

**Department of Social Work
Jamia Millia Islamia
New Delhi**

RESEARCH METHODOLOGY

Unit – I: Social and scientific research

- a. Nature, importance and types of social and scientific enquiry
- b. Pure and applied research, quantitative vs qualitative research
- c. Experimental and co-relational research, laboratory and field experiments
- d. Field study sample survey, cross sectional and longitudinal research

Unit – II: Methods in social research

- a. Variables: nature, types and characteristics
- b. Problem and hypothesis: Characteristics, types formulation and sources
- c. Positivism and interpretivism: ethical issues in social research
- d. Secondary sources of data: nature, uses and limitations

Unit – III: Sampling, research design and tools of data collection

- a. Meaning, nature and utility of research design
- b. Experimental ex post facto, Exploratory, Descriptive, research design, before and after design within subject and between subject design, factorial design
- c. Probability and non probability sampling: random, stratified, cluster, quota, convenience, incidental, purposive and snow ball sampling techniques
- d. Method and tools of data collection: test, questionnaire, schedule, interview, observation and case study

Unit – IV: Statistical techniques and analysis of data

- a. Normal and skewed distribution, percentile, quartile and decile
- b. Descriptive and inferential statistics
- c. Parametric and non-parametric statistical techniques, uses of SPSS
- d. Discourse analysis, content analysis and ethnography

**Department of Social Work
Jamia millia Islamia
New Delhi**

Entrance Test Syllabus for PhD

Part-II (A)

Syllabus for Social Work

- 1) Nature and Development of Social Work
- 2) Society, Human Behaviour and Communities
- 3) Social Work with Individuals and Groups
- 4) Social Work with Communities and Social Action
- 5) Research in Social Work: Quantitative and Qualitative Approach
- 6) Administration, Welfare and Development Services
- 7) Social Policy, Planning and Social Development
- 8) Indian Constitution, Social Justice, Human Rights and Social Work Practice
- 9) Areas of Social Work Practice

Part-II (B)

Syllabus for Human Resource Management

- 1) Human Resource Management: Concept, Foundations of Management, Schools of Thought
- 2) Functions of Human Resource Management: Human Resource Planning, Recruitment, Selection, Induction, Exit, Wage and Salary Administration
- 3) Human Resource Development: Concept, Importance, Training Need Identification, Training Modalities and Methods, Training Evaluation, Performance and Potential Appraisal
- 4) Labour Welfare and Industrial Relations: Concept, Need, Theories, Approaches, Types, Legislations, Corporate Responsibilities and Affirmative Action, ILO
- 5) Organisational Behaviour: Concept, Type and Theories, Leadership, Motivation, Communication, Job Satisfaction, Stress Management etc.
- 6) Methods of Research: Nature, Types and Purpose of Research, Steps, Sampling, Hypothesis, Scaling etc.

CENTRE FOR JAWAHARLAL NEHRU STUDIES,
Noam Chomsky Complex, Jamia Millia Islamia,

Entrance Test Syllabus

Ph.D. Programme in Development Studies -2021-22

The Centre for Jawaharlal Nehru Studies offers Ph.D. programme in development studies. Students who appear in the entrance test for Ph.D. are required to have a rigorous understanding of social sciences and should be able to demonstrate an aptitude for social science research. They must also be familiar with theoretical debates and readings in development studies. The disciplinary boundaries of development studies include the study of economy, society, polity and culture in the contemporary world including India.

As per university rules the entrance test for Ph.D. in Development Studies will be conducted in two parts:

1. PART - I – 100 Multiple choice questions on Research Methodology - 100 Marks
2. PART - II - This session will test the knowledge of students in the specialised subject. This part (A) will have 50 multiple choice questions of one mark each and (B) two or three subjective questions for 50 marks. -100 Marks

The main topics on which Part II will be framed are:

Methodological debates in Social Sciences.

Quantitative and qualitative research methods.

Theories and debates in development economics in India and the world.

Theories of development and Imperialism.

Contemporary sociological and political theory.

Contemporary debates on major developments in politics, society and culture and economy in Independent India.

Indian State and citizenship: Nehru and the welfare state; social equity and planning; reservation and minority rights; secularism and composite culture; state and foreign policy.

Debates on feminism and environmentalism in India and the world.

Centre for North East Studies and Policy Research

Syllabus for Ph.D. Entrance Test

Unit-I: Situating the North East

- Theoretical framework of regional studies
- People, livelihoods & environment
- Development
- Traditional institutions
- Literature and culture

Unit II: Colonial Intervention

- Pre-colonial phase
- Advent of the colonial rule
- Political transformation
- Economic transformation

Unit-III: Partition and border

- Border and livelihoods
- Migration
- Border management
- Land use, biodiversity conservation, & developmental debates

Unit-IV: Insurgency and Ethnicity

- Geopolitics
- Insurgency
- Ethnic politics
- Politics of peace
- Media

JAMIA MILLIA ISLAMIA

Accredited by NAAC in 'A' Grade

(A Central University by an Act of Parliament)

Maulana Mohammed Ali Jauhar Marg, New Delhi-110025

जामिया मिल्लिया इस्लामिया

(संसदीय अधिनियमानुसार केन्द्रीय विश्वविद्यालय)

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**Nelson Mandela Centre for Peace & Conflict Resolution** नेल्सन मंडेला पीस एवं कॉन्फ्लिक्ट रिजोल्यूशन केंद्र

NELSON MANDELA CENTRE FOR PEACE AND CONFLICT RESOLUTION
JAMIA MILLIA ISLAMIA, NEW DELHI – 110025.

Syllabus for Entrance Test (Paper II) for admission to the Ph.D. Programme in Peace and Conflict Studies (2022)

In Paper II, the multiple choice (objective type) questions will evaluate the applicants' general awareness of various aspects of conflict analysis and peace-building in India and abroad. The subjective type questions aim to examine the applicants' writing skills and organization of ideas.

The syllabus for the above-mentioned test broadly covers the following issues in the area of Peace and Conflict Studies:

1. Conflict Analysis
2. Peacekeeping
3. Peacemaking
4. Peace-building
5. Internal conflicts in India and South Asia
6. Inter-state conflicts in South Asia
7. General understanding of different types of conflicts in the world
8. Contemporary Peace Processes
9. Indian Foreign Policy

**DEPARTMENT OF COMMERCE AND BUSINESS STUDIES
JAMIA MILLA ISLAMIA
NEW DELHI – 110025.**

Syllabus: Ph.D. (Commerce & Business Studies) Entrance Test-2022-23

NOTE:

- 1) The Entrance Test shall be based on a single question paper comprising Part A and Part B which shall be of three hours duration.
- 2) The Part A of the question paper shall include 50 multiple choice (Objective Type) Question of 1 mark each on teaching and research aptitude, reasoning, comprehension, language writing and analytical skills and contemporary issues relevant to research and higher education.
- 3) The Part A of the question paper shall be of 01 hour duration.
- 4) The Part B of the question paper shall be devoted to the advance knowledge of subject concerned and that of specialisation if any. It shall have a weightage of 100 marks out of which 50 marks will be assigned to 50 multiple choice (Objective Type questions) of 01 mark each in Section-I. The remaining 50 marks questions will be subjective in nature comprising of Section-II & III. In Section-II there will be 06 short answer type questions of 05 marks each, while in section III there will be 02 long essay type questions of 10 marks each in such a way that the whole syllabus is covered to the best possible extent in all the three sections.
- 5) The Part B of the question paper shall be of 02 hours duration.

Syllabus for Part-B Paper

Unit-I

Business Environment

Meaning and Elements of Business Environment

Economic environment, Economic Policies, Economic Planning

Legal environment of Business in India, Competition policy, Consumer protection, Environment protection.

Policy Environment: Liberalization, Privatisation and globalisation, Second generation reforms, Industrial policy and implementation, Industrial growth and structural changes, WTO- Its functions and policies, MNCs in India, Regional Integration, SAARC, ASEAN, EC and NAFTA

Unit-II

Financial & Management Accounting

Basic Accounting concepts, Capital and Revenue, Financial statements.

Partnership Accounts: Admission, Retirement, Death, Dissolution and Cash Distribution.

Advanced company accounts: Issue, forfeiture. Purchase of Business, Liquidation. Valuation of shares. Amalgamation Absorption and Reconstruction. Holding Company Accounts.

Cost and Management Accounting: Ratio Analysis, Funds Flow Analysis, Cash Flow Analysis, Managerial costing and Break-even analysis, Standard costing. Responsibility accounting. Accounting Standards in India, Money and Capital Markets, Working of Stock Exchange in India, NSE, OTCEI, NASDAQ, Human Resource Accounting, Social Accounting and Inflation Accounting.

Unit-III

Business Economics

Nature and uses of Business Economics, Concept of Profit and Wealth maximization. Demand Analysis and Elasticity of Demand, Indifference curve analysis.

Utility Analysis and Laws of Returns and Law of variable proportions.

Cost, Revenue, Price determination in different market situations: Perfect competition, Monopolistic competition, Monopoly, Price discrimination and Oligopoly, Pricing strategies.

Unit-IV

Business Statistics & Data Processing

Data types, Data collection and analysis, sampling, need, errors and methods of sampling, Normal distribution. Hypothesis testing. Analysis and Interpretation of data.

Correlation and Regression, small sample test- t test, F test and chi-square test.

Data processing – Elements, data entry, data processing and computer applications.

Computer application to functional areas- accounting, inventory control, marketing.

Unit-V

Business Management

Principle of Management

Planning-objective, strategies, planning process, decision-making

Organising, organisational structure, formal and informal organisations, organisational culture

Staffing

Leading: Motivation, leadership, committees, communication.

Controlling

Corporate governance and business ethics

Unit-VI

Marketing Management

The evolution of marketing, concepts of marketing, marketing mix, marketing environment

Consumer behaviour, market segmentation

Product decisions

Pricing decisions

Distribution decisions

Promotion decisions

Marketing planning, organising and control, Direct Marketing, Social Ethical and Legal Aspects.

Unit-VII

Financial Management

Capital structure, financial and operating leverage

Cost of capita, capital budgeting

Working capital management

Dividend policy, Venture, Capital, Merger and Acquisition, Mutual Funds, Lease Finance.

Unit-VIII

Human Resource Management

Concepts, role and functions of Human Resource Management

Human resource planning, Job Analysis, Job Description and Job Specifications, recruitment and selection

Training and development, succession planning

Compensation: wage and salary administration, incentive and fringe benefits,

Morale and productivity.

Performance appraisal

Industrial relations in India, health, safety, welfare and social security, workers' participation in Management.

Unit-IX

Income - Tax Law and Tax Planning

Basic concepts, Residential Status and tax incidence, exempted incomes, Computation of taxable income under various heads

Computation of taxable income of individuals and firms.

Deduction of tax, filing of returns, different types of assessment; Defaults and penalties

Tax Planning: Concept, Significance and problems of tax planning, Tax evasion and tax avoidance, methods of tax planning

Tax consideration in specific business decisions, viz., make buy ;own or lease, retain or replace ; export or domestic sales; shut – down or closure; expand or contract; invest or disinvest

Computer Application in Income tax and Tax planning

SAMPLE QUESTIONS (Multiple Choice)

1. Under the National Equity Fund Scheme of SIDBI, the collateral insisted upon for soft loan is:
(A) Land
(B) Land and machine
(C) Plant
(D) None of the above.
 2. The process by which an individual organizes and interprets his impressions of the environment around him is known as:
(A) Attitude
(B) Perception
(C) Personality
(D) Value
 3. According to the marketing concept, the different functional areas of the firm should blend their efforts in order to maximize:
(A) Profit
(B) Sales
(C) Market share
(D) Customer satisfaction
-

SAMPLE QUESTIONS (Subjective)

1. Describe how you should analyse the financial statements of a company.

OR

Explain Maslow's need- hierarchy theory.

2. Distinguish between the selling concept and the Marketing Concepts.

OR

Explain the advantages and Limitations of promoting the employees from within.

3. Describe and evaluate the various Methods of capital Budgeting.

OR

Explain the concept of product life (PLC). What factors affect the life cycle of a product? 4. Suggest appropriate strategies at the different stage of the PLC.

OR

Analyse and examine the various social security measures provided for the workers in India.



Syllabus for Entrance Test 2021-22
for
Admission to Ph.D. in Development Extension (Part-II)

Unit-1 Understanding Development Extension

- 1- Concept, philosophy, principles, and scope of Development Extension.
- 2- Historical perspectives- origin and growth of Extension.
- 3- Extension Systems in the government departments, national institutions, universities and other agencies.
- 4- Extension Approaches and Theories of Development.
- 5- Development and its types: Human, Socio-Cultural, Economic, Political, Inclusive and Sustainable Development.
- 6- Emerging Issues in Development Extension: Ethics, Privatization and Commercialization.

Unit-2 Community Organization and Programme Planning

- 1- Community organization- concept and process; basic institutions and their role in development- school, co-operatives, self help groups, federation, *panchayats*.
- 2- Group; types, stages of formation and development, functions, group norms and group dynamics.
- 3- Leadership- concepts and theories, methods of identifying leaders, types of leaders and their characteristics, role and importance of local leader in development extension.
- 4- Nature and importance of extension programme planning.
- 5- Principles and techniques in developing sound extension programmes.
- 6- Role of development agencies, local leaders and institution in planning and execution of development extension programmes.
- 7- Programme evaluation and monitoring.

Unit-3 Extension Methods and Audio-Visual Aids

- 1- Understanding the Adult Learner- definition, capacity and characteristics

- 2- Theories of learning and adult learning.
- 3- Extension teaching-learning process: concepts, principles, conditions of learning, steps and factors affecting adult teaching-learning process.
- 4- Extension Methods- classification, individual, group, and mass methods.
- 5- Types of Audio-Visual Aids and their characteristics.
- 6- Factors in selection and combination of audio-visual aids and extension methods.
- 7- Procedures of production of audio-visual aids and their use.
- 8- Principles of use of extension methods and audio-visual aids.

Unit-4 Development Extension Training

- 1- Training and Development- meaning, concept, and importance.
- 2- Principles and process of extension training.
- 3- Types and models of training.
- 4- Training Needs Analysis (TNA) - concept, importance, and methods.
- 5- Training strategy and designs, designing training session-Experiential Learning Cycle (ELC).
- 6- Training techniques and methods: importance, uses and limitations for different categories of extension clientele.
- 7- Current trends in training and Capacity Building.

Unit-5 Development Communication and Diffusion

- 1- Communication: meaning, importance, elements of communication and types of communication.
- 2- Communication credibility, empathy, fidelity and homophily- heterophily in communication, barriers in development communication.
- 3- Theories and models of communication.
- 4- Print and Electronic Media: Role, importance and limitations.
- 5- Concept, models, and theories of adoption and diffusion, Innovation- decision process.
- 6- Adopter categories and their characteristics, attributes of innovation.
- 7- Opinion Leadership and Change agents in diffusion adoption process.
- 8- Transfer of technology- sub-systems: research, extension, clients system and support system.


Head
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Syllabus for PhD Economics Entrance Test 2022

Questions on the Entrance Exam will be largely based on syllabus of the compulsory papers of our MA Economics Programme. The broad outlines of the syllabus are

1. Micro Economics:

- Theory of Consumer Behavior under certainty, Choice Under Uncertainty.
- Theory of Firm Production and Cost
- Market Structure
- Partial Equilibrium and General Equilibrium Analysis
- Social Choice and Welfare
- Market Failure

2. Macro Economics

- Classical Approach, Keynesian Approach and Monetarism
- New Classical Macroeconomics and New Keynesianism.
- Imperfect Competition Approach
- Open Economy Macroeconomics
- Inflation and Unemployment in the Open Economy
- Floating Exchange Rates and Capital Mobility
- Rational Expectations Models

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3. Mathematical Economics

- Linear Algebra
- Real Analysis & Convex Analysis
- Differential Calculus & Integral Calculus
- Optimization, Constraint optimization: Equality Constraint, Inequality Constraint
- Homogeneous function, Homothetic function

4. Statistics & Econometrics

- Basic Statistics
- Probability and Probability Distributions
- Sampling and Sampling Distributions
- Methods of Statistical inference, Hypothesis Testing
- Regression Analysis and Violations of Basic Assumptions
- Simple Linear Regression, Multiple Linear Regression
- CLRM Assumptions and Violations
- Problems in OLS estimation
- Heteroscedasticity: Multicollinearity and Auto-Correlation
- Regression with Qualitative and Lagged Variables
- Simultaneous Equation Models
- Time series Analysis: Component of time series, Methods of Semi-averages, moving averages and least square

5. Development Studies, International Trade, Indian Economy

- Economics of Growth and Development
- Economic Growth- Theory and Practice
- Poverty, Income Distribution and Justice

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- Classical and Neo-Classical Trade Theories
- Modern Trade Theories and Trade Policies
- India and the World Economy
- Sectoral Development and Policy Reforms
- Development Concept and Issues in Governance
- Policy Approaches in Fiscal, Financial and External Sector



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Department of Sociology
Jamia Millia Islamia
Ph. D. Entrance Test Syllabus, 2021-2022
Paper II

I. Sociological Theory

Classical Perspectives

Karl Marx
Max Weber
Emile Durkheim

Contemporary Perspectives

Structural-Functionalism
Interactionism
Neo-Marxism
Post-Structuralism
Postmodernism
Post-Colonialism
Feminism

II. Methodological Orientations

Philosophical Foundations

Subject - Object
Positivism
Text and context
Self and the Other
Representation
Reflexivity

Methods, Techniques and Tools of Social Research

Survey
Ethnography
Case study
Content Analysis
Oral history
Life History and Biography
Narrative
Participant Observation, Interview, Focus groups, Questionnaire

III. Society in India

Social Structure: Agrarian, Tribal, Urban

Family, Kinship and Marriage

Caste and Class

Culture, Religion, Polity and Economy

Agency and Change

Marginal Voices: Peasants, Tribals, Women, Dalits, Minorities

Affirmative Policies and Action

Contemporary Social Movements

Middle Class

IV. Contemporary Issues in Indian Society

Discourses on Development and Underdevelopment

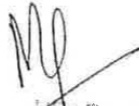
Impact of Globalisation, Neo-liberalism

Class and Caste in contemporary India

Recent trends in Urbanisation, Urbanism and Social Exclusion

Gender and contemporary Indian society

Nation, Identity and Citizenship


HEAD
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**Department of Psychology
Jamia Millia Islamia**

**Entrance Test Syllabus Ph.D. (2021)
Paper – II (100 marks)**

General Instruction:

Part I Objective: Consists 50 multiple choice question of one mark each.

Part II Subjective/descriptive: Consists of six short answer question of five marks each and two long answer question from specialization of 10 marks each.

Syllabus

- Research Method & Statistics: Parametric & Non Parametric and Qualitative Research, ANOVA, t-test, correlations, regressions.
- Physiological Psychology: Nervous System and Hormones
- Personality Theories: Freudian, Neo-Freudian Trait theories, Type theories, Social Cognitive Theory and Humanistic
- Social Psychology: Social Influence, Attitude, Social Schema, Social cognition, Pro social Behaviour, Social Identity and Prejudice
- Organizational Psychology: Classical & Neo Classical Era Leadership, Motivations, Stress and Decision Making
- Clinical Psychology: Psychopathology-Disorders, DSM – IV & V
- Psychometrics: Psychological Testings, Intelligence, Aptitude, Personality and Interest
- Development Psychology: Piaget's theory, Vyogtsky, Erickson
- Cognitive Psychology: Learning, Memory, attention, Perception, problem solving, Intelligence, Creativity, Emotions and Language

Department of Political Science
Faculty of Social Science, JMI


Entrance Test Syllabus 2021-2022

Ph.D. Political Science:

Paper II

Multiple choice questions on:

- (a) General Knowledge and Current Events
- (b) Constitution of India, Government and **Politics in India**
- (c) World Governments and Constitutions
- (d) Theories and Concepts of Public Administration
- (e) Human Rights in India and the World
- (f) International Politics
- (g) The UN and its Institutions


05.04.2022
(Prof. Mohd. Muslim Khan)
Head

Head
Department of Political Science
Jamia Millia Islamia

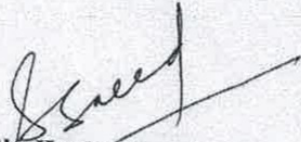
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Name of the Centre: Centre for Culture, Media & Governance

Syllabus for Ph.D. Entrance Test-2021-22

- Communication Theory
- Media History
- Media Policy and Law
- Media & Politics
- Journalism Studies
- Development communication
- Media Governance
- Communication Research
- Media and Culture
- Media Technology: Old and New Digital Media
- Online Platforms & Social Media
- Current Affairs


(Signature of the Head of Department
/Director or the Centre with Seal)



DIRECTOR
Centre for Culture Media
& Governance (CCMG)
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جامیاء میلیا اسلامیاء
(संसदीय अधिनियमनुसार केन्द्रीय विश्वविद्यालय)



ڈاکٹر کے. آر. نارایانن دلیت اےو اल्पسंख्यक अध्ययन केन्द्र
Dr. K. R. Narayanan Centre for Dalit and Minorities Studies

ڈاکٹر کے. آر. نارایانن مرکز برائے دلیت اور اقلیتی مطالعات

नोम चोमस्की परिसर, मौलाना मोहम्मद अली जौहर मार्ग, नई दिल्ली-110025
Noam Chomsky Complex, Maulana Mohammad Ali Jauhar Marg, New Delhi-110025
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Dr. K. R. Narayanan Centre for Dalit and Minorities Studies

Syllabus for PhD Entrance Examination 2022-23

- A. Concepts and Approaches: Caste, Minorities, Tribes, Religion, Ethnicity, Gender, Social Exclusion, Dalits, Caste and Other Movements, Human Rights
- B. Marginalized Social Groups in India: Social, Economic, Political and Educational Dimensions, Assertions and Aspirations
- C. Constitution of India: Provisions of Scheduled Castes, Scheduled Tribes, Minorities, Other Backward Classes and Marginal Social Groups
- D. Reservation and Affirmative Action Policies
- E. Contemporary Indian Politics
- F. Media and Marginalization
- G. Contemporary national and international affairs

**India Arab Cultural Centre
Jamia Millia Islamia**

**Syllabus
for Ph. D Entrance Test in International Studies-Arab Islamic Culture**

1. History and Geography of the Arabia
2. Different Nomenclatures of the region i.e. Arab world/ West Asia and North Africa/Middle East
3. Socio-cultural life of the Arabs before the arrival of Islam
3. Emergence of Islam in Arabia and the socio-political changes
4. Society and Culture in early Islamic period
5. Islam and its socio-cultural importance in contemporary world
6. Islam and politics
7. Political Islam
8. Islamophobia
9. Abbasid caliphate and the emergence of Islamic wisdom and philosophy
9. Film and popular culture in the Arab world
10. Arab literature and Media
11. 12. Islam, Islamic movements and globalization
12. Islam in Indian sub- continent
13. India and the Arab world

MMAJ ACADEMY OF INTERNATIONAL STUDIES

Syllabus for Ph.D (International Studies)

Time: 3 hours

Marks: 150

The Entrance Test for **Ph.D (International Studies)** will comprise of two parts: Part-A & Part-B, which shall be of three (3) hours duration at one sitting.

1. Part-A will consist of **fifty (50) multiple choice (objective type) question of one (1) mark each** on teaching and research aptitude, reasoning, comprehension, language, writing and analytical skills, and contemporary issues relevant to research and higher education. **Time Duration will be One hour.**
2. Part-B will consist of two sections: "Part-B-i" and "Part-B-ii". Part-B-i will consist **fifty (50) multiple choice (objective type) question of one (1) mark each** related to the areas/themes mentioned below. Part-B-ii will be of subjective/descriptive type questions related to the following areas/themes with weightage of **50 marks** consisting of 3-4 questions. **Time Duration will be Two hours.**
3. The Syllabus for Ph.D entrance test will be as follows:
 - International Relations
 - Developmental Studies
 - Environmental Studies
 - Globalization
 - Human Rights
 - Multiculturalism
 - Political Geography
 - Third World
 - Security Studies
 - Terrorism & Political Violence
 - Central Asia
 - South Asia
 - West Asia
 - Africa
 - South East Asia
 - East Asia

Sarojini Naidu Centre for Women's Studies
Jamia Millia Islamia

Syllabus for Ph.D. Entrance Examination

Basic concepts in gender studies, women's studies as an academic discipline and challenges, Women's movement –Global and local, Committees and commission on Women, Feminist thinkers and theories, theoretical perspectives on women work and Women's Movement, Feminist research methodology, community state and gender, , Discourse, theories and approaches to women empowerment and development, women law and governance, Constitutional provisions and international Conventions, Discourse on Women and media, Gender diversity, committees and commissions on women's education, programmes, policies and approaches to women's health and nutrition, gender mainstreaming, gender budgeting, planning and analysis.

Centre For West Asian Studies
Jamia Millia Islamia
New Delhi

Syllabus of MPhil/PhD Entrance Test 2021-22

WEST ASIAN STUDIES

The syllabus for entrance test shall be based on two sets of question papers: **Paper I** and **II**, each of two-hour duration.

Paper 1 shall include 100 multiple choice (Objective type) questions of one mark each on research methodology and shall be common to all applicants for admission to the MPhil/PhD programme at the level of each Faculty and the associated Centres.

Paper II of the entrance test shall deal with the advanced knowledge of the subject concerned. It shall have a weightage of 100 marks out of which 50 marks shall be assigned to 50 multiple choice (objective type) questions of one mark each and a set of subjective types of questions having a weightage of another 50 marks.

- a) Paper II will focus on in-depth knowledge of the region and the thrust areas specified below. More broadly, these questions would put to the test a broad understanding of the region's history, society, politics, and economy, with a focus on relevant contemporary developments.
- b) Syllabus for Paper-II includes the entire region of West Asia and North Africa (WANA). We understand WANA to include Iran, Turkey, Saudi Arabia, Kuwait, Qatar, Bahrain, Yemen, the United Arab Emirates, Oman, Jordan, Iraq, Israel, the Palestinian Territories, Algeria, Egypt, Libya, Morocco, Sudan, and Tunisia.
- c) The following are the thrust study areas of the region that would be covered by the questions:

Contemporary government and politics, history, economy, society, religion, and culture, issues of peace and stability, human rights, women, diasporas and expatriates, democracy's future, international relations, including the involvement of major powers, and India's role and interests in the region. The questions would also cover the

fundamental concepts of supranational organisations such as the Arab League and the Gulf Cooperation Council. Current events in the WANA region would also be covered.

Allied Subjects:

Social Science, Humanities, Arts, Geography, Management and Law

Regards

Dr Hemayun Akhtar Nazmi

Offg. Director,

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PART-II

Ph.D. Entrance Examination (Management)

Syllabus (Section-A & B)

The test would deal with questions of 100 marks from the syllabus given below. The Section-A shall have 50 multiple choice objective type questions 1 mark each. The Section-B shall have a set of descriptive questions of total 50 marks.

Finance Group

- ❖ Introduction to Financial Management – Aims and Objectives, Financial Decisions, Risk and Return, Time Value of Money, Investment Decisions – Importance, Methods of Capital Budgeting, Structure Decision, Cost of Capital, Optimum Capital Structure; Approaches, Instruments of Long Term Finance; Sources of Capital, Operating and Financial Leverage, Dividends – Policy, Models and valuation, Financial Analysis and Control, Financial Modeling, Management of Working Capital.
- ❖ Financial System - Role, Functions, Efficiency, Financial Intermediaries, Flow of Funds and Regulation, Financial Innovations, Financial Markets in India segments, players and regulation, Interest Rate Analysis, Yield Curve, Risk and Inflation, Management of Commercial Banks, Investment Trust Companies, Mutual Funds, NBFCs, Thrift Institutions, Banking Law and Regulation; Provisions of RBIs Operations; Credit and Monetary Planning, International Aspects of Financial Institutions.
- ❖ Financial System and Markets – Concept and Nature of Financial Services; Regulations Management of Risk, Stock Exchange Operations; Mutual Funds; Merchant Banking Services, Other financial services, Tax Environment, Pricing of Financial Services, Insurance Markets – Nature, Operations and Recent Developments
- ❖ Project Management – Development and Appraisal, Project Risk Analysis and Risk Mitigation Measures, Project Appraisal by Financial Institutions and Banks, Formulation of project reports, Credit Risk Analysis and
- ❖ Project Rating by Funding Institutions , Project management Information Systems (PMIS)
- ❖ Introduction to Investment Management – The Investment Process, Security markets, Risk Estimation & Security Valuation, Fundamental Analysis, Technical Analysis, Efficient Market Theory, Bond Returns and Prices, Yield Curves, Term Structure of Interest Rates, Duration and Convexity, Bond Management Strategies, Employee Equity Options and Compensation, Real Options, Asset Pricing Models, Portfolio Analysis, Performance Evaluation Models. International Diversification.
- ❖ Introduction to Behavioural Finance – Definition, History and Major Contributions, Behavioural Themes. Behavioural Investing and Neuro Finance and the Trader's Brain, Entrepreneurial Hyper Intensity, Investor Specific Behaviour Issues - Pension Investors, Mutual Funds, Private Equity Investing, Client Education and Management, Private banking-Product Design and Allocation
- ❖ International Economics, Foreign Exchange Market, Regulation, Convertibility, Trade Theories, International Monetary Systems, Foreign Exchange Markets and Transactions, Forex Derivatives, Forecasting Exchange Rates, International Financial Management Decisions, Foreign Exchange Exposure Management, Taxation aspects of Foreign Exchange Gains and Losses.
- ❖ Taxation – Types, need, impacts and economic perspectives, Tax Planning, Tax Evasion, Tax Avoidance, Income Tax - Computation under various heads of income and tax procedures, Set off and carry forward of losses; Minimum Alternate tax; Taxes on undistributed profits, Services Tax-incidence and exemptions compliance, Corporate Managerial Perspectives, Goods and Services Tax, Income Disclosure Schemes.



- ❖ Financial engineering framework – Concept, Scope and Applications; Growth and Latest Innovations Conceptual Tools of a financial engineer - Valuation relationships and applications, Sensitivity Analysis, Risk-return trade-off, Portfolio Analysis, Leverage, Arbitrage and Market Efficiency, Financial Derivatives- options, futures and swaps – concepts and applications, Complex Financial Derivatives, Debt Market Innovations - zero coupon securities, mortgage and asset backed securities, junk bonds; Equity and equity related products – equity options.
- ❖ Warrants, index futures and options. Hybrid securities, Real Option concept and valuation, Financial Engineering Strategies and Processes – Corporate Restructuring, Asset Allocation and Forecasting, Tax-driven Deals and other equity based Strategies, Asset Liability Management, Hedging – ratios and applications, Leverage Buyouts, Program Trading, Portfolio Insurance, Arbitrage and Synthetic Instruments, Settlement and Clearing Systems- recent developments. Application of basic financial econometrics and statistics.
- ❖ Micro finance – rationale, mechanism, institutions involved and government policy.

Marketing Group

- ❖ Introduction to Marketing – Introduction, Nature and Scope of Marketing, Core-concepts of Marketing – Production, Product, Sales, Marketing and Societal Concepts, Marketing Planning Process, Marketing Mix – Elements and Process
- ❖ Marketing Environment – Nature and scope; different environments and their influences on marketing; Understanding the customer and competition; static and dynamic understanding of BCG matrix and product life cycle; brands – meaning and role; brand building strategies; share increasing strategies. The Changing Marketing Environment – Economic, Environment, Political, Legal and Social-Cultural Marketing Environment. Analyzing the trends in Macro Environment, International Marketing - Concept and Theories.
- ❖ Segmentation & Targeting - Market Segmentation – Meaning, Concept, Benefits. Basis of Segmentation, Selecting the Segments, Segmentation strategies, Targeting, Strategies for Targeting, Product Positioning. Marketing to organizations – Segmentation models; buyer behaviour models; organizational buying process.
- ❖ Marketing research – Sources of information; Data collection; basic tools used in data analysis; structuring a research report. Tools and Approaches, Scales and Sampling, Surveying the Target Market, Data Collection and Analysis.
- ❖ Consumer Behaviour – Determinants of Consumer Behavior, Importance, Theories of Consumer Behaviour, Factors Influencing Buying Process, Consumer Behaviour Model, Defining Unique Selling Propositions, Customer Satisfaction & Loyalty.
- ❖ Designing Suitable Marketing-Mix – Pricing objectives; pricing concepts; pricing methods;
- ❖ Product – basic and augmented stages in new product developments, test marketing concepts
- ❖ Promotion mix – Role and relevance of advertising, sales promotion – media planning and management, advertising – planning, execution and evaluation, different tools used in sales promotion and their specific advantage and limitations.
- ❖ Distribution channel hierarchy; role of each member in the channel; analysis of business potential and evaluation of performance of the channel members.
- ❖ Wholesaling and retailing – different types and the strengths of each one; emerging issues in different kinds of retailing in India.
- ❖ Branding Decisions – Concept of Branding, Elements of a Brand, Types of Branding, Different Branding Strategies, Branding Decisions, Positioning & Unique Selling Proposition.
- ❖ Advertising – Types of Advertising, Layout and Designs, Reach and Frequency, Media Strategy Selection, Advertising Copy, Measuring Impact of Advertisements, DAGMAR Approach, Testing for Advertising Effectiveness, Role of Advertising in Marketing, Socio-



Cultural Implications of Advertising.

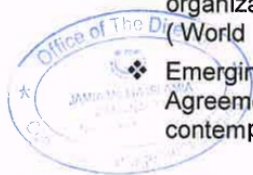
- ❖ Marketing of Services – Services Marketing – Nature & Characteristics, Classification of Services, Services Marketing Importance and Future of Services Marketing.
- ❖ Customer Relationship Management (CRM) – Customer Relationship Management including the concept of relationship marketing, structuring and managing marketing organizations. Conceptual CRM Model, CRM Life cycle, Strategies in Implementing CRM, Advantages from CRM Implementation– Customer Lifetime Value, Technology in CRM, CRM Metrics, Issues impacting CRM, Factors Influencing CRM.
- ❖ Green Marketing – Need for switching to the Green Marketing. Green Marketing as Strategy for Societal Marketing. Corporate Social Responsibility of Marketing.
- ❖ Digital Marketing - Marketing in the 21 st Century - Marketing in the 21 st Century – Rise of Social Media, Online Marketing Tools & Techniques. Digital Marketing – Pros and Cons., Concept of Retailing, Brick and Mortar Vs Click and Mortar, B2B and B2C Retailing Formats.
- ❖ Export marketing and social marketing.

HR & OB Group

- ❖ Changing HR, Strategic HR, Psychological Contract, Retention, Managing Diversity, HRM Concepts Green HRM.
- ❖ Job Evaluation, Job Analysis, Recruitment, Selection, Training & Development, Performance Management, Competency Mapping Rewards.
- ❖ Compensation, Variable Pay, Wage Theories, Compensation Policy, Employee Benefits Balanced Scorecard.
- ❖ Risk Management, HRIS, Managing High Potential Employees, Managing Careers, HRD Interventions/Sub-Systems, Instructional Technology for HRD Audit.
- ❖ Leadership and Leadership Styles, Leaders vs Managers.
- ❖ Organisational Structure, Organisational Culture and climate, Organisational Justice and whistle blowing EQ and Job Performance, Work Motivation, Benchmarking Techniques.
- ❖ Global and Cross Cultural HRM
- ❖ Foundations of Group Behaviour, Employee Engagement and work life balance.
- ❖ Union Relations, Public Policy on Industrial Relations in India, Labour Management Cooperation in India, Labour Management Cooperation in India, Industrial Conflicts.

International Business Group

- ❖ Genesis and conceptualisation and Development of International Business – Theories, types, trends, patterns and emerging scholarships in international Business. Dynamic Global Trade in the time of neo-liberal economy; Political Economy of globalization and its impact on global business environment; Theorizing globalization from north and south perspective; Multinational Corporations, FDI in shaping international business; Comparative management: developing vs. developed nations. International Economics, Parity conditions Forex Management.
- ❖ International Organizations/ Institutions and International Business – Rule and role of International Organizations; Economic systems, political systems- Trade blocs, political economy of economic integration; Trade and Development Institutions: GATT/ WTO, World Bank, IMF, Generalized system of preferences(GSP), United Nations, and allied organizations, Global intergovernmental organizations (IGOs), regional IGOs, NGOs, WEF (World Economic Forum), ILO, UNCTAD etc., and its impact on international Business.
- ❖ Emerging Economies and research in International Business – Trade blocs and Agreements: Ch-India, Chin-Africa, Chin-America, BASIC, BRICS+M, Regional Blocks: contemporary Challenges – different dimensions of Globalisation; North – South, South-



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- ❖ Marketing of Services – Services Marketing – Nature & Characteristics, Classification of Services, Services Marketing Importance and Future of Services Marketing.
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PhD Syllabus (For Entrance Test)

The Centre for the Study of Social Exclusion and Inclusive Policy is a multi-disciplinary centre and offers PhD admission to generally students having post graduate degree in social sciences. Students will be tested for their knowledge in the broad disciplines of history, political science, sociology and economic and social exclusion-concept and practices. Applicant candidates shall have to answer both objective as well as subjective questions requiring evidence of writing skill and comprehension.

Defining social exclusion – Multidimensionality of the concept; Structural aspects of social exclusion – Race, Religion, Caste, Ethnicity, Gender, Class, Culture, Region, Language, Disability, Refugee, Migrants; Impacts of social exclusion – Disadvantage, mobility, access, participation, dignity, capability, etc.

Concept and Meaning of Inclusion; Constitutional Provisions, Legislations & Policies related to Social Inclusion: Scheduled Castes/Scheduled Tribes, OBCs, Minorities, Gender, etc.

India's National Movement, Communalism, Secularism;

Democracy: concepts, & meaning; Indian Model of Democracy: Parliament, Party Politics, Federalism, New Social Movements; Discourses of Development: Modernisation, Capitalism, Globalisation, Privatization and Liberalization.

Centre for the Study of Social Exclusion and Inclusive Policy
Jamia Millia Islamia

Syllabus for Entrance Examination
Masters in Social Exclusion and Inclusive Policy

The entrance test for admission to the MA programme in Social Exclusion and Inclusive Policy offered at the Centre for Study of Social Exclusion and Inclusive Policy will comprise objective type questions with multiple choice answers, totalling 100 marks to test interdisciplinary knowledge of social exclusion.

Questions will relate to the following topics:

Candidates are expected to be abreast in general knowledge, particularly related to socio-economic and political issues and debates in Indian society and Indian culture. They are also expected to be informed about major political, social and economic developments across the world.

Candidates are expected to have a general idea of the issues, forms and types of social exclusion, marginalisation and deprivation as well as various inclusive state sponsored initiatives.

Candidates are expected to have a broad understanding of the basics of Indian history and culture, Indian polity, governance and public Policy, society and social change, environmental studies.

Knowledge about various types of socially excluded groups especially in India such as Dalits, Tribal, OBCs, EWS, minority groups such as Muslims, Christians, Sikhs, Jains, Jews, Gender, Differently able etc. are expected.

Inclusive provisions and policies of Government of India for the upliftment of the socially excluded/marginalised social groups; Reservations / Affirmative action; Indian Constitution; Issues and debates on development/Inclusive policies.

Candidates are also expected to have basic knowledge about social science research methods.

**AJK Mass Communication Research Centre
Jamia Millia Islamia
New Delhi-110025**

Syllabus for Entrance Examination of Ph. D. in Mass Communication and Journalism (Practice Based)

The questions will cover both the theory and practice of the listed areas:

1. Communication Theory, Film, Media Cultural Studies
2. Communication Research
3. Print Journalism, Photo Journalism TV/Radio Journalism and Web Journalism
4. Television Production
5. Radio Production
6. Film Production
5. Knowledge of Media, Fine Arts, Literature, Cultural and Social issues, etc.
6. New Media, Digital Media
7. Current Trends & Future of Media Research and Practice
8. General Knowledge

CENTRE FOR COMPARATIVE RELIGIONS AND CIVILIZATIONS
Jamia Millia Islamia
New Delhi – 110025

Syllabus for Ph.D Entrance Test – 2021-2022

Comparative Religions and Civilizations

The syllabus for entrance test shall be based on two question papers: **Paper 'I'** and **'II'** and each of two hours duration.

Paper 'I' shall include 100 multiple choice (Objective type) questions of one mark each on research methodology and shall be common to all applicants for admission to the [REDACTED]/PhD programme at the level of each Faculty and the associated Centers.

Paper 'II' of the entrance test shall deal with the advanced knowledge of the subject concerned. It shall have a weightage of 100 marks out of which 50 marks shall be assigned to 50 multiple choice (objective type) questions of one mark each and a set of subjective types of questions having a weightage of another 50 marks.

Paper 'II' will be devoted to the advanced knowledge of subject concerned and that of the specialization, if any. These questions would put to test a broad understanding of the history, society, politics and economy of the region with an accent on the relevant contemporary development there.

The Syllabus for Paper-II includes a multidimensional study of World Religions. The major thrust areas of study of the region would be:

1. World Religions: Multi-dimensional study of Indian and Semitic Religions and Global Cultural patterning
2. Sacred Geography and Civilizations of the World: Mesopotamian, Indian, Chinese, Greek, Roman, Egyptian and Islamic
3. Major Social, Political and Religious thinkers of the World : e.g: Karl Marx, Max Weber, Durkheim, M N Srinivas, William James and Hegel along with IbnSina, Al Ghazali, Maimonides, Kant, Hume, Aristotle, Schleiermacher, Nietzsche.
4. Religion and Reformation, Scriptures of World's Major Religions and dynamics of change and social realism, Bhakti, Sufism and Socio-Religious Reform Movements of 19th & 20th century India. Thoughts on Religion of Edward Said, Mircea Eliade, Max Müller, Vivekananda, Sri Narayana Guru, Sankara.
5. Art forms and World Religions
6. Early Religious traditions, Animism, myths and taboos, the distinction between 'Sacred' and 'Profane'.
7. Globalisation and the Challenges of Modernity to all Religions
8. World Religions and the Global pluralistic society: issues of ecology, gender, violence, peace and conflict, ethics, minorities, social justice, war and just-war, ethnic violence.