

**University of the Punjab Gujranwala Campus**  
**SAMPLE QUESTIONS**  
**Entry Test: M. Com1.5 years (Hons.) /M.Phil 2018**

**\*\*\*\*\*Bring your original CNIC in the Entry Test**

These questions and content may or may not be representative of questions you may see in the entrance test. **They are meant for the help of the candidates and in no way are a full representative of level of difficulty or exact type of questions or number of questions that will be given in the entrance test.** The test will contain MCQs of 4 different categories as given below. **The test will be of 50 Marks, its duration will be 60 minutes and total number of questions will be 50.**

For the convenience of the candidates, the answers to the MCQs are given in bold. On the test day, candidates will be required to fill an appropriate circle on an answer sheet depending on the correct answer. Calculators and Mobile Phone are strictly not allowed. A specimen of answer sheet can be found with this sample test. **Candidate is required to bring his/her own stationary ( black/blue ball pen) for the test**

**English Language Skills including verbal ability**

1. Maria forced herself to eat every piece on her plate; although she found the food practically\_\_\_\_\_

- (a) **Inedible**
- (b) Spicy
- (c) Delicious
- (d) Nourishing
- (e) Salty

Read it and answer the following question (You may be asked to answer several questions from a bit longer passage):

Research studies indicate that successful new product development has an influence on the stock market price of the company. That is, the more successful the new product turns out to be, the higher will be the stock market price of that firm. The degree of perceived success of the new product developed will explain the variance in the stock market price of the company.

2. The independent variable in the above discussed paragraph is.....

- (a) Stock Market Price
- (b) **New Product Success**
- (c) Both a & b
- (d) None of above

**General Knowledge (Business, Commerce and Current Affairs)**

3-How many Muslims participated in Jang-e Badar ?

- (a) 213
- (b) 1000
- (c) **313**
- (d) 124000
- (e) None of the above

4. The International financial statistics is a compilation of financial data issued by

- (a) The World Bank
- (b) IMF**
- (c) New York Stock Exchange
- (d) WTO
- (e) UNO

5- Pakistan won the world cup of cricket in year

- (a) 1988
- (b) 1992**
- (c) 1998
- (d) 2012
- (e) 2014

**Commerce (Accounting, Economics, Finance, Marketing, Management, Business Research)**

6. Which of the following does not appear in Balance sheet?

- (a) Plant
- (b) Cash
- (c) Patents
- (d) Rent expenses**
- (e) prepaid insurance

7. Current ratio is calculated to evaluate \_\_\_\_\_ of business

- (a) Liquidity**
- (b) Activity
- (c) Profitability
- (d) Solvency
- (e) None of the above

8 Rent of jet used for executives is

- (a) Period cost/manufacturing overhead.
- (b) Period cost/selling expense
- (c) Period cost/ Admin expenses.**
- (d) Product cost/ Manufacturing Overhead
- (e) None of the above

9- According to the statement of cash flows, following are examples of investing activities except:

- (a) Sales of machinery
- (b) Purchase of office equipment
- (c) Purchase of building for the business use
- (d) Cash received by disposal of equipment
- (e) Capital borrowed from the bank**

10- An organization is \_\_\_\_\_.

- (a) the physical location where people work
- (b) a collection of individuals working for the same company
- (c) a deliberate arrangement of people to accomplish some specific purpose**
- (d) a group of individuals focused on profit making for their shareholders

11- Which of the following is not an example of an environmental factor?

- (a) Marketing Mix**
- (b) Political conditions

- (c) Federal laws
- (d) Both b & c
- (e) None of above

12. Which of the following is not considered part of psychographic segmentation?

- (a) Gender**
- (b) Activities
- (c) Interest
- (d) Opinion
- (e) All above

13. Performance appraisal can be defined as any procedure that includes the following factors, *except*:

- (a) Describing unity of command.**
- (b) Assessing the employee's actual performance.
- (c) Setting performance standards.
- (d) Providing feedback to employees with the aim of motivating.

14. A study can be undertaken in which data are gathered just once is called....

- (a) Cross- sectional studies**
- (b) Longitudinal
- (c) Both
- (d) None of these

**University of the Punjab, Gujranwala Campus**  
**SAMPLE ANSWER SHEET**  
**Entry Test for M. Com (Hons.)/ M.Phil**

**You need to appropriately fill the circles with blue or black ball point otherwise you will lose marks.**

Example of Correct Filling		
	(A) ● (C) (D) (E)	Correct
Example of Incorrect Filling		
Examples of Incorrect Fillings	(A) ○ (C) (D) (E)	Very Light color filling
	(A) (B) ● (D) (E)	Filling & ticking/putting signs
	(A) ✕ (C) (D) (E)	Just ticking or other sign
	(A) ◐ (C) (D) (E)	Incomplete filling
	(A) ● (C) ● (E)	Filling more than one circle
	(A) (B) (C) (D) (E)	Circling a Circle