

MBA (36 Credits) SAMPLE TEST

Total Time 90 Minutes

No Negative Marking

This MBA Sample Test is valid for the Students with 4 year BBA / 2 year MBA degree.

The Entrance Test will comprise of on-line multiple choice questions (MCQs). You will select one answer from four choices. Total time duration is 90 minutes. 15 questions will be asked from each section except Management information systems (MIS). 10 questions will be asked from MIS section.

1. Business Communication
2. Finance and Accounting
3. Management
4. Economics
5. Marketing
6. Mathematics and Statistics
7. Management Information Systems (MIS)

SECTION I – BUSINESS COMMUNICATION

1. Which of the following is the most effective way to encourage ethical behavior in your organization.
 - a. Clearly laying out expected behavior in a written policy or code of ethics
 - b. Making sure top management set clear examples of ethical behavior
 - c. Punishing those who act unethically
 - d. None of the above

correct answer: **a**

SECTION II – FINANCE AND ACCOUNTING

1. Legitimate measures taken by management to make a business look as strong as possible at the balance sheet date is called:
 - a. Objectivity Principle
 - b. Window dressing
 - c. Cost Principle
 - d. None of the above

correct answer: **d**

2. DuPont Analysis is the combination of the following two ratios:

- a. Profit Margin x Total Asset T/O
- b. Profit Margin x Current Asset T/O
- c. Net Income x Fixed Asset T/O
- d. None of the above

correct answer: **d**

SECTION III – MANAGEMENT

1. Management is a function of planning, organizing, controlling leading, and staffing.

- a. Management is function of activities and tasks
- b. Management is doing things according to rules and regulations
- c. Management is just leading
- d. None of the above

correct answer: **a**

SECTION IV – ECONOMICS

1. A vertical supply curve may be described as:

- a. Relatively price elastic
- b. Perfectly price inelastic
- c. Relatively price inelastic
- d. None of the above

correct answer: **b**

SECTION V - MARKETING

1. Cognitive dissonance refers to:

- a. Poor musical performance
- b. Pavlov's Nobel winning discovery
- c. May be having to say "I am sorry I did it"

d. None of the above

correct answer: **c**

SECTION VI – MATHEMATICS AND STATISTICS

1. A Karachi city police department is contemplating the purchase of an additional petrol car. Police analysts estimate the purchase cost of a fully equipped car (subcompact, but high powered) to be Rs 18,000. They also have estimated an average operating cost of Rs. 0.40 per kilometer. What are project total costs if the car is driven 50,000 miles during its lifetime?

- a. Rs 58,000
- b. Rs 48,000
- c. Rs 38,000
- d. None of the above

correct answer: **c**

2. A multiple-choice quiz has 200 questions, each with 4 possible answers, of which only 1 is the correct answer. What is the probability that sheer guesswork yields from 25 to 30 correct answers for 80 of the 200 problems about which the students has no knowledge?

- a. 0.1090
- b. 0.1196
- c. 0.1086
- d. None of the above

correct answer: **d**

SECTION VII – MANAGEMENT INFORMATION SYSTEMS

1. The popular term for the software component that supports the collaborative efforts of a team is

- a. videoconferencing software
- b. work flow automation software
- c. groupware
- d. none of above

correct answer: **c**