

Pool of Questions

1. The study of management of money is called.....
A. Management
C. Marketing
B. Finance
D. HRM
2. Currency of Pakistan is
A. Rupee
C. Yuan
B. Dollars
D. None of these
3. Islamic Financing principles are based on
A. Business
C. Islamic Sharia
B. Marketing
D. Management
4. In _____ approach, the capital structure decision is relevant to the valuation of the firm.
A. Net income
C. Traditional
B. Fixed cost
D. Variable cost
5. Central Bank of Pakistan is
A. Commercial bank
C. State bank of Pakistan
B. Saving bank
D. All of these
6. To earn profit, we do -----
A. Study
C. To help people
B. Social services
D. Business
7. Short term finance is required for _____.
A. Current assets.
C. Intangible assets.
B. Fixed assets.
D. None of these.
8. Profit generally is computed
A. Revenue – expenses
C. Rent
B. Wages
D. None of these
9. The main function of a bank-----
A. Cash deposit
C. A & B
B. Loans
D. None of these
10. How many rupees need to get one dollar is called.....
A. Cost
C. Loss
B. Profit
D. Exchange rate
11. The extra amount of principal amount is -----
A. Profit
C. Loss
B. Interest rate
D. Cost
12. A person who manages the firm/company, is called _____.
A. Manager
C. Shareholder
B. Partner
D. Worker
13. Financial decisions are about -----
A. Investment
C. Dividend
B. Finance
D. All of these
14. International finance is an area of
A. Marketing
C. Human Resource Management
B. Finance
D. Operations Management
15. Share means
A. Partial ownership
C. Bonus
B. Worker
D. Profit
16. The scope of the HRM start from the
A. Manpower needs
C. Social needs
B. Industry welfare
D. None of these
17. Which of the following influence the financial wealth of the organization?
A. Technological conditions
C. Political conditions
B. Social conditions
D. Economic conditions
18. Human Resource Management is the process of
A. Recruitment and selection
C. Service offering
B. Product development
D. None of these
19. Management in HRM refers to
A. Product development
B. Proper and maximum utilization of resources

- C. Service development
20. Which of the following is not a function normally performed by the HR department?
 A. Employee relation
 C. Accounting
21. The role of HR director is
 A. Product development
 C. Decision Making and Better Administration
22. The perspective for the need of HR is
 A. Product development
 C. Test marketing
23. Human Resource Management is
 A. Interrelated
 C. Interacting
24. Which of the following is the big problem for every organization of HR?
 A. Product development
 C. Service development
25. Which of the following can be promoted for the top level job?
 A. Potential employees
 C. Skilled employees
26. The study of management of employees is called
 A. Management
 C. Human Resource Management
27. International human resource management is the domain
 A. Public policy
 C. Operations management
28. SHRM stands for
 A. Strategic human resource management
 C. Sustainable human management
29. In the domain of HR, the T and D stands for
 Training and development
 C. Both a and b options
30. Exit interview is conducted when employee
 A. Leave the organization
 C. Promote in the organization
31. HRM is the function of
 A. Management
 C. Marketing
32. The brain of any computer is....
 A. CPU
 C. Printer
33. Screen that recognizes touch input is called....
 A. Touch screen
 C. LCD screen
34. The devices through which data is entered to a computer are....
 A. CPU
 C. Input devices
35. The output shown on the computer monitor is called....
 A. Softcopy
 C. Print copy
36. If a computer has more than one processor it is called?
 A. Multi-processor
 C. Multi-tasking
37. A device that provides hardcopy output is called....
 A. Scanner
 C. Keyboard
38. The software that is used to operate the computer system.
 A. Operating System
 C. MS Word
39. DVD stands for....
- D. None of these
 B. Training and development
 D. Recruitment and selection
- B. Service development
 D. None of these
- B. Service development
 D. To right person for the right job
- B. Interdependent
 D. All of the these
- B. Attracting and retaining
 D. None of these
- B. Legal employees
 D. None of them
- B. Marketing
 D. None of these
- B. International HR
 D. None of the above
- B. Superior human management
 D. None of the above
- B. Testing
 D. None of the above
- B. Inducted in an organization
 D. None of these
- B. Finance
 D. None of these
- B. Mouse
 D. Floppy Disk
- B. Point screen
 D. Color screen
- B. Output devices
 D. None of these
- B. Hardcopy
 D. None of these
- B. Single-processor
 D. None of them
- B. Printer
 D. None of these
- B. Application software
 D. MS Excel

- A. Compact Disk
C. Direct versatile
40. The software that helps in work processing task is
A. MS Excel
C. MS Word
41. Is an output device attached to a computer.
A. Keyboard
C. Printer
42. Software required to run a specific device is.....
A. Device driver
C. Taskbar
43. Which of the following is not a component of a computer?
A. Computer table
C. Keyboard
44. Which of the following is a valid measurement unit of computer memory
A. GB
C. KB
45. Two or more computers are connected through
A. Computer network
C. MS Windows
46. The output device that is used to get audio output is.....
A. Mouse
C. Speaker
47. SMEDA stands for
A. Small and Medium Entrepreneurship Development Agency
C. Small and Medium Environment Development Authority
48. B2B ventures are
A. Buyer-to-Consumer
C. Consumer-to-Buyer
49. Which of the following develops or create something new in the first time for welfare of society?
A. Business man
C. Social Worker
50. Starting an entrepreneurial firms require
A. New business idea
C. Financial Resources and Legal Formalities
51. B2C ventures are
A. Buyer-to-business
C. Business-to-Consumer
52. Who creates something for the first time?
A. Inventor
C. Job holder
53. Management comes under the umbrella of
A. Science
C. Both Science and Arts
54. MBA stands for
A. Master in business activity
C. Master of business academia
55. Following distribution strategy extremely limits the number of intermediaries?
A. Industry
C. Service
56. A normally consumer purchases product from
A. Processor
C. Producer
57. The fastest growing segment of retailing during covid 19 is
A. Kiryana store
C. General store
58. Most important marketing decision that a retailer must make is
A. Identification of target market
- B. Digital Video Disk
D. None of these
- B. MS Power Point
D. None of these
- B. Mouse
D. None of these
- B. Scanner
D. Joystick
- B. Mouse
D. None of these
- B. MB
D. All of these
- B. Printer
D. MS Word
- B. Keyboard
D. Printer
- B. Small and Medium Enterprises Development Authority
D. None of the above
- B. Consumer-to-Business
D. Business-to-Business
- B. Inventor
D. Worker
- B. Business Plan
D. All of the above
- B. Consumer-to-Corporate
D. Consumer-to-Community
- B. Business man
D. None of these
- B. Arts
D. None of the above
- B. Master of business administration
D. None of these
- B. Business
D. Exclusive distribution
- B. Retailer
D. None of these
- B. Warehouse stores
D. Online retailing
- B. Promotion

- C. Production
 59. Following is the example of wholesaling
 A. Manufacturers.
 C. Farmers.
60. Marketing communications link brand to which of the following
 A. People
 C. Feelings
61. The marketing mix does not include
 A Price
 C Promotion
62. Which of the following develops or create something new in the first time for welfare of society?
 A Business man
 C Social Worker
63. International finance is an area of
 A. Marketing
 C. Human Resource Management
64. SWOT analysis stands for
 A. Strength, Weakness, Opportunity and Threat
 C. Small, weak
65. The data collected from the published reports is called
 A. Business data
 C. Services data
66. Finance means
 A. Management of products
 C. Management of sports
67. Currency of Pakistan is
 A. Rupees
 C. Yuan
68. Islamic Financing principles are based on
 A. Business
 C. Islamic Sharia
69. The study of Finance is
 A. Accounting + Agriculture
 C. Banking + Agriculture
70. Islamic Finance is strongly----- oriented.
 A. Agriculture
 C. Equity
71. Business activity means
 A. To earn profit
 C. To help people
72. Long term finance is required for
 A. Current assets.
 C. Intangible assets.
73. Net profit is generally computed as
 A. Revenue – expenses
 C. Rent
74. MBA stands for
 A. Master in business activity
 C. Master of business academia
75. Currency of United States of America is
 A. Rupees
 C. Yuan
76. Haraam means:
 A. Permissible
 C. Encouraged
77. Overhead cost is the total of
 A. all indirect costs.
 C. profit
78. Gross Profit is equal to
 A. Net Sales – cost of sales
- D. None of these
 B. Distributors
 D. Retailers
 B. Places
 D. All given options
 B Product
 D Economics
 B Inventor
 D Worker
 B. Finance
 D. Operations Management
 B. Opportunity and Threat
 D. None of the above
 B. Secondary data
 D. None of these
 B. Management of money
 D. Management of markets
 B. Dollars
 D. None of these
 B. Marketing
 D. Management
 B. Accounting + Economics
 D. Agriculture + Botany
 B. Botany
 D. Zoology
 B. To provide social services
 D. None of these
 B. Fixed assets.
 D. None of these.
 B. Wages
 D. None of these
 B. Master of business administration
 D. None of these
 B. Dollars
 D. None of these
 B. Forbidden
 D. Compulsory
 B. Revenue
 D. all specific costs.
 B. Total Cost

- C. Fixed Cost
D. Variable Cost
79. International finance is an area of
A. Marketing
B. Finance
C. Human Resource Management
D. Operations Management
80. When ----- is greater than zero the project should be accepted
A. Cost
B. Fixed cost
C. Net present value
D. Variable cost
81. In the world of human resource, the term HRM stands for
A. Human Resource Management
B. Human Relationship Management
C. Both a and b options
D. None of the above
82. Which one of the following is the starting point for good HRM process?
A. Job analysis
B. Management
C. Marketing
D. None of the above
83. Which of the following process may be used to eliminate or fire the unproductive workers?
A. Hiring
B. Firing
C. Offering job
D. None of these
84. Human resource management emphasizes
A. Development of people
B. Cost
C. Profit
D. None of these
85. Which of the following statement is correct?
A HRM deals with products
B. HRM deals with employee
C HRM deals with machines
D. None of these
86. On job training includes
A Coaching
B. Conference
C Counseling
D. All of these
87. OJT stands for
A. On job training
B. On job work
C. On job business
D. None of these
88. Process of studying, analyzing and collecting information about a job is known as
A. Work
B. Job analysis
C. Service
D. None of these
89. Job description is a statement containing items like
A. Job title and duties assigned on daily basis
B. Information related to machines and tools
C. Information related to technology
D. None of these
90. Which of the following is the systematic, periodic and rating of an employee performance?
A. Performance appraisal
B. product
C. Marketing
D. None of these
91. HRM is concerned with the ----- in the organization.
A Service
B. People
C Product
D. None of these
92. Human Resource Management can be understood as a process of
A Product development
B. Product designing
C Managing people
D. None of these
93. Human Resource Management is an art of
A. Developing business
B. Running business
C. Developing product
D. Managing people
94. Human Resource policy makes employees
A. Train for future positions
B. Making employees a knowledgeable
C. Try to retain the employees
D. All of the these
95. Which of the following is the art and science of managing people?
A. Product development
B. Human resource management
C. Product designing
D. None of these
96. IT stands for.....
A. Theory
B. Information Technology
C. System
D. Internet
97. A Computer is
A. An electronic device
B. Calculator
C. Vehicle
D. None of these
98.is a valid storage device
A. CPU
B. Mouse

- C. Pen drive
99. The operations performed by a computer are.....
 A. Arithmetic operations
 C. Storage
 D. None of these
 B. Logical operations
 D. All of these
100. If a computer has more than one processor it is called?
 A. Uni-processor
 C. One processor
 B. Multi-programming
 D. Multi-processor
101. A device that converts drawings and images into digital form is called.....
 A. Scanner
 C. Keyboard
 B. Mouse
 D. None of these
102. WWW stands for....
 A. World World World
 C. Web World
 B. World Wide Web
 D. Web Web Web
103. CD stands for....
 A. Compact Disk
 C. Clean Disk
 B. Computer
 D. Desk
104. The software that helps in mathematical calculations is...
 A. MS Excel
 C. MS Word
 B. MS Power Point
 D. None of these
105. Is an input device attached to a computer.
 A. Keyboard
 C. Printer
 B. Monitor
 D. None of these
106. Information in computer's read only memory is stored by
- A. Printer
 C. Mouse
 B. Manufacturer
 D. Scanner
107. Internet is short form of
 A. International network
 C. networking
 B. news
 D. None of these
108. is used to play video games.
 A. Joystick
 C. Scanner
 B. Printer
 D. CD
109. The software that is used to make presentations is...
 A. MS Excel
 C. MS Word
 B. MS Power Point
 D. None of these
110. Is a storage device attached to a computer.
 A. Keyboard
 C. Printer
 B. Hard Disk
 D. None of these
111. The set of actual and potential buyers of a product is
 A. Market
 C. Service
 B. Product
 D. Segment
112. The set of tools (four Ps) the firm uses to implement its marketing strategy. It includes product, price, promotion, and place.
 A. Marketing Buzz
 C. Marketing offer
 B. Marketing mix
 D. Marketing program
113. Which of the following refers to divide the markets into customer groups
 A. Target marketing
 C. Market offering
 B. Value proposition
 D. Segmentation
114. Concept of new product development always starts with
- A. Idea generation
 C. Service development
 B. Product development
 D. Test marketing
115. The way which enables consumers to perceive a potential product is
- A. Service
 C. Product image
 B. Test marketing
 D. None of these
116. When business analysis test passes the product or service, it moves into what stage?
 A. Concept development
 C. Service
 B. Product development
 D. None of these
117. BBA stands for
 A Master in activity
 C Bachelor of Commerce
 B Bachelor of Business Administration
 D None of these

118. The fastest growing segment of retailing is
 A. Metro store
 B. Warehouse stores
 C. Business development
 D. Online retailing
119. Following is the example of wholesaling
 A. Manufacturers.
 B. Distributors
 C. Farmers.
 D. Retailers
120. Following is the example of retailing
 A. Manufacturers.
 B. Distributors
 C. Farmers.
 D. Utility store
121. CSR stands for
 A. Corporate social responsibility
 B. Car service rent
 C. Computer service
 D. None of these
122. Need shaped by culture and individual personality backed by buying power would be classified as
 A. Service
 B. Product
 C. Demand
 D. None of these
123. Partnership business is registered under
 A. Partnership act
 B. Company ordinance
 C. Taxation ordinance
 D. None of these
124. Following distribution strategy extremely limits the number of intermediaries?
 A. Industry
 B. Business
 C. Service
 D. Exclusive distribution
125. The act of obtaining a desired object from someone by offering something in return is
 A. Exchange
 B. Product
 C. Service
 D. None of these
126. Following is used to direct and coordinate the marketing effort and is created at the strategic and tactical level
 A. Product testing
 B. Service testing
 C. Marketing Plan
 D. None of these
127. Already collected data can be used for a research which is called
 A. Secondary Data
 B. Interview
 C. Questionnaire
 D. None of these
128. Customer satisfaction for successful businesses is a
 A. Goal
 B. Management
 C. Both A & B
 D. Placement
129. The marketing mix does not include
 A. Price
 B. Product
 C. Promotion
 D. Economics
130. The data collected from the published reports is called
 A. Business data
 A. Secondary data
 C. Services data
 C. None of these
131. The study of management of money is called.....
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 B. Finance
 C. Marketing
 D. HRM
132. Currency of Pakistan is
 A. Pound
 B. Dollars
 C. Yuan
 D. Rupee
133. Islamic Financing principles are based on
 A. Business
 B. Marketing
 C. Islamic Sharia
 D. Management
134. A person having bank account is called----
 A. Account holder
 B. Banker
 C. Shareholder
 D. None of these
135. Central Bank of Pakistan is
 A. Commercial bank
 B. Saving bank
 C. State bank of Pakistan
 D. All of these
136. Two persons are doing business together, is called ----
 A. Sole proprietor
 B. Partnership
 C. Worker
 D. None of these
137. ----- is a place where shares are traded
 A. Worker
 B. Partnership

- C. Joint stock company
D. None of these
138. Profit generally is computed
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B. Wages
C. Rent
D. None of these
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A. Cash deposit
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B. Finance
C. Human Resource Management
D. Operations Management
145. Share means
A. Partial ownership
B. worker
C. Bonus
D. Profit
146. Which of the following is the art and science of people?
A. Market legislation
B. Human resource management
C. Product legislation
D. None of these
147. Human Resource policy makes employees
A. Train for future positions
B. Making employees a knowledgeable
C. Try to retain the employees
D. All of the these
148. Human Resource Management is an art of
A. Preparation of a task
B. Coordinating middle management
C. Helping top management
D. Managing people
149. Human Resource Management can be understood as a process of
A. Processing
B. Developing
C. Maintaining people
D. None of these
150. HRM is concerned with the ----- in the organization.
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B. People
C. Service
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151. Which of the following is the systematic, periodic and rating of an employee performance?
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B. Hiring
C. Firing
D. None of these
152. Job description is a statement containing items like
A. Job title and duties assigned on daily basis
B. Product information
C. Service information
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B. Inducted in an organization
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B. Product testing
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156. SHRM stands for
A. Strategic human resource management
B. Superior resource management
C. Sustainable resource management
D. None of the above
157. International human resource management is the domain
A. Public policy
B. International HR

- C Operations management
158. The study of management of employees is called
 A Management
 C Human Resource Management
 D. None of the above
 B. Marketing
 D. None of these
159. Which of the following can be promoted for the top level job?
 A. Potential employees
 C. Partner
 B. Bad worker
 D. None of these
160. Human Resource Management is
 A. Interrelated
 C. Interacting
 B. Interdependent
 D. All of the these
161. Full form of CPU?
 A. Computer Unit
 C. Computer processing
 B. Central Processing Unit
 D. None of these
162. Which of the following are physical devices of a computer?
 A. Hardware
 C. Package
 B. Software
 D. Application Software
163. Which of the following devices provide the communication between computer and the outside world?
 A. Storage
 C. I/O (Input/Output)
 B. Utilities
 D. None of these
164. The reason for the modern cheaper computers:
 A. Microprocessors
 C. PDAs
 B. Main frame
 D. None of these
165. If a computer has more than one processor it is called?
 A. Single-processor
 C. Multi-tasking
 B. Multi-programming
 D. Multi-processor
166. A device that provides hardcopy output is called.....
 A. Scanner
 C. Printer
 B. Mouse
 D. None of these
167. The program that disturbs the normal operation of a computer is
 A. Virus
 C. MS Word
 B. Operating system
 D. MS Excel
168. Google is a.....
 A. Search Engine
 C. Direct versatile disk
 B. Hardware
 D. All of these
169. Two or more computers connected within the same building:
 A. Wide area network
 C. Internet
 B. Local area network
 D. None of these
170. Junk e-mail is also called:
 A. Spoof
 C. Spam
 B. Spoon
 D. None of them
171. RAM stands for:
 A. Real Access
 C. Read Access
 B. Random Access Memory
 D. All of these
172. Which of the following is not a component of a computer?
 A. Hand Blender
 C. Keyboard
 B. Printer
 D. All of these
173. Which of the following is not a valid measurement unit of computer memory
 A. GB
 C. KB
 B. MB
 D. KK
174. The input device that is used to capture images/video input:
 A. Web Cam
 C. MS Windows
 B. Printer
 D. Mouse
175. A computer consists of ...
 A. CPU
 C. Motherboard
 B. Hard disk
 D. All of these
176. Companies are registered under
 A. Companies ordinance
 C. Partnership act
 B. Pakistan penal code
 D. Constitution of Pakistan
177. MBA stands for

- A. Master in activity
C. Master of academia
178. Following distribution strategy extremely limits the number of intermediaries?
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C. Service
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A. Identification of target market
C. Production
182. Following is the example of wholesaling
A. Manufacturers.
C. Farmers.
183. Marketing communications link brand to which of the following
A. People
C. Feelings
184. Following option does not depict as a function in communication process
A. Noise
C. Decoding
185. In order to develop effective marketing communication first step is
A. Message
C. Target audience identification
186. A pharmaceutical sale representative meeting a doctor to sell his medicine is which of following communication channel
A. Advocate
C. Informal
187. Newspapers, magazines, and direct mail are all examples of which of the following types of media?
A. Computer
C. Print media
188. The marketing mix does not include
A. Price
C. Promotion
189. Customer satisfaction for successful businesses is a
A. Goal
C. Both A & B
190. SMEDA stands for
A. Small and Medium Entrepreneurship
C. Small and Medium Environment
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A. Buyer-to-business
C. Business-to-Consumer
195. SWOT analysis stands for
A. Strength, Weakness, Opportunity and Threat
C. Small, weak
196. IT stands for.....
A. Information Theory
- B. Master of business administration
D. None of these
- B. Business
D. Exclusive distribution
- B. Retailer
D. None of these
- B. Warehouse stores
D. Online retailing
- B. Promotion
D. None of these
- B. Distributors
D. Retailers
- B. Places
D. All given options
- B. Encoding
D. Feedback
- B. Budget
D. Channel
- B. Personal
D. Advertising
- B. Printer
D. None of these
- B. Product
D. Economics
- B. Management
D. Placement
- B. Small and Medium Enterprises Development Authority
D. None of the above
- B. Consumer-to-Business
D. Business-to-Business
- B. Inventor
D. Worker
- B. Business Plan
D. All of the above
- B. Consumer-to-Corporate
D. Consumer-to-Community
- B. Opportunity and Threat
D. None of the above
- B. Information Technology

- C. Information System
 197. In Computer Science IS stands for
 A. Information System
 C. Internet Sending
- D. Internet Theory
 B. Information Selection
 D. None of these
198.is a storage device
 A. CPU
 C. DVD
- B. Mouse
 D. None of these
199. The operations performed by a are arithmetic and logical
 A. Computer
 C. DVD
- B. CD
 D. All of these
200. If a computer has more than one it is called multi-processor?
 A. Processor
 C. Keyboard
- B. Hard disk
 D. Mouse
201. Which of the following stores more data than a DVD?
 A. CD
 C. Green Ray Disk
- B. Blue Ray Disk
 D. None of these
202. Eight bits make up a
 A. 10 Bytes
 C. Megabyte
- B. Kilobyte
 D. Byte
203. Which one is the result of the output given by a computer:
 A. Data
 C. Information
- B. Command
 D. Instruction
204. is the storage area of the email account.
 A. Mailbox
 C. Internet
- B. Hyperlink
 D. All of these
205. A feature of MS Office that enable it to save a document automatically after an interval is called.....
 A. Auto Save
 C. Save
- B. Save As
 D. None of these
206. Which feature is used to change all selected text to Capital or Small letters?
 A. Change Letter
 C. Change Capital
- B. Change Case
 D. Change Word
207. Which application program is used to create audio/visual presentations?
 A. MS PowerPoint
 C. MS Excel
- B. MS Word
 D. MS Access
208. Which application program is used to deal with numeric data?
 A. MS PowerPoint
 C. MS Excel
- B. MS PowerPoint
 D. MS Excel
209. Which application program is used to create deal with text data?
 A. MS PowerPoint
 C. MS Excel
- B. MS Word
 D. MS Access
210. Which application program is used to create and handle databases?
 A. MS PowerPoint
 C. MS Excel
- B. MS Word
 D. MS Access
211. By default Footers are printed on
 A. First page
 C. All Pages
- B. Last Page
 D. None of these
212. Which shortcut key is used to Paste some text already copied?
 A. Ctrl + V
 C. Ctrl + C
- B. Ctrl + X
 D. Ctrl + A
213. Which shortcut key is used to Copy some text?
 A. Ctrl + V
 C. Ctrl + C
- B. Ctrl + X
 D. Ctrl + A
214. Which shortcut key is used to Cut some text?
 A. Ctrl + V
- B. Ctrl + X

- C. Ctrl + C
D. Ctrl + A
215. Which shortcut key is used to Copy all the text from a document?
A. Ctrl + V
B. Ctrl + X
C. Ctrl + C
D. Ctrl + A
216. A device that acts as pointing input device is:
A. Scanner
B. Track ball
C. Printer
D. None of these
217. The program that disturbs the normal operation of a computer is
A. Virus
B. Operating system
C. MS Word
D. MS Excel
218. Google is a.....
A. Hardware
B. Software
C. Data sorter
D. All of these
219. Two or more computers connected within the same room:
A. Wide area network
B. Local area network
C. Internet
D. None of these
220. Junk e-mail :
A. Saved forever
B. Automatically deleted after some time
C. Can never be read
D. None of these
221. ROM stands for:
A. Real Only Memory
B. Random Only Memory
C. Read Only Memory
D. All of these
222. Which of the following is a software name?
A. MS Word
B. MS Power Point
C. MS Access
D. All of these
223. Which of the following is not a valid measurement unit of computer memory
A. GB
B. MB
C. KB
D. SB
224. The input device that is used to convert images from paper to digital form:
A. Scanner
B. Printer
C. MS Windows
D. Mouse
225. A computer consists of ...
A. System Unit
B. RAM
C. Motherboard
D. All of these
226. The basic operations performed by a computer are....
A. Logical Operations
B. Arithmetic Operations
C. Storage
D. All of these
227. Touch screen
A. Recognizes touch input
B. Provides Hardcopy
C. Scans Images
D. None of these
228. The devices through which information is presented to users after processing in a computer are.....
A. CPU
B. Output devices
C. Input devices
D. None of these
229. The output generated by a printer is called....
A. Softcopy
B. Hardcopy
C. Original copy
D. All of these
230. Data is stored in a computer in form.
A. Decimal
B. Hexa-decimal
C. Binary
D. Octal
231. What is Microsoft Windows?
A. Operating System
B. Device driver
C. Application Software
D. None of these
232. In order to use Internet on our computer we need
A. Modem
B. Printer

- C. Scanner
 233. CDR stands for....
 A. Clear Disk Readable
 C. Direct versatile disk
234.is a search engine.
 A. MS Excel
 C. Google
235. is an input device attached to a computer.
 A. Keyboard
 C. Printer
236. Software required to make presentations is....
 A. Device driver
 C. Taskbar
237. Which of the following is a component of a computer?
 A. Water motor
 C. Keyboard
238. Which of the following is a valid measurement unit of computer memory
 A. GG
 C. KB
239. A computer network that covers a limited area usually a building is called....
 A. Local Area Network
 C. Internet
240. The input device that is used to enter text data in a computer is.....
 A. Mouse
 C. Speaker
241. To bold the text in MS Word:
 A. Ctrl + B
 C. Shift + A
242. Binary codes used in computer science are made up of following two numbers.
 A. 0 and 1
 C. 2 and 3
243. To make your text *Italic* in MS Word is used.
 A. Shift + B
 C. Alt + B
244. Which of the following is a unit to measure computer storage?
 A. Memory
 C. Byte
245. Internet is a network that
 A. Covers computers within a city
 C. Connects devices only within a building
246. In the world of human resource, the term HRM stands for
 A. Human Resource Management
 C. Both a and b options
247. Which one of the following is the starting point for good HRM process?
 A. Job analysis
 C. Job specification
248. Which of the following process may be used to eliminate or fire the unproductive workers during period of falling businesses?
 A. Recruitment
 C. Rightsizing
249. Human resource management emphasis
 A. Development of people
 C. Adoption of people
250. Which of the following statement is correct?
 D. MS Excel
 B. Digital Video Disk Readable
 D. Compact Disk Recordable
 B. Windows
 D. None of these
 B. Speaker
 D. None of these
 B. MS PowerPoint
 D. Joystick
 B. Hand blender
 D. None of these
 B. BM
 D. None of these
 B. Wide Area Network
 D. All of these
 B. Keyboard
 D. Printer
 B. Alt + B
 D. Alt + A
 B. 3 and 5
 D. None of these
 B. Ctrl + I
 D. None of these
 B. Kg
 D. Bus
 B. Connects computers around the globe
 D. None of these
 B. Human Relationship Management
 D. None of the above
 B. Job description
 D. None of the above
 B. Downsizing
 D. All of the above
 B. Punishment of people
 D. None of these

- A HRM is a function to deal products
 B. Under HRM employee is treated as resource
- C HRM is the management of machines
 D. HRM lacks the organization to achieve its goals
251. On the job training includes
 A Coaching
 C Counseling
 B. Conference
 D. All of these
252. OJT stands for
 A. On the job training
 C. On the job technology
 B. On the job technique
 D. None of these
253. Process of studying, analyzing and collecting information about a job is known as
 A. Job design
 C. Job creation
 B. Job analysis
 D. None of these
254. Job description is a statement containing items like
 A. Job title and duties assigned on daily basis
 C. Information related to materials and working conditions
 B. Information related to machines and tools
 D. None of these
255. Which of the following is the systematic, periodic and rating of an employee performance?
 A. Performance appraisal
 C. Training and Development
 B. Compensation and motivation
 D. None of these
256. HRM is concerned with the ----- in the organization.
 A Company
 C Industry
 B. People
 D. Society
257. Human Resource Management can be understood as a process of
 A Processing
 C Maintaining people
 B. Developing
 D. None of these
258. Human Resource Management is an art of
 A. Preparation of a task
 C. Helping top management
 B. Coordinating middle management
 D. Managing people
259. Human Resource policy makes employees
 A. Train for future positions
 C. Try to retain the employees
 B. Making employees a knowledgeable
 D. All of the these
260. Which of the following is the art and science?
 A. Labor legislation
 C. Allotment of right job to right one
 B. Human resource management
 D. None of these
261. The study of management of employee is called.....
 A. Management
 C. Marketing
 B. Finance
 D. HRM
262. The scope of the HRM start from the
 A. Manpower needs
 C. Social needs
 B. Industry welfare
 D. None of these
263. Which of the following influence the intellectual capital of the organization?
 A. Technological conditions
 C. Political conditions
 B. Social conditions
 D. Employees conditions
264. Human Resource Management is the process of
 A. Recruitment and selection
 C. Workforce utilization
 B. Analyzing the skills
 D. None of these
265. Management in HRM refers to
 A. Labor unions
 C. Top management
 B. Proper and maximum utilization of resources
 D. None of these
266. Which of the following is not a function normally performed by the HR department?
 A Employee relation
 C Accounting
 B. Training and development
 D. Recruitment and selection

267. The role of HR director is
- A Solving the disputes
 - B. Managing employees
 - C Decision Making and Better Administration
 - D. Training and development
268. The perspective for the need of HR is
- A. Select the legal employee
 - B. Promote the skill employee
 - C. Distinguishing the features of employees
 - D. To right person for the right job
269. Human Resource Management is
- A. Interrelated
 - B. Interdependent
 - C. Interacting
 - D. All of the these
270. Which of the following is the big problem for every organization?
- A. Recruiting and selecting
 - B. Attracting and retaining
 - C. Performance appraisal
 - D. Promotion and transfer
271. Which of the following can be promoted for the top level job?
- A. Potential employees
 - B. Legal employees
 - C. Skilled employees
 - D. Trained employees
272. The study of management of employees is called
- A Management
 - B. Marketing
 - C Human Resource Management
 - D. None of these
273. International human resource management is the domain
- A Public policy
 - B. International HR
 - C Operations management
 - D. None of the above
274. SHRM stands for
- A. Strategic human resource management
 - B. Superior human resource management
 - C. Sustainable human resource management
 - D. None of the above
275. In the domain of HR, the T and D stands for
- A Training and development
 - B. Testing and Development
 - C. Both a and b options
 - D. None of the above
276. Exit interview is conducted when employee
- A. Leave the organization
 - B. Inducted in an organization
 - C. Promote in the organization
 - D. None of these
277. HRM is the function of
- A. Management
 - B. Finance
 - C. Marketing
 - D. None of these
278. In HRM, the abbreviated form of H and R mean
- A. Human Resource
 - B. Human Reserve
 - C. Both A and B options
 - D. None of these
279. Recruitment and Selection is an important element of
- A. Management
 - B. Finance
 - C. Marketing
 - D. Human Resource Management
280. Which of the following is not monetary benefit?
- A Pension
 - B. Bonus
 - C Salary
 - D. Certificates
281. The rate today for exchanging one currency for another for immediate delivery on the spot.
- A. Forward Exchange Rate
 - B. Future Exchange Rate
 - C. Spot Exchange Rate
 - D. None of Above
282. The combination of two or more companies in which one firm survives as a legal entity.
- A. Merger
 - B. Partnership
 - C. Synergy
 - D. None of Above
283. Islamic Financing principles are based on
- A. Capitalism
 - B. Socialism
 - C. Islamic Sharia
 - D. Communism
284. Portfolio Management is the domain of
- A. International Business Management
 - B. Insurance Management
 - C. Banking
 - D. Investment Management

285. Finance is the sum study of
 A. Accounting + Banking
 C. Banking + Economics
 B. Accounting + Economics
 D. Financial Accounting + Cost Accounting
286. Working Capital Management does not include
 A. Capital Structure
 C. Current Asset
 B. Liquidity Management
 D. Current Liabilities.
287. In _____ approach, the capital structure decision is relevant to the valuation of the firm.
 A. Net income
 C. Traditional
 B. Net operating income
 D. Miller and Modigliani
288. When _____ is greater than zero the project should be accepted.
 A. Internal rate of return
 C. Net present value
 B. Profitability index
 D. Modified internal rate of return
289. _____ is defined as the length of time required to recover the initial cash outlay.
 A. Payback-period
 C. Discounted payback-period
 B. Inventory conversion period
 D. Budget period
290. Which of the following is NOT a cash outflow for the firm?
 A. depreciation.
 C. interest payments.
 B. dividends.
 D. taxes.
291. Islamic Finance is strongly _____ oriented.
 A. profit
 C. equity
 B. money
 D. interest
292. Long term finance is required for _____.
 A. Current assets.
 C. Intangible assets.
 B. Fixed assets.
 D. None of these.
293. Which of the following is the first step in capital budgeting process?
 A. Final approval.
 C. Implementing proposal.
 B. Screening the proposal.
 D. Identification of investment proposal.
294. The risk averse prefers debt instruments, while the risk seekers go for _____.
 A. Equity investments.
 C. Debt investments.
 B. Preference investments.
 D. None of these.
295. Which of the following explains Ijmah:
 A. word of Quran
 C. Consensus of scholars
 B. application of recognize rule of shariah
 D. Hadith
296. Takaful” is basically a Shariah-compliant
 A. loan
 C. investment
 B. insurance
 D. ownership
297. The term Riba literally means
 A. Any speculation
 C. Any profit
 B. Any excess
 D. Any wealth
298. Haraam means:
 A. permissible
 C. not encouraged
 B. forbidden
 D. compulsory
299. Overhead cost is the total of _____.
 A. all indirect costs.
 C. indirect and direct costs.
 B. all direct costs.
 D. all specific costs.
300. Gross Profit is equal to
 A. Net Sales – Operating cost
 C. Net Sales – Fixed Cost
 B. Net Sales – Cost of Goods Sold
 D. Net Sales – Variable Cost
301. International finance is an area of
 A. Marketing
 C. Human Resource Management
 B. Finance
 D. Operations Management
302. Short term finance is required for _____.
 A. Current assets.
 C. Intangible assets.
 B. Fixed assets.
 D. None of these.

303. Profit generally is computed
 A. Revenue – expenses
 C. Rent
 B. Wages
 D. None of these
304. An investment is said to be “risky” because
 A. It is dangerous
 C. Its return are uncertain
 B. It has low returns
 D. Its raw material is unavailable
305. Which from the following is NOT an example of intangible assets?
 A. Trade marks
 C. Buildings
 B. Patents
 D. Technical expertise
306. The sale of financial assets is also referred to as the
 A. Capital decision
 C. Financing decision
 B. CFO decision
 D. Investment decision
307. The construction of new manufacturing plant is also referred to as the
 A. Capital decision
 C. Financing decision
 B. CFO decision
 D. Investment decision
308. _____ is concerned with the duties of the financial managers in the business firm.
 A. Financial Management
 C. Personnel Management
 B. Accounting Management
 D. Merger
309. The financial management function has become _____ and complex.
 A. Less demanding
 C. Less important
 B. More demanding
 D. Outdated
310. The _____ approach of financial management provides analytical framework for financial problems.
 A. Classical
 C. Modern
 B. Traditional
 D. Empirical
311. The _____ approach of financial management fully ignores the internal decision-making.
 A. Classical
 C. Modern
 B. Traditional
 D. Empirical
312. The full form of GST is _____
 A. Good & Simple Tax
 C. Goods & Services Tax
 B. Goods & Sales Tax
 D. Goods & Salary Tax
313. For maximizing the profit, production is to be _____.
 A. Minimized
 C. Maximized
 B. Ignore
 D. Downsized
314. The concept of Financial management is mainly related to _____.
 A. arrangement of funds for the company
 C. profit maximization for the organization
 B. procurement & utilization of funds for company operations
 D. accounting of profit and loss on yearly basis
315. Bank of Banks is called
 A. Commercial bank
 C. State bank of Pakistan
 B. Saving bank
 D. All of these
316. Factors of production
 A. Land
 C. Capital
 B. Labor
 D. All of these
317. Companies gave ----- to shareholder after fiscal year
 A. Installment
 C. Dividend
 B. Income statement
 D. All of these
318. The study of management of money is called.....
 A. Management
 C. Marketing
 B. Finance
 D. HRM
319. Share means
 A. Partial ownership
 C. Bonus
 B. ownership
 D. Profit

320. ----- is a place where shares are traded
 A. Sole proprietor
 B. Partnership
 C. Joint stock company
 D. Business
321. The main function of a bank-----
 A. Cash deposit
 B. Loans
 C. A & B
 D. None of these
322. A person having bank account is called----
 A. Account holder
 B. Banker
 C. Shareholder
 D. None of these
323. How many rupees need to get one dollar is called.....
 A. Interest rate
 B. Profit
 C. Return
 D. Exchange rate
324. Financial decisions are about ----
 A. Investment
 B. Finance
 C. Dividend
 D. All of these
325. Long term finance is required for _____.
 A. Current assets.
 B. Fixed assets.
 C. Intangible assets.
 D. None of these.
326. Overhead cost is the total of _____.
 A. all indirect costs.
 B. all direct costs.
 C. indirect and direct costs.
 D. all specific costs.
327. Having some overall goal in mind, financial management is concerned with:
 A. Acquisition of assets
 B. Financing of assets
 C. Management of assets
 D. All of these
328. Annual cash dividends divided by annual earnings; or alternatively, dividends per share divided by earning per share is termed as:
 A. Earning per share ratio
 B. Proposed dividend ratio
 C. Dividend payout ratio
 D. Expected dividend ratio
329. An individual authorized by another person, called the principle, to act on the latter's on behalf is known as an/a:
 A. Agent
 B. Servant
 C. Subordinate
 D. Assistant
330. Corporate governance encompasses the relationship among a company's:
 A. Shareholders and board of director
 B. Board of directors and senior management
 C. Shareholders and senior management
 D. Shareholders, board of directors and senior management
331. The sets of mutually dependent organizations involved in the process of making a product available for consumption is called
 A. Marketing channels
 B. Retailer
 C. Wholesalers
 D. Distributors
332. Which of the following is not true for marketing channels?
 A. Establishes over time
 B. Cannot be altered easily
 C. Functions can be changed easily
 D. Those show organizational commitment
333. Zero-level channel depicts
 A. Backward channel
 B. Direct marketing channel
 C. One intermediary between producer and consumer
 D. Selective distribution
334. The channel that delays with product return is called
 A. Zero-level channel
 B. One-level channel
 C. Reverse-flow channel
 D. Two-level channel
335. Following distribution strategy extremely limits the number of intermediaries?
 A. Selective distribution
 B. Mass distribution
 C. Intensive distribution
 D. Exclusive distribution
336. The distribution strategy uses few the number of intermediaries?
 A. Exclusive distribution
 B. Intensive distribution
 C. Selective distribution
 D. Fragmented distribution

337. The channel conflict between wholesalers and producer is called
 A. Horizontal conflict
 B. Vertical conflict
 C. single channel conflict
 D. Direct channel conflict
338. The channel conflict between two retailer is called
 A. Horizontal conflict
 B. Vertical conflict
 C. Multichannel conflict
 D. Single channel conflict
339. Following is not a way to manage channel conflicts
 A. Cooptation
 B. Mediation
 C. Arbitration
 D. Diplomacy
340. The retailing concept explains the emergence of new retailers is called
 A. Wheel of retailing
 B. Product life cycle
 C. Service assortment
 D. Service recovery
341. The retailers carrying more shopping goods of which customers need more information?
 A. Limited service
 B. Self-selection
 C. Automated service
 D. Full service
342. The salespeople in retailing ready to assist customers in locating comparing and selecting the product
 A. Self-service
 B. Automated service
 C. Full service
 D. Limited service
343. The fastest growing segment of retailing is
 A. Chain store retailing
 B. Warehouse stores
 C. Hypermarkets
 D. Online retailing
344. Buying the right from an established organization to use a process and a system to sells the product
 A. Wholesaling
 B. Frenching
 C. Corporate chains store
 D. Retailing
345. Wholesaler sponsored retailers who are engaged in bulk buying and common warehousing is called
 A. Consumer cooperative
 B. Retailing franchise
 C. Voluntary chain
 D. Retailer cooperative
346. A strategy in which marketer use successful brand name to launch new products in a new category is
 A. Product line
 B. Brand symbol
 C. Line extension
 D. Brand extension
347. In competition between national and private brands, retailers have the advantages of controlling
 A. What products will be stocked
 B. What price will be charged
 C. Where products will be stocked
 D. All of them
348. Which one is not the desired quality of brand name?
 A. It should be distinctive
 B. It should be long word to get attention
 C. It should be easy to pronounce
 D. It should be easy to recognize
349. Total financial value of a brand is calculated by process.
 A. differentiation
 B. Equity
 C. Valuation
 D. Image
350. Which one is the major enduring asset of a company?
 A. Specialty products
 B. Staples
 C. Convenience products
 D. Brands
351. Concept of new product development always starts with
 A. Idea generation
 B. Idea development
 C. Idea screening
 D. Test marketing
352. The way which enables consumers to perceive a potential product is
 A. Product idea
 B. Product test
 C. Product image
 D. Product concept
353. When business analysis test passes the product or service, it moves into what stage?
 A. Concept development
 B. Product development
 C. Product proposal
 D. Strategy development
354. Test marketing costs are always high, but sometimes small in comparison with
 A. Management's acceptance
 B. Research and development costs
 C. Costs of major mistake
 D. Stockholder;s confidence
355. Which stage focuses on finding new ways to solve customer problems?
 A. Customer centered new product development
 B. New product development
 C. Team based new product development
 D. Sequential product development

374. In which process of perception people tend to remember (forget) information that supports (differs) their attitudes and beliefs
- A. Selective Attention
B. Selective Retention
C. Selective Distortion
D. Subliminal Perception
375. A purchase decision that requires thorough research such as a new product in business buying is known as
- A. Straight Rebuy
B. Modified rebuy
C. New Task
D. New buy
376. The following variables except are used to segment markets in consumer and business markets.
- A. Purchasing approaches
B. Brand personalities
C. Personal characteristics
D. Situational factors
377. An approach in which target stores ignore market segment differences and target the whole market with one offer is called.
- A. Undifferentiated marketing
B. Target marketing
C. Concentrated marketing
D. micromarketing
378. Firm's greater knowledge of customer's needs and special reputation is successful element for
- A. Telemarketing
B. Niche marketing
C. Online marketing
D. Direct marketing
379. The following is the best example of narrowest marketing strategy.
- A. Undifferentiated marketing
B. Mass marketing
C. Local marketing
D. Differentiated marketing
380. It is not socially acceptable that marketing of adult products spills over into the segment.
- A. Animal
B. Minority
C. Senior
D. Child
381. Which of the following monitor compensation, benefits, staffing, affirmative action, employee relations, health and safety, and training/development functions in the company?
- A. HR assistant
B. HR staff
C. Admin officer
D. HR Director
382. Which of the following process may be used to eliminate unproductive workers during period of falling businesses?
- A. Recruitment
B. Downsizing
C. Rightsizing
D. All of the above
383. The person who brings resources for new business is called
- A. Inventor
B. Entrepreneur
C. Moderator
D. None of the above
384. The ability of an organization to consistently meet its promises to customer in delivering error free products is called
- A. Customer satisfaction
B. Quality
C. Flexibility
D. Order fulfillment
385. An overall plan for guiding a retail firm is called
- A. Strategic management
B. Business strategy
C. Retail strategy
D. All of the above
386. The process of initiating a business ventures along associated risks is called
- A. Mentorship
B. Incorporation of business
C. Innovation
D. Entrepreneurship
387. Which of the following monitor compensation, benefits, staffing, affirmative action, employee relations, health and safety, and training/development functions in the company?
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A. Mentorship
C. Innovation
- B. Incorporation of business
D. Entrepreneurship
393. It involves reorganizing company by rearranging its upper management with right person with right tasks
A. Downsizing
C. Both a and b options
- B. Rightsizing
D. None of the above
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395. Which one of the following is the starting point for good HRM process?
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C. Job specification
- B. Job description
D. None of the above

Question	Answer	Question	Answer	Question	Answer	Question	Answer	Question	Answer
1	B	47	B	93	D	139	C	185	C
2	A	48	D	94	D	140	D	186	B
3	C	49	B	95	B	141	B	187	C
4	A	50	D	96	B	142	A	188	D
5	C	51	C	97	A	143	D	189	B
6	D	52	A	98	C	144	B	190	B
7	A	53	C	99	D	145	A	191	D
8	A	54	B	100	D	146	B	192	B
9	C	55	D	101	A	147	D	193	D
10	D	56	B	102	B	148	D	194	C
11	B	57	D	103	A	149	C	195	A
12	A	58	A	104	A	150	B	196	B
13	D	59	B	105	A	151	A	197	A
14	B	60	D	106	B	152	A	198	C
15	A	61	D	107	A	153	A	199	A
16	A	62	B	108	A	154	A	200	A
17	D	63	B	109	B	155	A	201	B
18	A	64	A	110	B	156	A	202	D
19	B	65	B	111	A	157	B	203	C
20	C	66	B	112	B	158	C	204	A
21	C	67	A	113	D	159	A	205	A
22	D	68	C	114	A	160	D	206	B
23	D	69	B	115	C	161	B	207	A
24	B	70	C	116	B	162	A	208	C
25	A	71	A	117	B	163	C	209	B
26	C	72	B	118	D	164	A	210	D
27	B	73	A	119	B	165	D	211	C
28	A	74	B	120	D	166	C	212	A
29	A	75	B	121	A	167	A	213	C
30	A	76	B	122	C	168	A	214	B
31	A	77	A	123	A	169	B	215	D
32	A	78	B	124	D	170	C	216	B
33	A	79	B	125	A	171	B	217	A
34	C	80	C	126	C	172	A	218	B
35	A	81	A	127	A	173	D	219	B
36	A	82	A	128	B	174	A	220	B
37	B	83	B	129	D	175	D	221	C
38	A	84	A	130	B	176	A	222	D
39	B	85	B	131	B	177	B	223	D
40	C	86	D	132	D	178	D	224	A
41	C	87	A	133	C	179	B	225	D
42	A	88	B	134	A	180	D	226	D
43	A	89	A	135	C	181	A	227	A
44	D	90	A	136	A	182	B	228	B
45	A	91	B	137	C	183	D	229	B
46	C	92	C	138	A	184	A	230	C

Question	Answer	Question	Answer	Question	Answer	Question	Answer
231	A	277	A	323	D	369	D
232	A	278	A	324	D	370	C
233	D	279	D	325	B	371	B
234	C	280	D	326	A	372	D
235	A	281	C	327	D	373	A
236	B	282	A	328	C	374	B
237	C	283	C	329	A	375	C
238	C	284	D	330	D	376	B
239	A	285	B	331	A	377	A
240	B	286	A	332	C	378	B
241	A	287	A	333	B	379	C
242	A	288	C	334	C	380	D
243	B	289	A	335	D	381	D
244	C	290	A	336	C	382	B
245	B	291	C	337	B	383	B
246	A	292	B	338	A	384	B
247	A	293	D	339	B	385	C
248	B	294	A	340	A	386	D
249	A	295	C	341	A	387	D
250	B	296	B	342	C	388	B
251	D	297	B	343	D	389	B
252	A	298	B	344	B	390	B
253	B	299	A	345	C	391	C
254	A	300	B	346	D	392	D
255	A	301	B	347	D	393	B
256	B	302	A	348	B	394	D
257	C	303	A	349	C	395	A
258	D	304	C	350	D		
259	D	305	B	351	A		
260	B	306	C	352	C		
261	D	307	D	353	B		
262	A	308	A	354	C		
263	D	309	B	355	A		
264	A	310	C	356	B		
265	B	311	B	357	A		
266	C	312	C	358	C		
267	C	313	C	359	D		
268	D	314	B	360	C		
269	D	315	C	361	D		
270	B	316	D	362	A		
271	A	317	C	363	C		
272	C	318	B	364	A		
273	B	319	A	365	B		
274	A	320	C	366	B		
275	A	321	C	367	A		
276	A	322	A	368	A		