



Rajarshi Janak University
Faculty of Management
Syllabus for Entrance Examination
M. Phil. in Management Program

The entrance examination shall be conducted in the form of **Multiple-Choice Questions (MCQs)** designed to assess the candidate's analytical ability, research orientation, and conceptual understanding of management. The total marks shall be **50**, distributed as follows:

Area	Marks
Research Aptitude	20
Logical Reasoning	10
Management Concepts	20
Total	50

Research Aptitude (20 Marks)

This section aims to evaluate the candidate's understanding of research fundamentals and analytical skills required for advanced academic work.

- Meaning, Nature, and Scope of Research
- Types of Research: Basic, Applied, Descriptive, Analytical, Exploratory
- Research Process and Design
- Problem Identification and Formulation
- Literature Review and Research Gap
- Hypothesis: Formulation and Testing
- Variables: Types and Measurement
- Sampling Techniques: Probability and Non-probability
- Data Collection Methods: Primary and Secondary Data
- Tools of Data Collection (Questionnaire, Interview, Observation)
- Basic Statistical Concepts: Measures of Central Tendency, Dispersion
- Data Analysis and Interpretation
- Report Writing and Research Ethics
- Plagiarism and Academic Integrity

Logical Reasoning (10 Marks)

This section assesses the candidate's ability to think critically, analyze patterns, and solve problems logically.

- Verbal Reasoning: Analogies, Classification, Series Completion, Coding-Decoding
- Analytical Reasoning: Blood Relations, Direction Sense Test, Syllogisms
- Non-Verbal Reasoning: Pattern Recognition, Figure Series
- Logical Puzzles and Problem Solving
- Statement and Conclusion
- Assertion and Reason

Management Concepts (20 Marks)

This section evaluates the candidate's foundational knowledge in management principles and practices.

- Principles and Functions of Management: Planning, Organizing, Leading, Controlling
- Evolution of Management Thought: Classical, Behavioral, and Modern Theories
- Organizational Behavior: Motivation, Leadership, Communication
- Human Resource Management: Recruitment, Selection, Training, Performance Appraisal
- Marketing Management: Marketing Mix (4Ps), Consumer Behavior
- Financial Management: Time Value of Money, capital structure decisions, Investment decisions, dividend decisions
- Operations Management: Production Planning and Control, Quality Management
- Strategic Management: SWOT Analysis, Competitive Strategy
- Business Environment: Economic, Social, Political, and Technological Factors
- Basics of Entrepreneurship and Innovation