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Introduction to business MGT211 MCQs

- 1) Which of the following business type has longest life time?
 1. Sole proprietorship
 2. Partnership
 3. **Joint stock company**
 4. All of the given options

- 2) Election of the Board of Directors is done by Shareholders.
 1. Through special resolution
 2. **In annual general meeting**
 3. In Special meeting
 4. In statutory meeting

- 3) Which of the following business type, has to pay double taxes to the government?
 1. Sole proprietorship
 2. Partnership
 3. **Joint stock company**
 4. Cooperative Societies

- 4) _____ includes the rules and regulations, necessary to manage the internal affairs of the company.
 1. Memorandum of Association
 2. **Article of Association**
 3. Prospectus
 4. All of the given option

- 5) General information like Appointment, election and powers of directors, voting rights and transfer of shares mention in _____.
 1. Charter of Company
 2. Article of Association
 3. **Prospectus**
 4. None of the given option

- 6) To call the extraordinary meeting, how many days' notice is required?
 1. **21 days**
 2. 15 days

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3. 07 days
 4. 30 days
- 7) According to Section 305 of Companies Ordinance, a company may wound up **by court** under which of the following circumstances:
1. Statutory Declaration
 2. **Fails to submit statutory report**
 3. Expiry of Period
 4. Appointment of Liquidators
- 8) Which of the following is the source of acquiring of redeemable capital?
1. Modarba Certificate
 2. Debentures
 3. **Participation Term Certificates**
 4. All of the given option
- 9) Normally some part of Capital is kept for the payment of debts at the time of winding up, is called as:
1. **Reserve capital**
 2. Un-Issued Capital
 3. Un-Called up Capital
 4. All of the given option
- 10) The following person cannot make a petition to the court to get an order for winding up of a company.
1. **Petition by debtor**
 2. Petition by creditor
 3. Petition by contributory
 4. All of the above
- 1) Which of the following is the disadvantage of modified schedules and alternative workplace?
- a. Freedom in professional and personal life
 - b. More Job satisfaction
 - c. **Complicated coordination**
 - d. Suitable for self starter who require little direct supervision

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- 2) Among different managerial styles, which of the following allows most rapid decision making?
- a. **Autocratic styles**
 - b. Democratic styles
 - c. Free rein style
 - d. None of the given option
- 3) _____ is the process of motivating others to work to meet specific objectives.
- a. **Leadership**
 - b. Motivation
 - c. Free rein style
 - d. Democratic style
- 4) Which of the following represents the set of procedures involving both managers and subordinates in setting goals and evaluating progress?
- a. Participative Management and Empowerment
 - b. **Management by Objectives (MBO)**
 - c. Reinforcement/Behavior Modification Theory
 - d. None of the given option
- 5) The internal environment consists of the insides forces that influence marketing strategy and decision making is/are as follows:
- a. Organization Policies
 - b. Product Policies
 - c. Management Structure
 - d. **All of the given option**
- 6) A specific communication task to be accomplished with a specific target audience during a specific period of time is called as:

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- a. Marketing Mix
- b. Advertising objective**
- c. Market segmentation
- d. Marketing process

7) Dividing a market into distance groups of buyers who have distinct needs, characteristics, or behavior and who might require separate products or marketing mixes.

- a. Market segmentation**
- b. Marketing Mix
- c. Marketing Penetration
- d. Marketing control

8) The actors and forces outside marketing that affect marketing management's ability to build and maintain successful relationship with target customers are called as:

- a. Marketing Environment**
- b. Market segmentation
- c. Marketing Mix
- d. Marketing Penetration

9) The set of controllable tactical marketing tools-product, price, place and promotion that the firm blends to produce the response it wants in the target market.

- a. Market segmentation
- b. Marketing Mix**
- c. Marketing Penetration
- d. Marketing Environment

10) Motor cycle and car are very different from one another, but both fulfill the need for transport is an example of:

- a. Substitute product competition**
- b. Brand competition
- c. International competition:
- d. Market competition

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- 11) Physical distribution is a channel to make availability of _____ from producer to consumer.
- Finished goods**
 - Work in process
 - Raw material
 - All of the given option
- 12) Advertising strategies often depend on the product life cycle stage. Example in case of introductory stage, which of the following advertising strategy is used:
- Persuasive advertising
 - Comparative advertising
 - Informative advertising**
 - Reminder advertising
 - None of the given options
- 13) A _____ is a promotional approach that encourages consumer demand, which then exerts pressure on wholesalers and retailers to carry a product.
- Pull strategy**
 - Push strategy
 - Persuasive advertising
 - Sales Promotion
- 14) _____ includes rental or mortgage payments, insurance, and wages. Other cost includes material handling and inventory control.
- Warehousing cost**
 - Transportation cost
 - Distribution cost
 - Manufacturing cost
- 15) Personal selling task in which salespeople try to persuade buyers to purchase products by providing information about their benefits is:
- Order Processing
 - Creative Selling**
 - Missionary Selling
 - None of the given option
- 16) Consumer promotion aimed at the _____ and Trade promotion aimed at wholesalers and retailers.
- Final consumer**
 - Retailer

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- c. Wholesalers
 - d. All of the given options
- 17) In which of the following, Companies rent booths to display and demonstrate products to customers who have a special interest or are ready to buy.
- a. **Trade Shows**
 - b. Contests
 - c. Cross-promotion
 - d. Special-event sponsorship
- 18) _____ is the planning, organizing, directing, and controlling of all the activities needed to get high-quality goods and services into the marketplace.
- a. **Total quality management (TQM)**
 - b. Promotion strategy
 - c. Sales promotion
 - d. Management by objective (MBO)
- 19) A promotional tool in which information about a company or product is transmitted by general mass media, which is free, but you have little or no control of the content and delivery.
- a. Public relation
 - b. Trade Promotion
 - c. **Publicity**
 - d. Consumer Promotion
- 20) Advertising strategy that tries to keep a product's name in the consumer's mind.
- a. Persuasive advertising
 - b. Comparative advertising
 - c. Informative advertising
 - d. **Reminder advertising**
- 21) A Pizza delivery service company generated after tax earnings of Rs. 800,000. With total stockholder investments equaling Rs. 20,00,000. What was the company's return on equity?

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- a) 10%
- b) 15%
- c) 40%
- d) 80%

22) Components of Business Plan include all of the following except

- a) Marketing Component
- b) Administrative Component
- c) External Component
- d) Financial Component

3) An agreement between two parties in which one party possess the rights to the other party is

- a) Partnership
- b) Strategic Alliance
- c) Joint venture
- d) Franchising

4) The shareholders elect the Board of Directors in the

- a) Through special resolution
- b) In annual general meeting
- c) In Special meeting
- d) In statutory meeting

5) Portion of the undistributed profit transferred to which of the following?

- a) General Reserve
- b) Retained Earning

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- c) Appropriation account
 - d) All of the given options
- 6) Brief history, Auditor's report, shareholders' equity and liabilities, share capital, etc are mention in which of the document?
- a) Charter of Company
 - b) Article of Association
 - c) Prospectus
 - d) None of the given option
- 7) A joint stock company may be wound up voluntarily in which of the following way:
- a) Expiry of Period
 - b) Fails to submit statutory report
 - c) Fails to start its business within one year from the date of incorporation
 - d) All of the following
- 8) Capital is required for the purchase of land, machines, wages and raw materials. A businessman can generate its capital from:
- a) Debt
 - b) Equity
 - c) None of the above
 - d) All of the given option
- 9) Cooperative Societies are not formed for:

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- a) The serving of the orphans and widows
- b) The help of poor people
- c) For the earning of profit
- d) Social welfare

10) Which of the following is the source of acquiring of redeemable capital?

- a) Mudarbah Certificate
- b) Debentures
- c) Participation Term Certificates
- d) All of the given option

Q# 1:

Which one of the following statements about marketing is inaccurate?

- a) The growing number of products in all categories has made it easier for marketers to capture the attention of customers.
- b) Marketing has to do with persuading customers a product meets their needs.
- c) The mass market has fragmented into many different groups of customers.
- d) Marketing is an organizational function and a set of processes for creating, communicating, and delivering value to customers.

Q# 2:

The process of tracking the demand and satisfaction of customers in an effort to develop products they will want to buy on an ongoing basis is called _____.

- a) Marketing
- b) Business vision
- c) Product development
- d) Customer relationship management

Q# 3:

_____ is the typical sequence of changes in demand for a product that occurs over time.

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- a) The business vision statement
- b) The product life cycle
- c) Marketing research
- d) A customer-oriented approach

Q# 4:

All of the following except _____ are considered to be correct statements about marketing research.

- a) It is a systematic search for information about customers' needs and how those needs differ
- b) Marketing research is geared to uncover unmet consumer needs
- c) With market research, the chance product development will be able to create a product consumers want to buy increases
- d) Marketing research provides an inexpensive method for tracking consumer behavior

Q#5:

When a company targets a particular group of customers because of their need for its product, it can be stated the company has identified its _____.

- a) Market differentiation
- b) Market mission
- c) Market segment
- d) Marketing plan

Q#6:

_____ is the combination of a product's qualities and features, its price, the way it is promoted and sold, and the places at which it is sold.

- a) Marketing mix
- b) Product mix
- c) Product differentiation
- d) Product positioning

Q# 7:

Which type of product promotion is identified as being direct, face-to-face communication by salespeople with existing and potential customers to promote a company's products?

- a) Sales promotion

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- b) Public relations
- c) Personal selling
- d) Advertising

Q# 8:

The specific method a company uses to sell and deliver its products to customers is known as its _____.

- a) Retail intermediaries
- b) Direct distribution
- c) Distribution mix
- d) Distribution channel

Q# 9:

Of the following distribution methods, which one is best identified as being that which occurs when a company delivers and sells products straight to the final customer?

- a) Independent wholesalers
- b) Direct distribution
- c) Company-owned distributors
- d) Retail distributors

Q# 10:

The combination of channels a company selects to place, promote, sell, and deliver its products to customers is best identified by which one of the following?

- a) Missionary selling
- b) Licensed distribution
- c) Distribution mix
- d) Distribution channel

Q# 11:

All of the following choices represent one of the four types of utility except:

- a) Time
- b) Form
- c) Loyalty
- d) Ownership

Q# 12:

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The consumer rules! Find a need and fill it was the prevailing attitude during what historical era of marketing?

- a) Production
- b) Sales
- c) Marketing
- d) Relationship

Q# 13:

The marketing concept is:

- a) Companywide consumer orientation with the objective of achieving the maximum amount of profits.
- b) Long-run success page.
- c) Largest market share.
- d) Highest paid staff.

Q# 14:

_____ involves long-term, value-added relationships developed over time with customers and suppliers:

- a) Relationship Marketing
- b) Marketing Era Marketing
- c) Consumer Marketing
- d) Exchange Marketing

Q# 15:

An activity in which two or more parties give something of value to each other to satisfy perceived needs is called:

- a) Sales process
- b) Exchange process
- c) Relationship process
- d) Production process

1. An enterprise that provides products or services that customers desire is a / an:

- a. institution
- b. market
- c. agency

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- d. business
2. The different types of stakeholders involved in a business include all of the following except:
- a. owners
 - b. creditors
 - c. couriers
 - d. employees
3. A certificate of ownership of a business is a:
- a. bond
 - b. stock
 - c. mutual fund
 - d. contract
4. The following are possible forms of business ownership except:
- a. proprietorship
 - b. partnership
 - c. bureaucracy
 - d. corporation
5. Partners have unlimited liability in a:
- a. general partnership
 - b. corporation
 - c. limited partnership
 - d. cooperative
- 1) An arrangement whereby business owners allow others to use their trademark, trade name, or copyright under specified conditions is a :
- a. franchise
 - b. joint venture
 - c. distribution
 - d. cartel

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6. A firm's _____ is measured by its stock price, which can be negatively affected by unethical business practices:
 - a. bond rating
 - b. risk
 - c. value
 - d. return on investment

7. _____ conditions reflect the overall performance of the nation's economy.
 - a. microeconomic
 - b. multieconomic
 - c. macroeconomic
 - d. all of the given options

8. The primary purpose of an industry business environmental assessment is to determine the:
 - a. economic growth
 - b. degree of competition
 - c. inflation rate
 - d. population growth

9. The function of business responsible for the efficient use of employees and other resources (such as machinery) is:
 - a. finance
 - b. marketing
 - c. production
 - d. management

1. If firms wish to avoid hiring during a temporary increase in production, they can offer _____ to existing employees.
 - a. overtime
 - b. training
 - c. affirmative action
 - d. orientation program

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2. _____ are employees hired on something other than a full-time basis to supplement an organization's permanent workforce.
 - a. Contingent Workers
 - b. Knowledge workers
 - c. Diverse workforce
 - d. None of the given options

3. Group of individuals working together to achieve shared job-related goals, such as higher pay, shorter working hours, more job security, greater benefits, or better working conditions is a:
 - a. Labor Union
 - b. Informal organization
 - c. Team
 - d. Trade union

4. Since they are closer to the production process, first line managers use their _____ skills more frequently.
 - a. conceptual
 - b. interpersonal
 - c. managerial
 - d. technical

5. Which of the following allows employees to set their own goals and determine the manner in which they accomplish their tasks?
 - a. equity theory
 - b. management by objectives
 - c. theory X
 - d. theory Y

- Q 1. All of the following are key factors that influence consumer preferences and the size of target market except:
- a. social values
 - b. anthropology
 - c. geography
 - d. demographics

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Q 2. Cameras, clothes, and household items are examples of products that exist in:

- a. industrial markets
- b. business markets
- c. consumer markets
- d. government markets

Q 3. To develop new ideas for expanding their product lines, many firms have recently increased their investment in:

- a. research and development
- b. production facilities
- c. distribution facilities
- d. inventory control

Q 4. Products that are not branded by the producer or retailer are called:

- a. national brands
- b. store brands
- c. obsolete brands
- d. generic brands

Q 5. Managers typically attempt to set a price that will maximize a firm's:

- a. value
- b. production
- c. advertising
- d. promotion

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- Q 6. The manner by which a firm's products are made accessible to its customers is determined by its:
- advertising strategies
 - product decisions
 - pricing strategies
 - distribution decisions
- Q 7. Marketing intermediaries that match buyers and sellers of products without becoming owners of the products themselves are known as:
- single-service marketers
 - agents
 - stockers
 - mediators
- Q 8. All of the following are methods of promotion except:
- target marketing
 - personal selling
 - sales promotion
 - public relations
- Q 9. The type of advertising that is used for grocery products such as cereals, peanuts, cooking oil, and tea is:
- institutional advertising
 - the push strategy
 - reminder advertising
 - public relations advertising
- Q 10. Which of the following sales promotion strategies provide a gift or prize to consumers who purchase a specific product?
- pull
 - push
 - sampling
 - premiums
- Q1. A _____ represents a series of tasks in which resources are used to produce a product or service.
- Production process
 - Layout chart

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- c. Venn diagram
- d. Organizational chart

Q2. The act of setting time periods for each task in the process is called:

- a. Routing
- b. Scheduling
- c. Dispatching
- d. None of the given options

Q3. A system that uses computers and telecommunication technology to share information across the organizational boundaries is known as _____ system.

- a. Gate-keeping
- b. Broadband
- c. Inter-organizational
- d. Internal information

Q4. Through _____, firms achieve a lower average cost by producing large volume.

- a. Inventory management
- b. Economies of scale
- c. De-integration
- d. Effective marketing

Q5. _____ is the management, technological, and production operations performed by the organization to convert inputs to outputs.

- a. Systems theory
- b. Entropy
- c. Synergy
- d. Transformation process

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Q6. Comparing an organization's processes and products to the world's best and then matching or exceeding that quality is called:

- a. Benchmarking
- b. Quality assurance
- c. Continuous improvement process
- d. Total quality management

Q7. The heart of a computer is its:

- a. Power unit
- b. Central processing unit
- c. Random access memory
- d. Hard drive

Q8. In typical network architecture, workstations are connected to a _____, which is a machine that stores and provides access to centralized data.

- a. Main-frame
- b. Stand-alone computer
- c. File server
- d. Main-board

Q9. The exchange and comprehension of information is:

- a. Communication
- b. Promotion
- c. Posture
- d. Facial expression

Q10. Modems, printers, keyboards, monitors, and scanners are examples of computer _____.

- a. Core components
- b. Externalities
- c. Peripherals
- d. Serial interfaces

1) Which of the following is excluded from factors that can affect the business?

Demographic Factors

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Economic factors
Act of God
None of the above

2) The function of business in which business man tries to find new techniques of production is

Accounting
Management Function
Innovation
Quality improvement

3) If Trade Receipts are greater than Trade Payments then Balance of Payments is _____

Favorable
Unfavorable
Deficit
None of the above

4) Which of the following is excluded from the advantages of Sole Proprietorship?

Direct relationship with customers
Unlimited Liability
Easy transfer of Ownership
Entire Profit

5) Which of the following is an advantage of sole proprietorship?

Longest life
Availability of sufficient Capital
Direct contact with customer and workers
Separate Legal Entity

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6) Which of the following is not among the benefits of Partnership Firm?

- Satisfaction of Partners
- Lack of Secrecy
- Moral Promotion
- Minority Protection

7) In partnership deed the profit & loss is distributed among the partners by the following ratio.

- 50:50
- As per percentage of Capital invested
- As per agreed ratio in Partnership deed
- 25:75

8) The company may raise its capital through which of the following sources:

- By Issuing Shares
- By Issuing Debentures
- By Savings
- All of the given options

9) Advantages of cooperative societies does not include

- Equal distribution of wealth
- Interference of Government
- No Monopoly
- Open Membership

10) WTO was organized on _____

- July 15, 1998
- January 01, 1990
- August 25, 1995
- January 01, 1995

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1. A major disadvantage of corporate organization is
 - Double Taxation of dividend
 - **Inability of the firm to large sum of additional capital**
 - Limited liability of share holders
 - Limited life of Cooperate firm

2. It is difficult to transfer to right of ownership is
 - Sole proprietor ship
 - **Partner ship**
 - All of given options
 - None of given options

3. Wages are paid for
 - Long term
 - **Short term**
 - All of given options
 - None of given options

4. Pakistan is exporting
 - Sports Item
 - Agriculture Product
 - Textile Product
 - **All of given options**

5. Managers have _____ type of skills
 - 2
 - **3**
 - 4
 - 5

6. The process of attracting the people for job
 - **Recruitment**
 - Special skills
 - Supervision
 - Job Specification

7. What is the method of on job training?
 - Lectures
 - Vestibule

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- Videos
- **None of given options**

8. The liability of a sole trader is _____

- limited Only to his investment in the business
- Limited to the total resources of the business
- **Unlimited**
- Not defined

9. Genetic industry means

- Canal
- Sugar mill
- **Poultry**
- Agriculture

10. The first stage Evolution business is?

- **Industry revolution**
- Globalization
- Entrepreneurship
- Marketing era

Question No: 1 (Marks: 1) - Please choose one

When entrepreneurs establish a business, they must first decide on the form of:

- ? Partnership
- ? Ownership
- ? Expansion
- ? Organization

Question No: 2 (Marks: 1) - Please choose one

Generally, in a limited partnership:

- ? All partners have limited liability.
- ? The partners exist for a limited time period.
- ? The limited partners do not participate in management of the company.
- ? Not more than 75 partners may invest in the company at one time.

Question No: 3 (Marks: 1) - Please choose one

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The "leading" function of management should be conducted in a manner that is consistent with firm's:

- ? Competition
- ? Strategic plan
- ? Industry demand
- ? Labor union

Question No: 4 (Marks: 1) - Please choose one

The skills managers use to understand the relationships among the various tasks of the firm are:

- ? Interpersonal skills
- ? Technical skills
- ? Decision making skills
- ? Conceptual skills

Question No: 5 (Marks: 1) - Please choose one

The four functions of management:

- ? Must be enacted in the proper sequence
- ? Must be integrated
- ? Are stand alone, independent functions
- ? Can not be performed by one individual

Question No: 6 (Marks: 1) - Please choose one

Social interaction and acceptance by others are examples of:

- ? Physiological needs
- ? Safety needs
- ? Affiliation needs
- ? Esteem needs

Question No: 7 (Marks: 1) - Please choose one

When firms delegate more authority to their employees, this strategy is referred to as:

- ? Empowerment
- ? Merit system

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? Hygiene theory

? Equity system

Question No: 8 (Marks: 1) - Please choose one

The process used to determine the tasks and the necessary credentials for a particular position is referred to as:

? Job analysis

? Job screening

? Job evaluation

? Human resource planning

Question No: 9 (Marks: 1) - Please choose one

A _____ is an assignment to a higher level job with more responsibility and greater pay.

? Transfer

? Lateral assignment

? Appraisal

? Promotion

Question No: 10 (Marks: 1) - Please choose one

Products purchased by companies to produce other products are:

? Consumer Goods

? Industrial Goods

? Services

? Inventory

1. People in business and government face important ethical issues and decisions.

Only in the United States

Primarily in capitalist countries

Primarily in communist countries

In many different countries around the world

2. Following are the advantages of cooperative society except:

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Increase in employment

Lack of profit incentive

Friendly relation

Easy formation

3. _____ refers to the standards of moral behavior.

Legality



Integrity

Ethics

4. Which of the following is included in job specification?

Working environment

Experience

Job title

Job location

5. Which of the following is included in economic factors?

Religion

Value system

Norms

Exchange rate

6. Wages are paid for :

Short term period

Long term period

All of the given options

None of the given options

7. The first stage in Evolution of business is:

7.

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Industrial revolution

Marketing Era

Entrepreneurship

Globalization

8. Which of the following statements about franchising is true?

Franchising is a type of corporate system.

Franchising is used to achieve coordination at successive stages of production

Franchising is a type of administered vertical marketing system.

Franchising is the most visible variation of contractual systems

9. The liability of a sole trader is:

Limited only to his investment in the business

Limited to the total resources of the business

Unlimited

Not defined

10. Which of the following is not an example of non-profit making organization?

NGO's

Trusts

Cooperative societies

Partnership

11. First directors are usually named in the _____

Memorandum of Association

Articles of Association

Prospectus

None of the above

12. Barriers to international trade include:

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- Social and cultural differences
- Political and legal differences
- Economic differences
- All of the given options

13. The first stage in Evolution of business is:

- Industrial revolution
- Marketing Era
- Entrepreneurship
- Globalization

14. Political and legal barriers to trade include:

- Tariffs
- Quotas
- All of the given options
- None of the given options

15. Which of the following is not the disadvantage of cooperative society?

- Lack of secrecy
- No profit incentive
- Untrained supervision
- Protection of mutual interest

16. A statutory report must be sent to every member of the company at least _____ days before the meeting is to be held.

- 21 days
- 30 days
- 45 days
- 51 days

17. A market survey is important because it tells you:

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How many & what types of people are shopping at a store.
Tells you what the customer will buy.
Tells you how much the customer will pay for the product.
All of the above.

18. A market survey is important because it tells you:
- How many & what types of people are shopping at a store.
 - Tells you what the customer will buy.
 - Tells you how much the customer will pay for the product.
 - All of the above.

19. Barriers to international trade include:
- Social and cultural differences
 - Political and legal differences
 - Economic differences
 - All of the given options

20. Which of the following is NOT a core function of management?
- Planning
 - Organizing
 - Motivating
 - Leading

21. In.....industry,raw material is converted into some goods finished or semi finished:
- Manufacturing
 - Constructive
 - Genetic
 - Extractive

22. A major advantage of the corporate form of organization is:

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Reduction of double taxation.

Limited owner liability.

Legal restrictions.

Ease of organization

23. The formation of ____ does not require any legal formality like registration.

Sole proprietorship

Company

Cooperative society

Partnership

24. Compared to licensing, franchising is a more advantageous entry mode because:

It generates economies of scale in marketing to international customers.

It offers greater control.

It is low-risk and low-cost.

Of all the above

25. population size is included in

Economic factors

Demographic factors

Legal factors

Technological

26. Which of the following is excluded from factors that can affect the business?

Demographic Factors

Economic and social factors

Natural factors

None of the above

27. Components of Business Plan include all of the following except:
e) Marketing Component

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- f) Administrative Component
- g) External Component
- d) Financial Component

28. An agreement between two parties in which one party possess the rights to the other party is:

- e) Partnership
- f) Strategic Alliance
- g) Joint venture
- d] Franchising

29. Many organizations provide guidelines of behavior to employees through a code of:

- a) Cartel arrangements
- b) Kickback agreements
- c) Production manuals
- d) Responsibility and ethics

30. A firm can charge a higher price without losing its customers if it does not have much:

- a) Production
- b) Competition
- c) Advertising
- d) Industry demand

31. A distribution channel represents the path of a product from a producer to:

- a) Retailer
- b) Wholesaler
- c) Consumer
- d) Manufacturer

32. Process by which a company analyzes a competitor's products to identify desirable improvements is:

- a) Competitive product analysis
- b) Value-Added Analysis
- c) Statistical Process Control
- d) Quality/Cost Studies

33. Spreadsheets, database and word processing software are all types of:

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- a) Operating systems
- b) Utility programs
- c) Application software
- d) Firmware

34. Which of the following is the most important determinant of a firm's value?

- a) Earnings
- b) Debt
- c) Liabilities
- d) Liquidity

35. How funds are obtained and invested by the firm is determined by the:

- a) Finance function
- b) Marketing function
- c) Organizing function
- d) Accounting function

36. _____ is used to cover long-term expenses such as assets.

- a) Line of Credit
- b) Debt Financing
- c) Preferred Stock
- d) Financial Management

37. _____ is the range of workers' attitudes, values, and behaviors that differ by gender, race, and ethnicity.

- a) Knowledge Worker
- b) Labor Markets
- c) Contingent Worker
- d) Workforce Diversity

38. An increase in the general level of prices of products over a specified period of time is called:

- a) Inflation
- b) Gross domestic product
- c) Disinflation
- d) Equilibrium

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- a. Which of the following business type has longest life time?
Sole proprietorship
Partnership
Joint stock company
All of the given options
- b. Election of the Board of Directors is done by Shareholders.
Through special resolution
In annual general meeting
In Special meeting
In statutory meeting
- c. Which of the following business type, has to pay double taxes to the government?
Sole proprietorship
Partnership
Joint stock company
Cooperative Societies
- d. _____ includes the rules and regulations, necessary to manage the internal affairs of the company.
Memorandum of Association
Article of Association
Prospectus
All of the given option
- e. General information like Appointment, election and powers of directors, voting rights and transfer of shares mention in _____.
Charter of Company
Article of Association
Prospectus
None of the given option
- f. To call the extraordinary meeting, how many days' notice is required?
21 days
15 days
07 days
30 days
- g. According to Section 305 of Companies Ordinance, a company may wound up by court under which of the following circumstances:
Statutory Declaration
Fails to submit statutory report
Expiry of Period
Appointment of Liquidators

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h. Which of the following is the source of acquiring of redeemable capital?

Modarba Certificate

Debentures

Participation Term Certificates

All of the given option

i. Normally some part of Capital is kept for the payment of debts at the time of winding up, is called as:

Reserve capital

Un-Issued Capital

Un-Called up Capital

All of the given option

j. The following person cannot make a petition to the court to get an order for winding up of a company.

Petition by debtor

Petition by creditor

Petition by contributory

All of the above

Sr. #	Questions	Correct answer
1	Many organizations provide guidelines of behavior to employees through a code of: e) Cartel arrangements f) Kickback agreements g) Production manuals h) Responsibility and ethics	
2	A firm can charge a higher price without losing its customers if it does not have much: e) Production f) Competition g) Advertising	

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	h) Industry demand	
3	<p>A distribution channel represents the path of a product from a producer to:</p> <ul style="list-style-type: none">e) Retailerf) Wholesalerg) Consumerh) Manufacturer	
4	<p>Process by which a company analyzes a competitor's products to identify desirable improvements is:</p> <ul style="list-style-type: none">e) Competitive product analysisf) Value-Added Analysisg) Statistical Process Controlh) Quality/Cost Studies	
5	<p>Spreadsheets, database and word processing software are all types of:</p> <ul style="list-style-type: none">e) Operating systemsf) Utility programsg) Application softwareh) Firmware	
6	<p>Which of the following is the most important determinant of a firm's value?</p> <ul style="list-style-type: none">a) Earningsb) Debtc) Liabilitiesd) Liquidity	
7	<p>How funds are obtained and invested by the firm is determined by the:</p>	

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	<ul style="list-style-type: none">d) Finance functione) Marketing functionf) Organizing functiong) Accounting function	
8	<p>_____ is used to cover long-term expenses such as assets.</p> <ul style="list-style-type: none">e) Line of Creditf) Debt Financingg) Preferred Stockh) Financial Management	
9	<p>_____ is the range of workers' attitudes, values, and behaviors that differ by gender, race, and ethnicity.</p> <ul style="list-style-type: none">e) Knowledge Workerf) Labor Marketsg) Contingent Workerh) Workforce Diversity	
10	<p>An increase in the general level of prices of products over a specified period of time is called:</p> <ul style="list-style-type: none">e) Inflationf) Gross domestic productg) Disinflationh) Equilibrium	