



**Capital University of Science and Technology
Islamabad**

Sample Admission Test for MS/PhD Management Sciences Degree Program

Reading Comprehension

Read the Following passage and answer questions in the end

Mount Rushmore known as “The Presidents’ Mountain” is located in the Black Hills of South Dakota. Doane Robinson thought of the idea to have a stoned carved monument as one way to attract people from all over the country to come to his state. Robinson met with Gutzon Borglum, the sculptor who worked on Stone Mountain in Georgia. Borglum selected the location for Mount Rushmore and Robinson worked to get funding for this project. Congress agreed to matching funds of \$250,000 for this project and created the Mount Rushmore National Memorial Commission. The monument was completed and dedicated in 1941.

Facts about Mount Rushmore

- The four presidents carved in the mountain are George Washington, Thomas Jefferson, Theodore Roosevelt, and Abraham Lincoln.
- Gutzon Borglum chose these four presidents because he felt they represented the first 150 years of American history.
- Washington as first president represents the BIRTH of our country.
- Jefferson stands for the EXPANSION of the nation as he is credited with the Louisiana Purchase in 1803.
- Lincoln symbolizes the PRESERVATION of the nation in leading the nation through the challenging Civil War.
- Theodore Roosevelt represents the DEVELOPMENT of our country.
He helped promote the construction of the Panama Canal.
- It took 14 years to complete Mount Rushmore.
- Nearly 400 workers helped create this memorial.
- The sculpture cost \$989,992.32 to build.

• Mount Rushmore is 5,725 feet tall. The Black Hills in South Dakota is home to many creatures like bison, elk, pronghorn and bighorn sheep, coyotes, mountain lions, bobcats, and others. This is a land where mountains meet the plains and merge two very different ecosystems, leading to a blend of diverse habitats

and animals. Many thousands of people visit South Dakota each year and stop to visit Mount Rushmore to see this attraction.

We salute Robinson for his creative idea and Borglum for his creative skill in making Mount Rushmore possible for all of us to enjoy and marvel, not only at this great artistry carved in a stone mountain, but for what it stands for...

American History is shown through the examples of four great men who were once President of the United States.

QUESTIONS

Multiple-Choice Questions (Put an X in front of the correct answer.)

1. What is another name for Mount Rushmore?
 - a. The Tall Mountain
 - b. The Symbolic Mountain
 - c. The Presidents' Mountain
 - d. The Robinson Mountain
2. Which two men are credited for designing and building this monument?
 - a. Jefferson
 - b. Robinson
 - c. Roosevelt
 - d. Borglum
3. What does the text say that Mount Rushmore symbolizes?
 - a. a stone carving
 - b. a tourist attraction
 - c. 4 great men who were Presidents of the U.S.

d. an ecosystem

Definitions (Write the meaning of each word as it is used in the text.)

1. commissioned

2. dedicated

3. preservation

Extended Response (Answer in complete sentences.)

1. Why did the author select the title of this story to include the words “birth”, “expansion”, “preservation”, and “development” in regard to Mount Rushmore?

2. What are 3 important facts about Mount Rushmore?

1. _____

2. _____

3. _____

3. How does the author organize the information in the story?

General Management

1. A marketing information system (MIS) consists of:
 - A. the set of procedures and sources used by managers to obtain everyday information and relevant developments in the marketing environment
 - B. the systematic design, collection, analysis, and reporting of data and findings relevant to a specific marketing situation
 - C. the organized collection of comprehensive data about individual customers, prospects, or suspects that is currently accessible for marketing purposes
 - D. the people, equipment, and procedures used to gather, sort, analyze, evaluate, and distribute necessary, accurate information in a timely fashion to marketers
 - E. the coordination of the collection of data, systems, tools, and techniques with supporting software and hardware by which an organization gathers and interprets information from the business environment
2. The systematic collection, analysis, and reporting of data relevant to specific problems is the task of:
 - A. the sales reporting system
 - B. marketing research
 - C. marketing intelligence
 - B. the sales force
 - C. top management
3. The first step in the marketing research process is the:
 - A. development of the research plan
 - B. survey of stakeholders to determine if problems exist
 - C. decision regarding the research tools and target group
 - D. collection of the available sources for needed information
 - E. definition of the problem and research objectives
4. If interest rises, which of the following bonds would suffer the greatest
 - A. A 6% bond maturing in 2012
 - B. An 8% bond maturing in 2012
 - C. An 8% bond maturing in 2018
 - D. A 6% bond maturing in 2018
5. The amount of money that could be realized if an asset or group of assets is separately sold from its operating organization is known as _____ the value of the firm.
 - A. Intrinsic
 - B. Going Concern
 - C. Market
 - D. Liquidation

6. If the expected return on the treasury securities is 7%, the expected return on market portfolio is 10%, and beta of ABC Company is 1.25, then required return of ABC stock is.
- A. 10.75 percent
 - B. 3 percent
 - C. 7 percent
 - D. 3.75 percent

John L Holland is renowned:

- a. Motivation theories
 - b. Career theories
 - c. Power theories
 - d. None of above
7. Bureaucracy is defined by:
- a. Departmentalization
 - b. Division of labor
 - c. Centralization
 - d. All of above
8. Max Weber introduced the concept of:
- a. simple structure
 - b. bureaucracy
 - c. matrix structure
 - d. Boundary less organization
9. MBO is abbreviation of
- a. Management by orders
 - b. Management by operatives
 - c. Management by objectives

d. All of the above