Which of the following is NOT a good example of capital-intensive industry?
Select correct option:
- Automated Textile Industry
- **Agricultural Industry**
- Robotics Industry
- Airline Industry

Which of the following is an appropriate standard for organizations that do not design and develop products?
Select correct option:
- ISO 9001
- ISO 9002
- ISO 9003
- ISO 9004

Through which of the following fundamental strategies businesses can earn a high rate of return?
Select correct option:
- Product differentiation and cost advantage
- **Product differentiation and cash management**
- Cost advantage and efficient markets
- Cost advantage and industry factors

According to a survey conducted by World Bank with help of GALOP, what is the percentage of workers who come from technical institutes?
Select correct option:
- 5%
- 7%
- 9%
- 11%

Which of the following is the expressed form of ISO?
Select correct option:
- Internal Standard Operations
- **International Standards Organization**
- International Support Organization
- Internal Standardized Operation

According to a World Bank survey (2002), how much SMEs are optimistic to grow in next 2 years?
Select correct option:
- 28%
- 32%
- 34%
- 36%

**REF:**
28% are optimistic to grow in the next 2 years while the real number is 30%.

What is required for a company to do in this statement “it involves identifying and describing what is happening on a job”? 

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Select correct option:
Job Analysis
Job Specification
Option: Job Description
Job Evaluation

Which of the following is/are a/the source/s of financing or funds?
Select correct option:
Net Trade credit
Commercial loans
Long Term loans
All of the given options

Which of the following financial institution is the head of banking sector of Pakistan?
Select correct option:
State Bank of Pakistan
Federal Bank of Pakistan
Commercial Bank of Pakistan
National Bank of Pakistan

The feasibility study is carried out mostly for projects that have following extent.
Select correct option:
Small Term
Small and Medium Term
Medium and Long Term
Duration does not Matter

Which of the following term is defined as “The process of dividing a market into distinct groups of buyers with different needs, characteristics, or behaviors”?
Select correct option:
Target marketing
Positioning
Option: Market segmentation
Market extension

Statistical process control system is best applicable in which of the following processes?
Select correct option:
Manufacturing
Services
Trading
Export

What is the basic purpose of a cash flow statement for an entrepreneur in an accounting period?
Select correct option:
Provides information about investments
Provides information about financing activities
Provides information about cash inflows and outflows
All of the given options
Which of the following is most important item for a business that can be extracted from financial statements?
Select correct option:
- Net Working Capital
- Cash Flow
- Net Present Value
- None of the given options

_______ becomes the document that summarizes the analysis that has been done to justify a new business.
Select correct option:
- Business Plan
- Bank Statement
- Mission Statement
- Executive Summary

"Control of Finished Products" is related to which of the following?
Select correct option:
- Control of Quality
- Breadth of Scope
- Design Quality
- Manufactured Quality

REF:
Control of Quality Can Be Achieved
- Control of Manufacturing Information.
- Control of Purchases & Storage of Raw Materials.
- Control of Manufacturing Process.
- **Control of Finished Products.**
- Control of Measuring Instruments and Test Equipments.
- Control of Corrective Action.

Which of the following trait is measured by personality test?
Select correct option:
- Reasoning
- Analysis
- Skills
- Curiosity

A company can obtain new products through new product development. Which of the following can be perceived as new products?
Select correct option:
- Original products first time introduced
- Innovation in the existing product
- Product that is modified due to bad design
- All of the above

In general, which of the following financial documents is NOT required by bank before sanctioning a loan?
Select correct option:
- Profit-and-Loss Account
Cash-Flow Statement
Balance Sheet
Statement of Retain earnings

Which of the following is/are “subsidized institution/s” helping the entrepreneurs to provide the finance for working capital?
Select correct option:
SME Bank
Financial institution of industrial Zones
SMEDA
All of the given options

Which of the following is NOT true?
Select correct option:
Cash and profits are not same thing, even in cash business
A business needs both cash and profits to survive
Cash and profits are same thing, even in cash business
There are at least three sorts of profit to keep track of

Which of the following is related with the proficiency in performance of a given task?
Select correct option:
Attitude
Job Performance
Ability
Knowledge

REF:
1. **Knowledge**
   It refers to the storage of information by an individual for use in problem-solving and decision-making. Greater the amount of knowledge, better equipped shall be a person to accomplish a job.
2. **Attitude**
   It is a state of mind which creates an urge to work for personal and organizational growth.
3. **Ability**
   It is the proficiency in performance of a given task.
4. **Job Performance**
   It measures how well the individual meets the requirements of a position.
5. **Operational Results**
   These indicate how well the organization has been able to achieve its objectives and goals.

Which of the following is true for debt equity ratio?
Select correct option:
Relationship of total assets and shareholder’s equity
Relationship of total liabilities and shareholder’s equity
Relationship of total capital and share holder’s equity
Relationship of total sales and share holder’s equity

The information about cash flow of operations and transactions is presented under which of the following parts of a business plan?
Select correct option:
The Business
The Market
The Financial Projections
Organization and Management

If you want to buy a home and need a loan to complete the purchase. What will you present as collateral on the property to the bank?
Select correct option:
- Mortgage
- Cash
- Bonds
- All of the given options

Retirement plans, life and health insurance plans, subsidized cafeterias, company cars, are the examples of which of the following?
Select correct option:
- Salary
- Wages
- Rewards
- Fringe benefits

Which of the following factors is NOT necessary to obtain quality control?
Select correct option:
- Raw Materials
- Vender Relation
- Process Control
- Unreliability

When “Employee Handbook” is provided to the employee by the company?
Select correct option:
- During Employment Test
- During Interview
- During Employee Orientation
- During Screening of candidates

Which of the following products can be said to be at the maturity stage of PLC (data as per December 2008)?
Select correct option:
- Pentium IV
- Palmtop mobiles
- Video cassettes
- Digital Cameras

Which of the following statement is important for an entrepreneur, providing information about the sources from which cash has been generated and how it has been spent during a specific period of time?
Select correct option:
- Income Statement
- Balance Sheet
- Cash Flow Statement
- Owner’s Equity Statement
“Form-29” a legal document provided under Company Ordinance 1984 to a private limited company. This form includes all of the following EXCEPT:

Select correct option:
- Particulars of Directors
- The Chief Executive
- Chief Accountant
- Share Holder

Which of the following is the expressed form of PLC?
Select correct option:
- Product Learning Cycle
- Production Length Cycle
- Product Life Cycle
- Product lifetime Customers

Which of the following is true for quality control in engineering and manufacturing?
Select correct option:
- It is a set of measures taken to ensure that defective products are not produced
- It is a set of measures taken to ensure that defective services are not produced
- It is a set of measures taken to ensure that the design meets performance requirements.
- All of the given options

A loan for a period of 15 years or more is said to be:
Select correct option:
- Short – Term Loan
- Medium – Term Loan
- Long – Term Loan
- Unlimited Loan

Which of the following is the correct sequence of different stages of product life cycle? I. Maturity II. Decline III. Introduction IV. Growth
Select correct option:
- I, II, III, IV
- III, I, IV, II
- II, IV, I, II
- Sequence can vary from product to product

What is Quality Control?
In engineering and manufacturing, quality control or quality engineering is a set of measures taken to ensure that defective products or services are not produced, and that the design meets performance requirements.

A loan for a period of 15 years or more is said to be:
Select correct option:
- Short – Term Loan
- Medium – Term Loan
- Long – Term Loan
- Unlimited Loan

Which of the following is the correct sequence of different stages of product life cycle? I. Maturity II. Decline III. Introduction IV. Growth
Select correct option:
- I, II, III, IV
- III, I, IV, II
- II, IV, I, II
- Sequence can vary from product to product

Product Life Cycle
Product Life Cycle is equally helpful in deciding about appropriate marketing strategy to be adopted.
Which of the following is a good example of labour intensive industry?
Select correct option:
- Automated Textile Industry
- Robotics Industry
- Hospitality Industry
- Airline Industry

If company has made sales and has yet to collect the money from purchaser then it is recorded as __________?
Select correct option:
- Accounts Payables
- Bad debt
- Accounts Receivables
- None of the given options

What is the sound liquidity ratio in term of net working capital?
Select correct option:
- 1:2
- 2:1
- 1:1
- 1.5:1

Which of the following products is considered at the decline stage of PLC (data as per December 2008)?
Select correct option:
- Digital televisions
- Palmtop mobiles
- Video cassettes
- Digital Cameras

Which of the following terms can be defined as “Properties or assets that are offered to secure a loan or other credit”?
Select correct option:
- Guarantee
- Security
- Collateral
- Mortgage

Which of the following is NOT a good example of capital-intensive industry?
Select correct option:
- Automated Textile Industry
- Agricultural Industry
- Robotics Industry
- Airline Industry
Following are the potential attractive parameters that a bank seeks to approve a loan EXCEPT:
Select correct option:
- Good Cash Flow
- Adequate Shareholder’s Funds
- Adequate Security
- Good Relations with bank authorities

According to a survey conducted by World Bank with help of GALOP, what is the percentage of workers who come from technical institutes?
Select correct option:
- 5%
- 7%
- 9%
- 11%

What is the main intention to start a training program in an organization?
Select correct option:
- Increased number of workplace accidents
- Low productivity of employee
- Rapid change of organizational structure
- All of the given options

Following are the main parameters of technical feasibility study of a product EXCEPT:
Select correct option:
- Identification of critical technical specifications
- Examination of product quality-cost relationship
- Laboratory testing of Product
- Prototype Test of Product

Which of the following is true for quality control in engineering and manufacturing?
Select correct option:
- It is a set of measures taken to ensure that defective products are not produced
- It is a set of measures taken to ensure that defective services are not produced
- It is a set of measures taken to ensure that the design meets performance requirements.
- All of the given options

“Rent of the shop” is an example of which of the following?
Select correct option:
- Fixed cost
- Variable cost
- Selling Price
- Breakeven Point

Which of the test is more suitable to select a mechanical craftsman?
Select correct option:
- Personality test
- Aptitude test
- Achievement test
- Intelligence test

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If a person is evaluated high on many traits because of a belief that the individual is high in one trait. This perception is affected by which of the following effects?
Select correct option:
- Contrast
- Dominance
- Halo
- Perceptual

Which of the following covers final testing and inspection of a product to ensure that final products and services meet specified requirements?
Select correct option:
- ISO 9001
- ISO 9002
- ISO 9003
- ISO 9004

REF:
ISO 9001 is a Standard that focuses on various aspects of design, produce, install and service products. It also includes management responsibility, quality System, purchasing, product design, and inspection, training & Corrective action.

Which of the following is not included in fundamental four 'Ps' of marketing?
Select correct option:
- Public
- Product
- Place
- Price

Which of the following products can be said to be at the growth stage of PLC (data as per December 2008)?
Select correct option:
- LCD Monitors
- Palmtop mobiles
- Video cassettes
- Digital Cameras

Which of the following explain the collection of businesses and products that make up a company?
Select correct option:
- Strategic business unit
- Mission statement
- Strategic plan
- Business portfolio

Ali now has the buying power to purchase the computer system that he was required for the last three months. Ali’s want is replaced with which of the following?
Select correct option:
- Need
- Necessity
- Demand
Which of the following is NOT an example of primary source of information?
Select correct option:
- Reports of sales force
- Feedback of customers
- Personal observation
- Reports of SMEDA

A loan for a period of 5 years or less is said to be:
Select correct option:
- Short – Term Loan
- Medium – Term Loan
- Long – Term Loan
- Unlimited Loan

If the current assets of a company are of worth Rs 10000 and current liabilities are Rs.8000 and working capital is Rs 2000, what will be the current ratio of the company?
Select correct option:
- 1 : 5
- 5 : 1
- 1 : 4
- 5 : 4

Which of the following trait is measured by personality test?
Select correct option:
- Reasoning
- Analysis
- Skills
- Curiosity

When “Employee Handbook” is provided to the employee by the company?
Select correct option:
- During Employment Test
- During Interview
- During Employee Orientation
- During Screening of candidates

Current ratio is the relationship of which of the following two terms?
Select correct option:
- Current Assets + Current Expense
- Current assets ÷ current liabilities
- Current Expense × current liabilities
- Current Drawings – current Investment

All of the following are the components managed under “Operational Expenditure” heading during the preparation of Financial Requirement Statement EXCEPT:
Select correct option:
- Material
- Rent, Interest
Insurance, Taxes
Patents

The range of the products sold by business is called _______________.
Select correct option:
- Product Plan
- Product Group
- Product Grid
- Product Mix

Which of the following can be assessed by cash flow statement?
Select correct option:
- Amount required for depreciation
- Withdrawal of amount for personal use
- Generation of positive cash flows
- Need of cash for procurements

If company has made sales and has yet to collect the money form purchaser then it is recorded as __________? 
Select correct option:
- Accounts Payables
- Bad debt
- Accounts Receivables
- None of the given options

Which of the following can be defined as “Immediate payments made by customer/importer to the seller/exporter by presenting correct documents in the required time frame? 
Select correct option:
- Sight LC
- Insight LC
- Revocable LC
- Irrevocable LC

Which of the following is true for debt equity ratio?
Select correct option:
- Relationship of total assets and share holder’s equity
- Relationship of total liabilities and share holder’s equity
- Relationship of total capital and share holder’s equity
- Relationship of total sales and share holder’s equity

Which of the following is not included in fundamental four 'Ps' of marketing?
Select correct option:
- Public
- Product
- Place
- Price

Which of the following represent proposed measures and actions which can be implemented with commercially available skills, equipment and materials, taking into consideration prevailing local factors?
Select correct option:
- Technical Feasibility
- Market Feasibility
- Financial Feasibility
- Legal Feasibility

A company can obtain new products through new product development. Which of the following can be perceived as new products?
Select correct option:
- Original products first time introduced
- Innovation in the existing product
- Product that is modified due to bad design
- All of the above

When you submit an application for a loan, credential that introduces your business to the bank has a form called “Form-29”. Under which condition you will provide this form to the bank.
Select correct option:
- In case of Sole Proprietorship
- In case of Private Limited Company
- In case of Cooperation
- In case of Partnership

Which of the following is not the document that comes under ISO 9000?
Select correct option:
- ISO 9001
- ISO 9002
- ISO 9003
- ISO 9005

REF:
document(s) that comes under ISO 9000 are:
ISO 9000, ISO 9001, ISO 9002, ISO 9003, ISO 9004

If liquidity ratio is sound in terms of net working capital i.e 2:1, what does it indicate?
Select correct option:
- More receipts than payments
- More payments than receipts
- Can not be concluded with this information
- None of the given options

Which of the following is defined as “an act of obtaining a desired object from someone by offering something in return”?
Select correct option:
- A transaction
- Exchanging
- Valuing
- Donating

Which of the following term is defined as; “It is a method by which the performance of an employee is evaluated (generally in terms of quality, quantity, cost and time)”?
Select correct option:
Which ISO standards anticipate that participating companies keep track of raw material use and their generation, treatment and disposal of hazardous wastes?
Select correct option:
- ISO 9000
- ISO 14000
- ISO 18000
- ISO 20000

Quality of materials, form, appearance, functions of a product is related with which of the following?
Select correct option:
- Design Quality
- Manufacturing Quality
- Productive Quality
- All types of qualities

Payment for services to a worker, usually remuneration on an hourly, daily, or weekly basis is called ________________.
Select correct option:
- Wages
- Salary
- Bonus
- Incentive

Which of the following is NOT a prime outcome of a training program in an organization?
Select correct option:
- Increase in proficiency
- Organizational growth
- Personal growth
- Increase number of workplace accidents

Which of the following requires participating companies to keep track of their raw material use and their generation, treatment and disposal of hazardous wastes?
Select correct option:
- ISO 8004
- ISO 14000
- ISO 9000
- ISO 9001

Which of the following is true for debt equity ratio?
Select correct option:
- Relationship of total assets and share holder’s equity
- Relationship of total liabilities and share holder’s equity
- Relationship of total capital and share holder’s equity
- Relationship of total sales and share holder’s equity
If the duration of production process increases and completed in stages, the size of working capital required in process will be _______________.
Select correct option:
Increased
Decreased
Unchanged
Independent

In what terms (generally) the performance of an employee is evaluated?
Select correct option:
Quality
Quantity
Time
All of the given options

If inventory turnout rate is slow, the size of working capital required to be _______________.
Select correct option:
Increased
Decreased
Unchanged
Independent

Which of the following term can be defined as “partial refund of the total price paid for goods or services”?
Select correct option:
Discount
Subsidies
Rebate
All of the given options

With the help of personality test employer examines the following traits of candidate EXCEPT:
Select correct option:
Creativity
Curiosity
Reasoning
Flexibility

Which of the following is NOT a good example of capital-intensive industry?
Select correct option:
Automated Textile Industry
Agricultural Industry
Robotics Industry
Airline Industry

Following are the methods which can be used to find new ideas for a product EXCEPT:
Select correct option:
Novel Use of Known Products
Ancillarisation
Watching Trends in Fashions
Market Myopia

**REF:**

**Sources of Ideas for New Products**

1. Necessity
2. Hobbies/Personal Interest
3. Watching Trends in Fashions and Customs
4. Observing Other's Deficiencies
5. Gap Filling
6. Novel Use of Known Products
7. Ancillarisation

How many standards are included in a comprehensive series of ISO-14000?
Select correct option:

4
5
6
7

Which of the following activity is the most recommendable before starting a new SME venture to avoid the failure of venture?
Select correct option:

Feasibility Study
Personal Visionary Approach
Market Survey
Competitive Analysis

Which of the following is defined as “the process of creating and delivering desired goods and services to customers, and involves all of the activities associated with winning and retaining loyal customers”?
Select correct option:

Marketing
Personal selling
Public relations
Advertising

Technological obsolescence, low capacity utilization, non-availability of spares and poor machinery maintenance are the postoperative problems that can be emerged in which of the following areas?
Select correct option:

Production
Capital
Customer
Sale

**REF:**

Production Causes
- Technological obsolescence
- Low capacity utilization
- Inability of labour to correctly understand technology
- Non-availability of spares and replacements
- Poor machinery maintenance
Which of the following valuation method does NOT consider the future profit potential of a venture?
Select correct option:
Balance sheet technique
Excess-earnings method
Discounted future earnings approach
Market approach

Which of the following is NOT included in a statement named ‘Cash Flow’ in an accounting period?
Select correct option:
Receipts
Payments
Investments
Depreciation

Which of the following segmentation types has characteristics like traits, attitudes, interests, or lifestyles of potential customer groups?
Select correct option:
Behavior segmentation
Demographic segmentation
Geographic segmentation
Psychographic segmentation

Following are the potential attractive parameters that a bank seeks to approve a loan EXCEPT:
Select correct option:
Good Cash Flow
Adequate Shareholder’s Funds
Adequate Security
Good Relations with bank authorities

Which of the following is/are a/the source/s of financing or funds?
Select correct option:
Net Trade credit
Commercial loans
Long Term loans
All of the given options

Which of the following products can be said to be at the introduction stage of PLC (data as per December 2008)?
Select correct option:
Digital televisions
Palmtop mobiles
Video cassettes
Digital Cameras

Payment for services to a worker, usually remuneration on an hourly, daily, or weekly basis is called _______________.
Select correct option:
Which of the following is the correct sequence of different stages of product life cycle? I. Maturity II. Decline III. Introduction IV. Growth
Select correct option:
I, II, III, IV
III, I, IV, II
III, IV, I, II
Sequence can vary from product to product