Most economists in the United States seem captivated by the spell of the free market. Consequently, nothing seems good or normal that does not accord with the requirements of the free market. A price that is determined by the seller or, for that matter, established by anyone other than the aggregate of consumers seems pernicious; accordingly, it requires a major act of will to think of price-fixing (the determination of prices by the seller) as both “normal” and having a valuable economic function. In fact, price-fixing is normal in all industrialized societies because the industrial system itself provides, as an effortless consequence of its own development, the price-fixing that requires; modern industrial planning requires and rewards great size. Hence a comparatively small number of large firms will be competing for the same group of consumers. That each large firm will act with consideration of its own needs and thus avoid selling its products for more than its competitors charge is commonly recognized by advocates of free-market economic theories.

1. The primary purpose of the passage is to
 - a) refute the theory that the free market plays a useful role in the development of industrialized societies
 - b) suggest methods by which economists and members of the government of the United States can recognize and combat price-fixing by large firms
 - c) explain the various ways in which industrialized societies can fix prices in order to stabilize the free market
 - d) argue that price-fixing, in one form or another, is an inevitable part of and a benefit to the economy of any industrialized society
 - e) analyze free markets in different economies

2. The passage provides information that would answer which of the following questions about price-fixing?

I. What are some of the ways in which prices can be fixed?

II. For what products is price-fixing likely to be more profitable than the operation of the free market?

III. Is price-fixing more common in socialist industrialized societies or in nonsocialist industrialized societies?

- a) I only
- b) III only
- c) I and II only
- d) II and III only
- e) I, II and III

3. The author's attitude toward "Most economists in the United States" can best be described as
- a) spiteful and envious
 - b) scornful and denunciatory
 - c) critical and condescending
 - d) ambivalent but deferential
 - e) uncertain but interested

Passage 2:

Another similar passage.

Both passages combined will be followed by 15 MCQs

**Institute of Administrative Sciences
University of the Punjab
Entry Test MSHA Evening Admission 2020**

Section II: Analytical Writing Assessment

Time allowed: 60 minutes

In this section, you are asked to analyze **one** of the two issues presented and explain your view on it. There is no ‘correct’ answer. Instead you should consider various perspectives as you develop your own position on the issue. Before you begin writing take a few minutes to evaluate your argument and plan a response. Be sure to organize and fully develop your ideas, but leave time to re-read your response and make any revisions you think are necessary.

Read the statements in the box below and the instructions that follow, choose any **one** that you can answer best and make any notes that will help plan your response.

“Issue 1: The rising population pressure on state health institutions has allowed the private sector to bridge the gap of rising demand and limited public health facilities. However, this may actually have compromised the national goal of public health for all.”

OR

“Issue 2: Discuss the extent to which you agree or disagree with the statement above and explain your reasoning for the position you take. In developing and supporting your position, you should consider ways in which the statement might or might not hold true and explain how those considerations shape your position.”