UGC NET JUNE 2026 — Management

Question Paper · 100 MCQs · Corrected student edition

1. Which of the following manager performs the line function in a shoe manufacturing company ? (UGC NET Management June 2026)

(1) HR Manager
(2) Legal Manager
(3) Production Manager
(4) Finance Manager

2. Which one of the following is not a 'right' enunciated under section 6 of the Consumer Protection Act, 1986 ? (UGC NET Management June 2026)

(1) Right to consumer education
(2) Right to choose
(3) Right of equal treatment by marketer
(4) Right to be heard

3. When the positive substitution effect is smaller than the negative income effect, the inferior goods in a reference are called _____ ? (UGC NET Management June 2026)

(1) Giffen goods
(2) Superior goods
(3) Normal goods
(4) Perishable goods

4. Selling each unit of the product separately and charging the highest price possible for each unit sold is referred to as : (UGC NET Management June 2026)

(1) First-degree price discrimination
(2) Second-degree price discrimination
(3) Third-degree price discrimination
(4) Fourth-degree price discrimination

5. In which of the following type of reinforcement, manager terminates or withdraws something, which is unpleasant or undesirable to the employee ? (UGC NET Management June 2026)

(1) Positive reinforcement
(2) Negative reinforcement
(3) Extinction
(4) Punishment

6. Doctors are expected to be emotionally neutral towards their patients. Which of the following best describes this organizationally desired emotion of doctors ? (UGC NET Management June 2026)

(1) Emotional Intelligence
(2) Emotional Regulation
(3) Emotional Dissonance
(4) Emotional Labour

7. Which of the following is NOT associated to Hawthorne effect ? (UGC NET Management June 2026)

(1) Novelty of the situation
(2) Attention received by the employees
(3) Interest of the employees in experimental conditions
(4) Earning of the employees

8. Which of the following is NOT a cultural dimension proposed by Hofstede ? (UGC NET Management June 2026)

(1) Individualism vs collectivism
(2) Fatalism vs scientism
(3) Power distance
(4) Uncertainty avoidance

9. Which of the following statement is correct with respects to employee's job severance ? (UGC NET Management June 2026)

(1) The termination of services of an employee permanently is referred to as Lay-off.
(2) Suspension is termination of services permanently owing to official misconduct.
(3) Dismissal is voluntary termination of an employee's employment with a firm.
(4) Retrenchment does not include termination of services owing to non-renewal of contract.

10. Which of the following performance appraisal method is a combination of the critical incident method and the graphic rating scale method ? (UGC NET Management June 2026)

(1) Management by Objective (MBO)
(2) Confidential essay writing method
(3) Behaviourally Anchored Rating Scale (BARS)
(4) Assessment centre

11. Which of the following statement is NOT correct in the context of International Human Resources Management ? (UGC NET Management June 2026)

(1) In geo-centric staffing model, organization hires best candidates irrespective of their nationality.
(2) In going rate approach, salary of an employee posted in the foreign country is decided on the basis of home country compensation structure.
(3) Employees sent to work in a foreign country are referred to as expatriates.
(4) Dual career couple offers significant challenges for International Human Resource Management.

12. Which of the following statement is INCORRECT in the context of organizational development ? (UGC NET Management June 2026)

(1) Sensitivity training focuses on behavioral change through unstructured group interaction.
(2) In appreciative inquiry approach, one focuses on overcoming weaknesses of the organization.
(3) Action research approach is based on systematic collection of data.
(4) Managerial grid approach emphasises on team building.

13. Idle time cost arising due to time lost in waiting for tools and/or raw materials will be included in which of the following ? (UGC NET Management June 2026)

(1) Prime cost
(2) Works cost
(3) Cost of production
(4) Costing profit and loss account

14. Which of the following parameters measure corporate debt capacity ? (UGC NET Management June 2026)

(1) Debt serviceability
(2) Borrowing capacity
(3) Return on investment
(4) Net profit margin

15. Which one of the following is a budgeting process whereby each item of budget has to be justified in its entirety, whether it is an existing item or new ? (UGC NET Management June 2026)

(1) Performance Budgeting
(2) Historical Cost Budgeting
(3) Flexible Budgeting
(4) Zero Base Budgeting

16. The total asset turnover ratio and total asset to net-worth of X Ltd. are 1.25 and 3, respectively. If the net profit margin of the company is 6%. What will be its return on Equity ? (UGC NET Management June 2026)

Choose the correct answer from the options given below :
(1) 24.6%
(2) 62.50%
(3) 22.50%
(4) 25.50%

17. Which one of the following is Not an assumption of Gordon's Model of Dividend ? (UGC NET Management June 2026)

(1) r is constant, k_e decreases with retention rate
(2) The firm has perpetual life
(3) The retention ratio, once decided upon, is constant
(4) $k_e > br$

18. As the bond yields decline, the underlying bond price _____. (UGC NET Management June 2026)

(1) Increases
(2) Decreases
(3) Remains stable
(4) Becomes more volatile

19. In an equilibrium market, a security is expected to yield a return commensurate with its _____. (UGC NET Management June 2026)

(1) Unsystematic risk
(2) Unavoidable risk
(3) Diversifiable risk
(4) Business risk

20. If an individual security has an expected risk-return combination that places it above the security market line (SML), the security in reference is _____. (UGC NET Management June 2026)

(1) Undervalued
(2) Overvalued
(3) Fairly valued
(4) Highly risky

21. Identify the pricing strategy in which a very low price is set for a product with an intent to drive competitors out of the market or create barriers to entry for new players in the market. (UGC NET Management June 2026)

(1) Predatory pricing
(2) Premium pricing
(3) Skimming pricing
(4) Differentiated pricing

22. Which one of the following correctly differentiate 'Fad' and 'Fashion' ? (UGC NET Management June 2026)

(1) Fad arrives slowly while fashion arrives in social system very fast.
(2) Fad peaks early and also goes out of circulation fast whereas fashion eventually peaks and passes through all life cycle stages with discernible signs.
(3) PLC of Fad lasts longer while fashion is a short-term phenomenon.
(4) Fad and fashion are considered same.

23. Which one of the following represents post hoc methods of segmentation ? (UGC NET Management June 2026)

(1) Selecting a basis of segmentation variable based on presumptive bases.
(2) Selecting a basis of segmentation variable based on presumptive bases without examination.
(3) Selecting a basis of segmentation variable based on clustering procedure to identify similar groups from a larger set.
(4) Basis of segmentation automatically creates groups in a market.

24. In Ansoff's product-market matrix, market development strategy involves _____. (UGC NET Management June 2026)

(1) Selling existing products to new markets
(2) Selling new products to existing markets
(3) Selling existing products to existing markets
(4) Selling new products to new markets

25. The stimuli needs to pass through all stages of perceptual process. This process involves which of the following stages ? (UGC NET Management June 2026)

(1) Economic, Action, Intent and Memory
(2) Ego, Affiliation, Stability and Interpretation
(3) Exposure, Attention, Interpretation and Memory
(4) Exposure, Actualization, Retention and Safety

26. Which one of the following represents the basis of consumer decision in a rational appeal in advertising ? (UGC NET Management June 2026)

(1) Moral
(2) Love and affection
(3) Information and Evaluation
(4) Humour

27. In which of the following a service marketing firm motivates its customer-care employees and provides support to its service people to accomplish their task as a team to provide customer satisfaction ? (UGC NET Management June 2026)

(1) Interactive marketing
(2) Internal marketing
(3) Test marketing
(4) Buzz marketing

28. Which one of the following describes a giant specialty store that carries a very deep assortment of a particular line ? (UGC NET Management June 2026)

(1) Discount store
(2) Factory outlet
(3) Voluntary chain
(4) Category killer

29. Apart from the investment (₹ 2.5 crore) in the plant and machinery, a micro enterprise is expected to have a turnover of ₹ _____. (UGC NET Management June 2026)

(1) Upto ₹ 5 crore
(2) Upto ₹ 10 crore
(3) Upto ₹ 25 crore
(4) Upto ₹ 50 crore

30. How much of the central government supplies are procured from the MSME enterprises ? (UGC NET Management June 2026)

(1) 25%
(2) 50%
(3) 30%
(4) 10%

31. Who has developed 'Women Entrepreneurship Platform' that aims to build an ecosystem to support women entrepreneurship in India ? (UGC NET Management June 2026)

(1) Ministry of Women and Child Development
(2) Ministry of Social Justice and Empowerment
(3) Ministry of Micro, Small and Medium Enterprises
(4) NITI Aayog

32. Which of the following initiatives has been launched by the NABARD to promote rural entrepreneurship ? (UGC NET Management June 2026)

(1) A Scheme for Promotion of Innovation, Rural Industries and Entrepreneurship (ASPIRE)
(2) Start-up Village Entrepreneurship Programme (SUEP)
(3) Rural Entrepreneurship Development Programmes (REDPs)
(4) Rural Self Employment Training Institute (RSETI)

33. A stem-and-leaf display of data set is a graphical display that is used to depict _____. (UGC NET Management June 2026)

(1) Trend line
(2) Cross tabulation
(3) Five-number summary
(4) Rank order and shape of distribution of data

34. Rank Order Clustering Algorithm is used for which of the following plant layout ? (UGC NET Management June 2026)

(1) Product
(2) Process
(3) Group Technology
(4) Fixed position

35. Which of the following is the focus area of ISO 9004 in standardization ? (UGC NET Management June 2026)

(1) Environment sustainability
(2) Customer complaint resolution
(3) Internal audit procedure
(4) Guidance for achieving sustained success

36. Which expression defines the traffic intensity (ρ) in a queuing system if λ = arrival rate and μ = service rate ? (UGC NET Management June 2026)

(1) $\lambda - \mu$
(2) $\lambda \times \mu$
(3) $\frac{\lambda}{\mu}$
(4) μ/λ

37. Which of the following term is used for money sent out of politically and economically unstable countries by investors in search of a safe haven ? (UGC NET Management June 2026)

(1) ADRs (American Depository Receipts)
(2) GDRs (Global Depository Receipts)
(3) Offshore Investment
(4) Flight Capital

38. A form of foreign direct investment that involves building new facilities is called _____. (UGC NET Management June 2026)

(1) Brownfield Investment
(2) Greenfield Investment
(3) Bottom-line Investment
(4) Expansion Investment

39. Which of the following is considered the best method of capturing tacit knowledge ? (UGC NET Management June 2026)

(1) Document templates
(2) Databases
(3) Voice-pitch analysis
(4) Expert interviews and story telling

40. The 'outlier detection technique' is particularly used for _____ by business entities. (UGC NET Management June 2026)

(1) Market based analysis
(2) Online fraud detection
(3) Web mining
(4) Customer segmentation

41. Arrange the following steps in accordance with Luthans' O.B model approach to behavioural performance management. (UGC NET Management June 2026)

A. Intervene
B. Analyze
C. Identify
D. Measure
E. Evaluate

Choose the correct answer from the options given below :

(1) D, C, B, A, E
(2) C, D, B, A, E
(3) C, D, B, E, A
(4) D, C, E, A, B

42. Arrange the following steps in the process of communication in a logical sequence : (UGC NET Management June 2026)

A. Receiver
B. Sender
C. Decoding
D. Encoding
E. Channel
Choose the correct answer from the options given below :
(1) B, D, E, A, C
(2) B, D, E, C, A
(3) B, C, E, A, D
(4) B, C, E, D, A

43. Arrange the following activities and processes in the correct sequence of group formation ? (UGC NET Management June 2026)

A. Adjourning
B. Performing
C. Forming
D. Norming
E. Storming
Choose the correct answer from the options given below :
(1) C, D, E, B, A
(2) E, C, B, D, A
(3) C, E, D, B, A
(4) C, E, B, D, A

44. Arrange the following from lower to higher level of needs in accordance with the Maslow's need hierarchy theory. (UGC NET Management June 2026)

A. Physiological needs
B. Self-actualization needs
C. Belongingness needs
D. Self-esteem needs
E. Safety needs
Choose the correct answer from the options given below :
(1) A, E, C, D, B
(2) A, C, B, D, E
(3) A, C, E, D, B
(4) A, E, D, C, B

45. Arrange the following steps of performance appraisal process in the correct sequence. (UGC NET Management June 2026)

A. Communicate performance expectations to the employees
B. Assess actual performance against performance standard
C. Setup performance standards
D. Corrective actions
E. Offer feedback to the employees
Choose the correct answer from the options given below :
(1) A, B, C, D, E
(2) C, A, B, E, D
(3) C, A, E, B, D
(4) C, A, D, B, E

46. Arrange the following sources of finance in the preference order as suggested by the Pecking order theory of financing. (UGC NET Management June 2026)

A. Debt financing
B. Preferred stock
C. Internal financing
D. Equity issues
E. Hybrid securities
Choose the correct answer from the options given below :
(1) D, E, A, B, C
(2) C, A, B, E, D
(3) D, B, A, C, E
(4) C, B, A, E, D

47. Arrange the following policy variables in a logical sequence to formulate credit and collection policies of an enterprise. (UGC NET Management June 2026)

A. Credit period
B. Credit standard
C. Collection expenditure
D. Factoring arrangement
E. Cash discount policy
Choose the correct answer from the options given below :
(1) B, A, E, D, C
(2) B, A, E, C, D
(3) A, B, E, D, C
(4) A, B, C, D, E

48. Arrange the following steps of pyramid of strategy activation from the top to bottom. (UGC NET Management June 2026)

A. Plans
B. Strategy
C. Policies, rules and regulations
D. Programmes
E. Projects
Choose the correct answer from the options given below :
(1) B, A, D, E, C
(2) A, B, C, D, E
(3) E, D, C, B, A
(4) C, E, D, A, B

49. Arrange the following stages of buyer decision-making in the correct sequence. (UGC NET Management June 2026)

A. Evaluation of alternatives
B. Purchase decision
C. Post purchase decision
D. Information search
E. Need recognition
Choose the correct answer from the options given below :
(1) B, A, D, C, E
(2) E, D, A, B, C
(3) E, D, B, A, C
(4) A, E, D, C, B

50. Arrange the following major steps of 'personal selling' in a logical sequence of the underlying process. (UGC NET Management June 2026)

A. Pre-approach and Presentation
B. Persuasion
C. Prospecting
D. Servicing
E. Closing
Choose the correct answer from the options given below :
(1) C, A, B, E, D
(2) C, A, E, B, D
(3) A, C, B, D, E
(4) B, A, C, D, E

51. Arrange the following activities of 5-S programme of Kaizen in the correct order. (UGC NET Management June 2026)

A. Systematic arrangement
B. Standardization
C. Sorting
D. Self discipline
E. Sanitize
Choose the correct answer from the options given below :
(1) A, C, E, D, B
(2) E, D, C, A, B
(3) C, A, E, B, D
(4) A, B, C, D, E

52. Arrange the following steps in the correct order to explain how Six Sigma works ? (UGC NET Management June 2026)

A. Measure the existing system
B. Improve the system
C. Control the new system
D. Analyse the system
E. Define the goals of improvement
Choose the correct answer from the options given below :
(1) D, B, C, A, E
(2) E, A, D, B, C
(3) A, B, C, D, E
(4) D, B, E, A, C

53. Arrange the following in the descending order of economic integration. (UGC NET Management June 2026)

A. Custom Union
B. Political Union
C. Common Market
D. Free Trade Area
E. Economic Union
Choose the correct answer from the options given below :
(1) B, E, C, A, D
(2) A, B, C, D, E
(3) D, A, C, B, E
(4) C, A, D, B, E

54. Arrange the following currencies of SDR basket according to their weights in the basket (from higher to lower weights). (UGC NET Management June 2026)

A. Japanese Yen
B. Chinese Renminbi
C. Pound Sterling
D. U.S. Dollar
E. Euro
Choose the correct answer from the options given below :
(1) D, B, C, E, A
(2) B, C, E, A, D
(3) D, E, B, A, C
(4) A, D, B, C, E

55. Arrange the following in a logical sequence in the creative idea generation process. (UGC NET Management June 2026)

A. Insight
B. Preparation
C. Evaluation
D. Elaboration
E. Incubation
Choose the correct answer from the options given below :
(1) A, B, E, C, D
(2) A, C, B, E, D
(3) B, E, A, C, D
(4) E, B, D, C, A

56. The theory of contestable market hypothesis articulates that fewer firms industry is still as competitive as the perfect competition if _____ and _____. (UGC NET Management June 2026)

A. Entry is absolutely free
B. Products are homogenous
C. Exit is entirely costless
D. Selling costs are non-existent
E. Free information and no transportation cost
Choose the correct answer from the options given below :
(1) A and B Only
(2) B, C and E Only
(3) A and C Only
(4) A, B and D Only

57. As price of the normal goods falls, the consumer buys more of it because of _____. (UGC NET Management June 2026)

A. Demand effect
B. Price effect
C. Substitution effect
D. Income effect
E. Increasing marginal rate of substitution
Choose the correct answer from the options given below :
(1) A, B and C Only
(2) B, C and D Only
(3) A, C and D Only
(4) C, D and E Only

58. Which of the following reflects contingency dimensions as per the Fiedler's contingency theory of leadership ? (UGC NET Management June 2026)

A. Leaders and followers have high degree of confidence, trust and respect for each others.
B. Followers are ready and willing to accomplish the task.
C. Leaders derive their power from formal organizational positions.
D. A leader's role is to assist followers by providing necessary resources.
E. Degree to which job assignment is structured or unstructured influences one's leadership style.
Choose the correct answer from the options given below :
(1) A, C and E Only
(2) A, C and D Only
(3) B, C and D Only
(4) B, D and E Only

59. Which of the following are approaches used to understand or improve interpersonal relations in organisations, rather than concepts of conflict occurring within one individual? (UGC NET Management June 2026)

A. Transactional analysis
B. Cognitive dissonance
C. Life-positioning analysis
D. Johari window analysis
E. Approach-avoidance goal conflict
Choose the correct answer from the options given below :
(1) A, C and D Only
(2) A, B and C Only
(3) C, D and E Only
(4) B, C and D Only

60. Which of the following statements are correct about Balanced Score Card framework ? (UGC NET Management June 2026)

A. Robert Kaplan and Black Mouton conceptualized the Balanced Scorecard framework.

B. It looks at organizational performance from four perspectives: financial, customer, internal business processes and learning and growth.

C. It is used exclusively for financial performance evaluation in for-profit organizations only.

D. Learning and growth is the first component in the chain of cause and effect relation.

E. The flight simulator was used as a metaphor of the Balanced Scorecard.

Choose the correct answer from the options given below :

(1) A, B and D Only

(2) B, D and E Only

(3) A, B and E Only

(4) B, C and D Only

61. Which of the following are the statutory dispute resolution mechanisms as per the Industrial Dispute Act, 1947 ? (UGC NET Management June 2026)

A. Collective bargaining

B. Management by Objective (MBO)

C. Conciliation

D. Code of discipline

E. Adjudication

Choose the correct answer from the options given below :

(1) C, D and E Only

(2) A, B and E Only

(3) B and D Only

(4) C and E Only

62. Cost of capital is often represented by which of the following notions : (UGC NET Management June 2026)

A. Required rate of return

B. Discount rate

C. Hurdle rate

D. Average rate of return

E. Return on investment

Choose the correct answer from the options given below :

(1) A, B and C Only

(2) C, D and E Only

(3) B, C and D Only

(4) A, C and D Only

63. Financial management endeavors to make optimal decision with respect to which of the following decision areas ? (UGC NET Management June 2026)

A. Capital allocation
B. Investment
C. Risk hedging
D. Financing
E. Dividends
Choose the correct answer from the options given below :
(1) A and C Only
(2) B, C and D Only
(3) C, D and E Only
(4) B, D and E Only

64. Which of the following are the common forms of divestitures ? (UGC NET Management June 2026)

A. Equity carve outs
B. Business alliances
C. Demergers
D. Leveraged buyouts
E. Spin offs
Choose the correct answer from the options given below :
(1) A, B and C Only
(2) B, C and D Only
(3) C, D and E Only
(4) A, C and E Only

65. Increase in the value of which of the following variables causes increase in the option value of the underlying stock ? (UGC NET Management June 2026)

A. Stock volatility
B. Time to expiration
C. Interest rate
D. Exercise price
E. Current stock price
Choose the correct answer from the options given below :
(1) A, B and C Only
(2) B, C and D Only
(3) A, B, C and D Only
(4) A, B, C and E Only

66. Which of the following represents the 'Push strategy' of promotion ? (UGC NET Management June 2026)

A. It is related to below the line promotion activities
B. It is related to above the line promotion activities
C. It relies heavily on the channel partner's cooperation
D. It uses the sales force to induce intermediaries to promote and sell the product to end users
E. It relies more upon communication tools that directly connect with potential consumers and do the pre-selling

Choose the correct answer from the options given below :

(1) A, C and D Only
(2) B, C and E Only
(3) A, B and E Only
(4) A, C, D and E Only

67. Primary activities in Porter's value chain framework comprise of _____. (UGC NET Management June 2026)

A. Operations
B. Logistics
C. Marketing and sales
D. R & D and new product development
E. Manpower planning and skilling

Choose the correct answer from the options given below :

(1) A, B and C Only
(2) C, D and E Only
(3) A, B, C and D Only
(4) A and B Only

68. Which of the following are non-equity contractual modes of international-market entry commonly discussed under the broad joint-venturing approach? (UGC NET Management June 2026)

A. Contract manufacturing
B. Assembly facilities
C. Licensing
D. Management contracting
E. Manufacturing Bundle facilities

Choose the correct answer from the options given below :

(1) A, B, D and E Only
(2) A, C, D and E Only
(3) A, C and D Only
(4) B, C, D and E Only

69. While choosing brand elements, which of the following characteristics relate to brand-building and are not defensive in nature : (UGC NET Management June 2026)

A. Transferable
B. Adaptable
C. Memorable
D. Meaningful
E. Likable
Choose the correct answer from the options given below :
(1) A, C, D and E Only
(2) B, C and D Only
(3) C, D and E Only
(4) A, B, D and E Only

70. Which of the following are the features of the PERT technique ? (UGC NET Management June 2026)

A. It is probabilistic in nature
B. It is activity-oriented
C. It is useful for non-repetitive projects
D. It focuses primarily on time element
E. It is event-oriented
Choose the correct answer from the options given below :
(1) B, C, D and E Only
(2) A, C, D and E Only
(3) A, B, C and E Only
(4) A, B, C and D Only

71. Which of the following are the properties of a good point estimator ? (UGC NET Management June 2026)

A. Multicollinearity
B. Consistency
C. Efficiency
D. Rigidity
E. Unbiasedness
Choose the correct answer from the options given below :
(1) A, C and E Only
(2) A, B and E Only
(3) B, D and E Only
(4) B, C and E Only

72. The official reserve account of a national government comprises which of the following assets ? (UGC NET Management June 2026)

A. SDRs
B. Sovereign Gold Bonds
C. Convertible Currencies
D. Reserve position at the IMF
E. Gold
Choose the correct answer from the options given below :
(1) A, B, C and D Only
(2) A, B, C and E Only
(3) B, C, D and E Only
(4) A, C, D and E Only

73. According to Dunning's Eclectic Theory, firms choose FDI as the mode of entering international market due to which of the following factors ? (UGC NET Management June 2026)

A. Tax advantage
B. Political advantage
C. Location advantage
D. Ownership advantage
E. Internationalization advantage
Choose the correct answer from the options given below :
(1) A, B and C Only
(2) B, C and D Only
(3) C, D and E Only
(4) A, C and E Only

74. Loans under PM Mudra Loan Yojana are classified in which of the following categories ? (UGC NET Management June 2026)

A. Shishu
B. Tarun
C. Kishore
D. Prodh
E. Varidh
Choose the correct answer from the options given below :
(1) A, B and C Only
(2) B, C and D Only
(3) C, D and E Only
(4) B, D and E Only

75. Which of the following banks are designated as the Domestic Systemically Important Banks (D-SIBs) for financial stability in India ? (UGC NET Management June 2026)

A. Canara Bank
B. ICICI Bank
C. Punjab National Bank
D. State Bank of India
E. HDFC Bank
Choose the correct answer from the options given below :
(1) A, B and C Only
(2) B, C, D and E Only
(3) B, C and D Only
(4) B, D and E Only

76. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Types of Markets
A. Perfect Competition
B. Monopolistic Competition
C. Oligopoly
D. Monopoly
List - II – Firm's effect on price determination
I. High
II. None
III. Little
IV. Very High
Choose the correct answer from the options given below :
(1) A-III, B-II, C-I, D-IV
(2) A-II, B-III, C-IV, D-I
(3) A-I, B-IV, C-III, D-II
(4) A-II, B-III, C-I, D-IV

77. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Management thinkers
A. Max Weber
B. W.H. Taylor
C. Henry Fayol
D. Elton Mayo
List - II – Contribution
I. Informal Group
II. Bureaucracy
III. Mental Revolution
IV. Organizational Structure
Choose the correct answer from the options given below :
(1) A-II, B-III, C-IV, D-I
(2) A-III, B-II, C-I, D-IV
(3) A-II, B-IV, C-I, D-III
(4) A-I, B-II, C-IV, D-III

78. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Organizational Behaviour Approaches

A. Cognitive Approach

B. Behaviouristic Approach

C. Stimulus-Response Approach

D. Social Cognitive Approach

List - II – Underlying Themes

I. Mechanistic

II. Deterministic

III. Mentalistic

IV. Reciprocal intervention of cognitive, behavioural and environmental factors

Choose the correct answer from the options given below :

(1) A-I, B-II, C-III, D-IV

(2) A-II, B-III, C-IV, D-I

(3) A-IV, B-III, C-II, D-I

(4) A-III, B-II, C-I, D-IV

79. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Social Perceptions

A. Stereotyping

B. Halo Effect

C. Pygmalion Effect

D. Horn Effect

List - II – Beliefs

I. Employees dressed poorly are bad performers

II. Engineers are intelligent

III. Intelligent people are trust-worthy and hardworking

IV. Manager's expectations lead to good performance by an engineer

Choose the correct answer from the options given below :

(1) A-I, B-II, C-III, D-IV

(2) A-II, B-III, C-IV, D-I

(3) A-III, B-IV, C-I, D-II

(4) A-II, B-III, C-I, D-IV

80. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Types of Trade Union Security

A. Closed Shop

B. Union Shop

C. Agency shop

D. Preferential Shop

List - II – Definitions

I. Workers, even if they do not belong to trade union, pay union dues

II. The company can hire only members of trade unions

III. The company can hire from non-union, though preference is given to union members

IV. The company can hire from non-union people, but new workers must join union after a prescribed period and pay dues

Choose the correct answer from the options given below :

(1) A-I, B-III, C-IV, D-II

(2) A-III, B-II, C-I, D-IV

(3) A-II, B-IV, C-I, D-III

(4) A-IV, B-I, C-III, D-II

81. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Decision-Accounting Concepts

A. Financial Indifference point

B. Breakeven point

C. P/V ratio

D. Margin of Safety

List - II – Computations and Measurements

I. $\frac{\text{Contribution}}{\text{Sales}} \times 100$

II. $\frac{\text{Fixed costs}}{\text{P/V ratio}}$

III. Sales minus Break even sales

IV. Level of EBIT where EPS of two financing plans are equal

Choose the correct answer from the options given below :

(1) A-III, B-I, C-II, D-IV

(2) A-II, B-I, C-IV, D-III

(3) A-IV, B-II, C-III, D-I

(4) A-IV, B-II, C-I, D-III

82. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Financial Risk Terms

A. Swap (Interest rate)

B. Margin

C. Basis Risk

D. Mark to Market

List - II – Underlying Meaning (Definition)

I. Daily valuation of a contract with the loser owing money to the writer

II. Random fluctuations in net position that remains after hedging

III. Exchanges a floating rate obligation for a fixed rate one, or vice-versa

IV. Amount of Money that must be pledged to cover fluctuations in the market price of the contract, and is subject to daily reset

Choose the correct answer from the options given below :

(1) A-IV, B-II, C-III, D-I

(2) A-III, B-IV, C-II, D-I

(3) A-IV, B-II, C-I, D-III

(4) A-III, B-I, C-II, D-IV

83. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Marketing Concepts

A. Selling

B. Marketing

C. Product

D. Production

List - II – Implications

I. Availability & Affordability

II. Power of Persuasion

III. Dependent on Outsiders

IV. High Quality

Choose the correct answer from the options given below :

(1) A-I, B-IV, C-III, D-II

(2) A-III, B-I, C-II, D-IV

(3) A-IV, B-II, C-I, D-III

(4) A-II, B-III, C-IV, D-I

84. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Pricing Strategies

A. Market skimming pricing

B. Segmented pricing

C. Product line pricing

D. Captive product pricing

List - II – Descriptions

I. Setting the price steps between various products in product continuum based on cost differences between the product

II. Setting a price for product that must be used along with a main product

III. Set high initial price to get revenue from the segment willing to pay high price

IV. Selling a product or service at two or more prices where the differences in prices is not based on differences in costs

Choose the correct answer from the options given below :

(1) A-IV, B-II, C-III, D-I

(2) A-II, B-I, C-IV, D-III

(3) A-I, B-III, C-II, D-IV

(4) A-III, B-IV, C-I, D-II

85. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Test Statistic

A. F test

B. Z test

C. Chi-square test

D. t test

List - II – Hypothesis test about

I. A population variance

II. the difference between two population means (matched samples)

III. the difference between two population proportions

IV. the difference between two population variances

Choose the correct answer from the options given below :

(1) A-IV, B-III, C-II, D-I

(2) A-IV, B-III, C-I, D-II

(3) A-IV, B-II, C-III, D-I

(4) A-I, B-II, C-III, D-IV

86. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Scale Types

A. Semantic Differential Scale

B. Fixed (Constant) Sum Scale

C. Forced Ranking Scale

D. Multiple Response Scale

List - II – Data Types

I. Nominal

II. Ordinal

III. Interval

IV. Ratio

Choose the correct answer from the options given below :

(1) A-I, B-II, C-III, D-IV

(2) A-II, B-III, C-IV, D-I

(3) A-III, B-IV, C-II, D-I

(4) A-IV, B-III, C-II, D-I

87. Match List - I with List - II. (UGC NET Management June 2026)

List - I – International Trade Terms

A. Embargo

B. Beggar-thy-neighbor

C. Ad Valorem tariff

D. Dumping

List - II – Descriptions

I. Domestic economic policies that ignore the economic damage done to other countries

II. Exporting products at price below the cost of production

III. Assessed as a percentage of the market value of the imported goods

IV. Ban on exporting and/or importing of goods to a particular country

Choose the correct answer from the options given below :

(1) A-I, B-II, C-III, D-IV

(2) A-II, B-I, C-III, D-IV

(3) A-II, B-IV, C-III, D-I

(4) A-IV, B-I, C-III, D-II

88. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Theories of International Trade

A. Theory of Relative Factor Endowment

B. Country Similarity Theory

C. Theory of Absolute Advantage

D. Theory of Comparative Advantage

List - II – Propounder

I. Adam Smith

II. David Ricardo

III. Eli Heckscher and Bertil Ohlin

IV. Staffan Linder

Choose the correct answer from the options given below :

(1) A-IV, B-III, C-II, D-I

(2) A-II, B-III, C-IV, D-I

(3) A-III, B-IV, C-I, D-II

(4) A-I, B-II, C-III, D-IV

89. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Industry Structures

A. Declining Industries

B. Mature Industries

C. Fragmented Industries

D. Emerging Industries

List - II – Business Opportunities

I. Process and after sales service innovations

II. First-mover advantages

III. Leaders, niche, harvest and divest

IV. Consolidation

Choose the correct answer from the options given below :

(1) A-IV, B-III, C-I, D-II

(2) A-I, B-II, C-III, D-IV

(3) A-II, B-IV, C-III, D-I

(4) A-III, B-I, C-IV, D-II

90. Match List - I with List - II. (UGC NET Management June 2026)

List - I – Entrepreneurs

A. Peter Chen, Yancey Strickler & Charles Adler (2009)

B. Sam Goldman & Ned Tozen (2008)

C. Arlene Harris (2006)

D. Tommy Patterson (2008)

List - II – Business Solutions

I. Created affordable and durable solar-powered lanterns

II. Created long-tailored undershirts that fit well and stay tucked in

III. Created a web-based crowd funding platform

IV. Designed cell phones that are easy to use and have large buttons

Choose the correct answer from the options given below :

(1) A-IV, B-II, C-III, D-I

(2) A-III, B-I, C-IV, D-II

(3) A-II, B-III, C-I, D-IV

(4) A-I, B-IV, C-II, D-III

READING PASSAGE FOR QUESTION 91

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

Rapid delivery services, often termed as Quick Commerce (Q-com), has now penetrated into the smaller towns and is changing purchasing habits beyond metropolitan cities. This is encouraging news for the FMCG companies and e-commerce firms. Q-com acts as a data-driven force multiplier for pushing consumers to go for premium brands and large-sized packs, which typically is expected to be the most profitable for the FMCG players. The growth of Q-com in medium and small cities signals a shift from densely populated metros to a wider consumer reach. With grocery orders delivered within 15 minutes, companies that store a massive amount of real information on consumer preferences and hyper-local inventory strategies, gain a competitive edge. Yet, this advantage stands on the verge of unconsciously turning into excessive market control. Traditional retailers having lack of digital adoption are really worried about Q-com platforms and their predatory pricing strategies. They are not just grumbling for no reason; there's a real fear that this could lead to a lot of job losses, especially as Q-com starts making its way into the rural parts of India.

It's interesting how technology gives these digital giants the upper hand, allowing them to push out smaller competitors by branching out into sorts of products and market. When Q-com comes up against local Kirana stores, what often happened is that their success means fewer jobs in India's huge informal sector. It's kind of tough spot because traditional retail has historically been a safety net for surplus agricultural workers. If that sector starts to shrink, it could really change the landscape of rural employment in a way that can't be easily reversed. India is still figuring out how to become a big players in global manufacturing, but it's not easy that can create enough low-skill factory jobs. So, policymakers really need to be careful to protect those small retailers from the whirlwind effect of modern retail. It's a delicate balance they need to strike.

Q-Com stands out as the fastest-growing sector in retail, growing exponentially outpacing the overall market rate of growth. It's crucial that regulations stays pretty light while modern retail is doing so well, especially in line with those imposed on e-commerce relative to brick-and-mortar stores. But once market concentration becomes high, over-consolidation risks could trigger heavier oversight. Regulations will have to balance consumer and producers interest that Q-Com bring admirably against its wider impact on livelihood.

91. Which of the following is NOT mentioned as a risk associated with growth of Q-Com ? (UGC NET Management June 2026)

(1) Market concentration
(2) Predatory pricing
(3) Increased manufacturing jobs
(4) Disruption of traditional retail

READING PASSAGE FOR QUESTION 92

Read the following passage and answer the questions that follow.

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92. What is cited in the passage as a major enabler for Q-Com's competitive advantage ? (UGC NET Management June 2026)

(1) Government subsidies
(2) Deep discounting
(3) Real-time consumer data
(4) Low delivery charges

READING PASSAGE FOR QUESTION 93

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

Rapid delivery services, often termed as Quick Commerce (Q-com), has now penetrated into the smaller towns and is changing purchasing habits beyond metropolitan cities. This is encouraging news for the FMCG companies and e-commerce firms. Q-com acts as a data-driven force multiplier for pushing consumers to go for premium brands and large-sized packs, which typically is expected to be the most profitable for the FMCG players. The growth of Q-com in medium and small cities signals a shift from densely populated metros to a wider consumer reach. With grocery orders delivered within 15 minutes, companies that store a massive amount of real information on consumer preferences and hyper-local inventory strategies, gain a competitive edge. Yet, this advantage stands on the verge of unconsciously turning into excessive market control. Traditional retailers having lack of digital adoption are really worried about Q-com platforms and their predatory pricing strategies. They are not just grumbling for no reason; there's a real fear that this could lead to a lot of job losses, especially as Q-com starts making its way into the rural parts of India.

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93. Which of the following factors are contributing to traditional retail's vulnerability as per the passage ? (UGC NET Management June 2026)

A. Employment displacement
B. Lack of digital adoption
C. Aggressive pricing by Q-com
D. Overdependence on physical from the chains
E. Easy access to finance

Choose the correct combination from the following :

(1) A, B and C Only
(2) B, C, D and E Only
(3) A, C and D Only
(4) A, B, D and E Only

READING PASSAGE FOR QUESTION 94

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

Rapid delivery services, often termed as Quick Commerce (Q-com), has now penetrated into the smaller towns and is changing purchasing habits beyond metropolitan cities. This is encouraging news for the FMCG companies and e-commerce firms. Q-com acts as a data-driven force multiplier for pushing

consumers to go for premium brands and large-sized packs, which typically is expected to be the most profitable for the FMCG players. The growth of Q-com in medium and small cities signals a shift from densely populated metros to a wider consumer reach. With grocery orders delivered within 15 minutes, companies that store a massive amount of real information on consumer preferences and hyper-local inventory strategies, gain a competitive edge. Yet, this advantage stands on the verge of unconsciously turning into excessive market control. Traditional retailers having lack of digital adoption are really worried about Q-com platforms and their predatory pricing strategies. They are not just grumbling for no reason; there's a real fear that this could lead to a lot of job losses, especially as Q-com starts making its way into the rural parts of India.

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94. Which one of the following statements is not correct as per the passage ? (UGC NET Management June 2026)

(1) Traditional retails absorbs agricultural labour surplus
(2) Quick-Commerce contributes to job creation in rural India
(3) Technology enables Q-Com to outpace weaker rivals
(4) Regulations must balance consumer and producer interests

READING PASSAGE FOR QUESTION 95

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

Rapid delivery services, often termed as Quick Commerce (Q-com), has now penetrated into the smaller towns and is changing purchasing habits beyond metropolitan cities. This is encouraging news for the FMCG companies and e-commerce firms. Q-com acts as a data-driven force multiplier for pushing consumers to go for premium brands and large-sized packs, which typically is expected to be the most profitable for the FMCG players. The growth of Q-com in medium and small cities signals a shift from densely populated metros to a wider consumer reach. With grocery orders delivered within 15 minutes, companies that store a massive amount of real information on consumer preferences and hyper-local inventory strategies, gain a competitive edge. Yet, this advantage stands on the verge of unconsciously turning into excessive market control. Traditional retailers having lack of digital adoption are really worried about Q-com platforms and their predatory pricing strategies. They are not just grumbling for no reason; there's a real fear that this could lead to a lot of job losses, especially as Q-com starts making its way into the rural parts of India.

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95. Beyond what point does Q-Com require heavier regulation according to the passage ? (UGC NET Management June 2026)

(1) Upon entry into urban market
(2) After cannibalizing brick-and-mortar sales
(3) Once market concentration becomes high
(4) As soon as delivery time increase

READING PASSAGE FOR QUESTION 96

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

Where there's will, the why becomes easier. Ratan Tata's will exhibit the acuity the business baron brought to building institutions that outlive individuals. His philanthropic endeavours have been carefully preserved alongside bequests to friends and family. In this, Tata carried forward succession planning that coalesced the conglomerate he headed from a loose association of business into a unified corporate entity. The process has enriched investors who gained from certainty over management control of group entities. The Tata example sets the bar for not just making India's family business houses future-ready, but exemplifies how organisations can gain from succession plans. An orderly plan for acquiring, exercising and relinquishing control contributes enormously to continuity. It also avoids diversion of resources into settling issues of control.

The Tatas are, of course, an exception when it comes to succession planning. A large section of organisations do not have a plan in place if they have to replace their top executive, some even extol this as a virtue. This willful lack of preparedness can be a source of concern : it encourages boards to extend ineffective management with no clear alternative sight. All of this detrimental to investors interest that boards should ideally safeguard through the absolute control they have over CEO appointment. The reason succession planning is so widely de-emphasised is because it takes years to groom internal talent for the top job. Organisations with robust processes that integrate executive development to succession planning in effect become 'CEO factories', not one-hit wonders. These are typically companies where the board is familiar with management capability at levels below the CEO and can structure a leadership plan to move the best talent around. Some CEOs have an interest in preserving board disinterest in management to prolong their own tenure and increase their bargaining power. The governance agenda is skewed towards risk mitigation for investors, which limits engagement with management. Ensuring right talent in the boardroom is a precursor of effective succession.

96. According to passage, which of the following is considered as precursor to the effective succession in the Indian corporate sector ? (UGC NET Management June 2026)

(1) Unified corporate entity
(2) Frequent change in the corporate control
(3) Prolonged board tenure to increase bargain power
(4) Ensuring right talent in the boardroom

READING PASSAGE FOR QUESTION 97

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97. Which of the following is considered as the key success factor for the effective succession planning according to the passage ? (UGC NET Management June 2026)

(1) Risk mitigation for investors
(2) Prolonged board tenure to seek bargain power
(3) Visionary, kind and philanthropic leadership
(4) Structured leadership plan to move and groom talent

READING PASSAGE FOR QUESTION 98

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

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98. Why has the succession planning, according the passage, not been so well taken up in the Indian business ? (UGC NET Management June 2026)

(1) It takes years to groom internal talent for the top job
(2) Possessiveness of family business to share corporate control with professionals
(3) Talent and trust deficit in Indian professional world
(4) Ineffective governance and control mechanism

READING PASSAGE FOR QUESTION 99

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

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skewed towards risk mitigation for investors, which limits engagement with management. Ensuring right talent in the boardroom is a precursor of effective succession.

99. The overriding benefits of succession planning evolved and mentored in the Tata group are : (UGC NET Management June 2026)

A. Acquisitions and consolidations of corporate wealth
B. Smooth transitions of corporate control to family lineage
C. Enriched investors with gains from certainty
D. Evolution of a unified corporate entity
E. Spotless emergence of iconic family business entity

Choose the correct combination from the following :

(1) A and B Only
(2) C and D Only
(3) B and E Only
(4) A and E Only

READING PASSAGE FOR QUESTION 100

Read the following passage and answer the questions that follow.

Read the following passage and answer the questions :

Where there's will, the why becomes easier. Ratan Tata's will exhibit the acuity the business baron brought to building institutions that outlive individuals. His philanthropic endeavours have been carefully preserved alongside bequests to friends and family. In this, Tata carried forward succession planning that coalesced the conglomerate he headed from a loose association of business into a unified corporate entity. The process has enriched investors who gained from certainty over management control of group entities. The Tata example sets the bar for not just making India's family business houses future-ready, but exemplifies how organisations can gain from succession plans. An orderly plan for acquiring, exercising and relinquishing control contributes enormously to continuity. It also avoids diversion of resources into settling issues of control.

The Tatas are, of course, an exception when it comes to succession planning. A large section of organisations do not have a plan in place if they have to replace their top executive, some even extol this as a virtue. This willful lack of preparedness can be a source of concern : it encourages boards to extend ineffective management with no clear alternative sight. All of this detrimental to investors interest that boards should ideally safeguard through the absolute control they have over CEO appointment. The reason succession planning is so widely de-emphasised is because it takes years to groom internal talent for the top job. Organisations with robust processes that integrate executive development to succession planning in effect become 'CEO factories', not one-hit wonders. These are typically companies where the board is familiar with management capability at levels below the CEO and can structure a leadership plan to move the best talent around. Some CEOs have an interest in preserving board disinterest in management to prolong their own tenure and increase their bargaining power. The governance agenda is skewed towards risk mitigation for investors, which limits engagement with management. Ensuring right talent in the boardroom is a precursor of effective succession.

100. According to the passage, organisations with robust processes that integrate executive development to succession planning are expected to be known as : (UGC NET Management June 2026)

(1) Performance magnates
(2) Thought leaders
(3) CEO factories
(4) One-hit wonders