
There shall be single Entrance Test paper and the question paper shall have 100 MCQ's of 1 mark each with the following break up:

Part-I  General Aptitude with emphasis on logical reasoning, graphical analysis, analytical and numerical ability, quantitative comparisons, puzzles etc. 20 marks.
Part-II Basic (conventional) questions on core papers 30 marks.
Part-III Advanced (higher value) questions on core papers 50 marks.

1. Accounting for Managerial Decision Making

2. Accounting for Managerial Control

3. Financial Management

4. Organizational Behaviour
   Introduction to Organizational Behaviour, Perception, Learning, Personality, Motivation, Job Stress, Leadership, Group Behaviour, Organizational Conflict, Organizational Power & Politics, Organizational Culture, Organizational Change & Development.
5. Human Resource Management

6. Strategic Management

7. Quantitative Techniques and Business Statistics
Reasons for Sampling, Sampling Distributions, Sampling from normal and non-normal populations, Central Limit Theorem, Questionnaire Design, Nature and Properties of Scale Measurements, Types of Scales, Baye’s Theorem, Probability Distributions – Binomial, Position, Normal Two and one tail test of Hypothesis, Hypothesis test of means when the population standard deviation is known. Two person-zero sum game, when no saddle point exists. Linear Programming Problems- Maximization and Minimization cases, Graphic and Simplex methods, Transportation problems, NWCR method, Modified, Distribution method, Unbalanced problems, Degeneracy, Assignment problems- Hungarian method, Minimization and Maximization cases, PERT and CPM networks, Determination of various times, time- Cost trade off, Monte Carlo simulation of Inventory and queuing systems, Decision theory – Decision making under uncertainty and risk, Expected pay-off of the perfect information, Utility as a basis of Decision making.

8. Business Economics
9. Marketing Management
Marketing Evolution; Marketing Environment; Consumer Behaviour; Market targeting; Market Segmentation and Market Positioning; Marketing Information System; Marketing Information Verses Marketing Research; Marketing Research Process. Major Product Decisions; Pricing Decisions; Marketing Channels;

10. Security Analysis & Portfolio Management