

University of the Punjab Gujranwala Campus
SAMPLE QUESTIONS
Entry Test: MBA (1.5 years)
Academic Session 2018

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 (Clipboard and black/blue ball pen) for the test**

Section I: 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

Section 2: General Knowledge (Business, History 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

Section 3: Analytical reasoning

Three men (Tom, Peter and Jack) and three women (Eliza, Anne and Karen) are spending a few months at a hillside. They are to stay in a row of nine cottages, each one living in his or her own cottage. There are no others staying in the same row of houses.

1. Anne, Tom and Jack do not want to stay in any cottage, which is at the end of the row.
2. Eliza and Anne are unwilling to stay besides any occupied cottage..
3. Karen is next to Peter and Jack.
4. Between Anne and Jack's cottage there is just one vacant house.
5. None of the girls occupy adjacent cottages.
6. The house occupied by Tom is next to an end cottage.

6. Which of the above statements can be said to have been derived from two other statements?

- (a) Statement 1
- (b) Statement 2
- (c) Statement 3
- (d) Statement 5**
- (e) Statement 6
- (f)

Section 4: Business Administration (Marketing, Management, Human Resource Management and Business Research, Economics, Financial Management)

7. Current ratio is calculated to evaluate _____ of business

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

8- 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

9- 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

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

- (a) **Gender**
 - (b) Activities
 - (c) Interest
 - (d) Opinion
 - (e) All above
11. Which of the following is not a stage in the product life cycle?
- (a) Maturity
 - (b) Growth
 - (c) Introduction
 - (d) **Withdrawal**
12. 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.
13. 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
- 14- A study is undertaken when not much is known about the situation at hand is known as.
- (a) **Exploratory study**
 - (b) Descriptive study
 - (c) Casual study
 - (d) None of these
15. Art and Science of managing the money is known as
- (a) Cost Accounting
 - (b) Management Accounting
 - (c) **Financial Management**
 - (d) Principles of Accounting
 - (e) None of the above
16. An inquiry into the nature and causes of Wealth of Nation is written by
- (a) **Adam Smith**
 - (b) Alferd Marshal
 - (c) Prof. Robbins
 - (d) Carl Marx
 - (e) None of the above
17. The role of Financial Manager is
- (a) Prepare Financial Statements
 - (b) Prepare Cash Accounts
 - (c) **Decision Making**
 - (d) Both a and b
 - (e) None of the above

University of the Punjab, Gujranwala Campus
SAMPLE ANSWER SHEET
Entry Test for MBA (1.5 Years)

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) (B) ✕ (C) (D) (E)	Just ticking or other sign
	(A) (B) (C) (D) (E)	Incomplete filling
	(A) ● (C) ● (E)	Filling more than one circle
	(A) (B) (C) (D) (E)	Circling a Circle