MGT211 MID-TERM PREPARATION
COMPLETE SOLVED MCQs (THEMES 1–7)

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Theme 1 – The Human Journey of Businessy

1. Neolithic Revolution is associated with:
A) Industry
B) Agriculture ✔
C) AI
D) Trade

2. Mesopotamia used writing system called:
A) Hieroglyphics
B) Cuneiform ✔
C) Latin
D) Sanskrit

3. Silk Road mainly traded:
A) Cars
B) Silk ✔

C) Oil
D) Steel

4. Barter system requires:
A) Money
B) Double coincidence of wants ✔
C) Banks
D) Credit cards

5. First Industrial Revolution used:
A) AI
B) Steam power ✔
C) Internet
D) Robots

6. Second Industrial Revolution introduced:
A) Electricity ✔
B) Internet
C) Blockchain
D) AI

7. Third Industrial Revolution is based on:
A) Computers ✔
B) Farming
C) Steam
D) Mining

8. Fourth Industrial Revolution includes:
A) AI ✔
B) Horses
C) Paper trade
D) Barter

9. Capitalism is based on:
A) Government control
B) Private ownership ✔
C) No trade
D) Barter

10. Law of demand states:
A) Price ↑ demand ↑
B) Price ↑ demand ↓ ✔
C) No change
D) Random

11. GDP means:
A) Growth Domestic Profit
B) Gross Domestic Product ✔
C) General Demand Price
D) Global Development Plan

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12. Inflation is:
A) Price decrease
B) Price increase ✔
C) Tax removal
D) Salary decrease

13. Monopoly means:
A) Many sellers
B) One seller ✔
C) Two sellers
D) No seller

14. Oligopoly has:
A) One firm
B) Few firms ✔
C) Many firms
D) No firms

15. Primary sector deals with:
A) Services
B) Manufacturing
C) Raw materials ✔
D) IT

16. Secondary sector is:
A) Farming
B) Services
C) Manufacturing ✔
D) Banking

17. Tertiary sector is:
A) Agriculture
B) Services ✔
C) Mining
D) Fishing

18. Business cycle peak means:
A) Lowest point
B) Highest point ✔
C) No activity
D) Crisis

19. Recession occurs when GDP falls for:
A) 1 quarter
B) 2 quarters ✔
C) 5 years
D) 1 year

20. Risk in business means:
A) Guaranteed profit

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B) Uncertainty ✔
C) Fixed income
D) No loss

Theme 2 – Entrepreneurship

1. Entrepreneurship involves:
A) Risk taking ✔
B) No risk
C) Government job
D) Banking only

2. Entrepreneur is:
A) Employee
B) Risk taker ✔
C) Worker
D) Clerk

3. Innovative entrepreneurs:
A) Copy ideas
B) Create new ideas ✔
C) Avoid change
D) Work in govt

4. Social entrepreneur focuses on:
A) Profit only
B) Society benefit ✔
C) Loss
D) Monopoly

5. SME contributes to Pakistan GDP:
A) 10%
B) 40% ✔
C) 80%
D) 5%

6. SMEs face:
A) Easy finance
B) Finance problems ✔
C) No issues
D) Monopoly

7. Al-Ameen means:
A) Brave

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B) Trustworthy ✔
C) King
D) Teacher

8. Ethics means:
A) Rules of right/wrong ✔
B) Profit only
C) Marketing
D) Finance

9. Accountability means:
A) Avoid responsibility
B) Taking responsibility ✔
C) Ignoring results
D) Selling

10. "He who cheats is not one of us" shows:
A) Marketing
B) Ethics ✔
C) Finance
D) Production

11. Startup focuses on:
A) Slow growth
B) Fast growth ✔
C) No growth
D) Government

12. Small business focuses on:
A) Local market ✔
B) Global monopoly
C) AI
D) Banking

13. Unlimited liability means:
A) No loss
B) Personal assets risk ✔
C) Fixed loss
D) No profit

14. Partnership has:
A) One owner
B) Multiple owners ✔
C) Govt owner
D) No owner

15. Company has:
A) Unlimited liability
B) Limited liability ✔

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C) No law
D) No structure

16. Technopreneur works in:
A) Agriculture
B) Technology ✔
C) Banking
D) Retail only

17. Serial entrepreneur means:
A) One business
B) Many businesses ✔
C) Job holder
D) Farmer

18. Risk means:
A) Guarantee
B) Uncertainty ✔
C) Salary
D) Bonus

19. Innovation means:
A) Copy
B) New ideas ✔
C) Stop work
D) Close business

20. SMEs are important for:
A) Employment ✔
B) Only loss
C) Monopoly
D) Import only

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Theme 3 – Business Ownership

1. Sole proprietorship owner is:
A) Two persons
B) One person ✔
C) Government
D) Shareholders

2. Sole proprietorship liability is:
A) Limited
B) Unlimited ✔

C) No liability
D) Shared

3. Partnership minimum members:
A) 1
B) 2 ✔
C) 3
D) 10

4. Partnership deed is:
A) Tax form
B) Agreement ✔
C) Loan form
D) License

5. Company is governed by:
A) 1932 Act
B) Companies Act 2017 ✔
C) Tax law
D) Trade law

6. Private company max shareholders:
A) 20
B) 50 ✔
C) 100
D) Unlimited

7. Public company minimum shareholders:
A) 2
B) 5
C) 7 ✔
D) 10

8. Company liability is:
A) Unlimited
B) Limited ✔
C) No liability
D) Shared

9. Franchise uses:
A) New brand
B) Existing brand ✔
C) No brand
D) Govt brand

10. Cooperative society is for:
A) Profit only
B) Mutual benefit ✔
C) Monopoly
D) Loss

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11. JV means:
A) Single firm
B) Joint venture ✔
C) Government firm
D) NGO

12. SMC has:
A) Many owners
B) One owner ✔
C) No owner
D) Govt

13. Company has:
A) No legal identity
B) Separate legal identity ✔
C) Same identity
D) No structure

14. Partnership liability is:
A) Limited
B) Unlimited ✔
C) None
D) Fixed

15. Company profit is shared as:
A) Salary
B) Dividends ✔
C) Bonus
D) Tax

16. Sole proprietorship is easy to:
A) Start ✔
B) Expand
C) Export
D) Merge

17. LLP means:
A) Limited Liability Partnership ✔
B) Local Limited Plan
C) Legal Loan Policy
D) None

18. Company ownership is transferred through:
A) Cash
B) Shares ✔
C) Salary
D) Goods

19. Partnership risk is:
A) Low

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B) High ✔
C) Zero
D) Fixed

20. Business registration in sole proprietorship is done with:
A) SECP
B) FBR ✔
C) Stock market
D) Bank

Theme 4 – Management

1. Planning means:
A) Hiring
B) Setting goals ✔
C) Selling
D) Producing

2. Organizing means:
A) Structuring resources ✔
B) Marketing
C) Finance
D) Selling

3. Leading means:
A) Controlling machines
B) Motivating employees ✔
C) Buying goods
D) Accounting

4. Controlling means:
A) Ignoring results
B) Monitoring performance ✔
C) Hiring
D) Selling

5. Mintzberg roles total:
A) 5
B) 10 ✔
C) 15
D) 20

6. Conceptual skill is important for:
A) Workers

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B) Managers
C) CEOs ✔
D) Guards

7. Technical skills needed in:
A) Top management
B) Lower management ✔
C) Investors
D) Customers

8. HRM means:
A) Machine control
B) Human resource management ✔
C) Sales
D) Finance

9. Herzberg hygiene factors prevent:
A) Satisfaction
B) Dissatisfaction ✔
C) Profit
D) Growth

10. Maslow highest need:
A) Safety
B) Self-actualization ✔
C) Food
D) Salary

11. Theory X assumes employees are:
A) Self motivated
B) Lazy ✔
C) Creative
D) Leaders

12. Theory Y assumes employees are:
A) Lazy
B) Self-motivated ✔
C) Controlled
D) Weak

13. Motivation improves:
A) Waste
B) Performance ✔
C) Cost
D) Loss

14. HR recruitment is for:
A) Hiring ✔
B) Firing only

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C) Production
D) Marketing

15. Training improves:
A) Skills ✔
B) Loss
C) Debt
D) Taxes

16. KPI means:
A) Key Performance Indicator ✔
B) Known Price Index
C) Key Profit Idea
D) None

17. HR engagement means:
A) Ignoring workers
B) Employee involvement ✔
C) Selling
D) Buying

18. Motivation theory includes:
A) Maslow ✔
B) GDP
C) ERP
D) SEO

19. Manager negotiates in:
A) Decisional role ✔
B) Technical role
C) HR role
D) Sales role

20. HRM is now:
A) Only admin
B) Strategic partner ✔
C) Unimportant
D) Optional

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Theme 5 – Operations Management

1. OM means:
A) Advertising
B) Transforming inputs into outputs ✔

C) Banking
D) Recruitment

2. Raw material is a:
A) Output
B) Input ✔
C) Service
D) Profit

3. Job production is:
A) Mass production
B) Customized production ✔
C) Continuous flow
D) Automation

4. Mass production example:
A) Tailor suit
B) Toyota cars ✔
C) Handmade crafts
D) Painting

5. ERP stands for:
A) Employee Resource Plan
B) Enterprise Resource Planning ✔
C) Economic Report Policy
D) None

6. JIT reduces:
A) Sales
B) Inventory cost ✔
C) Customers
D) Machines

7. Industry 4.0 uses:
A) Steam engine
B) AI and IoT ✔
C) Manual work
D) Paper records

8. IoT means:
A) Internet of Technology
B) Internet of Things ✔
C) Input of Trade
D) None

9. SCM means:
A) Sales Control Model
B) Supply Chain Management ✔
C) System Cost Method
D) Service Chain Market

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10. Supply chain includes:
A) Only factories
B) Goods + information flow ✔
C) Only employees
D) Only customers

11. Continuous production example:
A) Oil refinery ✔
B) Bakery cake
C) Tailor shop
D) School

12. Batch production means:
A) One item
B) Limited quantity ✔
C) Infinite production
D) No production

13. Location decision depends on:
A) Weather only
B) Cost + transport ✔
C) Salary
D) Marketing

14. Demand forecasting is used to:
A) Reduce employees
B) Predict sales ✔
C) Increase taxes
D) Stop production

15. AI in factories improves:
A) Waste
B) Efficiency ✔
C) Loss
D) Delay

16. Amazon uses:
A) Manual system
B) AI logistics ✔
C) Paper system
D) Barter

17. Feedback in production is used for:
A) Ignoring issues
B) Improvement ✔
C) Closing business
D) Salary

18. Maintenance ensures:
A) Machine breakdown

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B) Equipment uptime ✔
C) Loss
D) Delay

19. Logistics means:
A) Hiring staff
B) Distribution of goods ✔
C) Marketing
D) Accounting

20. Operations aim to achieve:
A) Waste
B) Efficiency ✔
C) Loss
D) Delay

Theme 6 – Marketing

1. Marketing focuses on:
A) Customer needs ✔
B) Only production
C) Only profit
D) Employees

2. 4Ps include:
A) Product, Price, Place, Promotion ✔
B) People, Profit, Plan, Place
C) Policy, Price, Plan, Product
D) None

3. 7Ps include:
A) HR only
B) People, Process, Physical Evidence ✔
C) Finance
D) Logistics

4. Price skimming means:
A) Low price always
B) High initial price ✔
C) Free product
D) Discount always

5. Penetration pricing means:
A) High price

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B) Low price to enter market ✔
C) No price
D) Random

6. Segmentation means:
A) Whole market same
B) Dividing market ✔
C) Selling only
D) Production

7. Targeting means:
A) Choosing segments ✔
B) Ignoring market
C) Production
D) Hiring

8. Positioning is:
A) Storage
B) Brand image ✔
C) Finance
D) HR

9. Buyer decision starts with:
A) Purchase
B) Problem recognition ✔
C) Evaluation
D) Feedback

10. Post purchase behavior means:
A) Advertising
B) Satisfaction check ✔
C) Production
D) Pricing

11. Product life cycle has:
A) 2 stages
B) 4 stages ✔
C) 6 stages
D) 10 stages

12. Introduction stage has:
A) Low sales ✔
B) High profit
C) No cost
D) No product

13. Maturity stage has:
A) High competition ✔
B) No competition

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C) No sales
D) No marketing

14. Decline stage means:
A) Growth
B) Sales fall ✔
C) Expansion
D) Entry

15. Cost-based pricing uses:
A) Demand
B) Cost + markup ✔
C) Random price
D) Loss

16. Value-based pricing depends on:
A) Customer perception ✔
B) Cost only
C) Government
D) Employees

17. Place means:
A) Production
B) Distribution ✔
C) Finance
D) HR

18. Promotion includes:
A) Advertising ✔
B) Production
C) Accounting
D) Hiring

19. Social marketing includes:
A) Only profit
B) Society welfare ✔
C) No ethics
D) Monopoly

20. Digital marketing uses:
A) Internet ✔
B) Paper ads only
C) Manual system
D) No media

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Theme 7 – Finance

1. Finance is called:
A) Backbone
B) Lifeblood of business ✔
C) Marketing tool
D) HR tool

2. CapEx means:
A) Salary
B) Capital expenditure ✔
C) Profit
D) Tax

3. OpEx means:
A) Operating expense ✔
B) Capital income
C) Share capital
D) Loan

4. Equity financing means:
A) Loans
B) Selling shares ✔
C) Rent
D) Tax

5. Debt financing involves:
A) Shares
B) Borrowing ✔
C) Donation
D) Gift

6. Trade credit is:
A) Long term loan
B) Short term credit ✔
C) Equity
D) Grant

7. PSX stands for:
A) Pakistan Stock Exchange ✔
B) Public Sales Exchange
C) Private Stock
D) Profit System

8. Primary market deals with:
A) Old shares
B) New shares ✔
C) Goods
D) Services

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9. Secondary market deals with:
A) New shares
B) Existing shares ✔
C) Products
D) Loans

10. Sukuk is:
A) Interest-based bond
B) Islamic bond ✔
C) Share
D) Loan

11. Riba means:
A) Profit
B) Interest ✔
C) Tax
D) Trade

12. Blockchain is:
A) Central system
B) Decentralized ledger ✔
C) Bank system
D) Manual record

13. Bitcoin is:
A) Currency ✔
B) Bank
C) Loan
D) Share

14. Accounting records:
A) Marketing
B) Financial transactions ✔
C) HR
D) Production

15. Income statement shows:
A) Assets
B) Profit/loss ✔
C) Employees
D) Marketing

16. Balance sheet shows:
A) Profit
B) Assets & liabilities ✔
C) Sales
D) Ads

17. Inflation means:
A) Price decrease

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B) Price increase ✔
C) No change
D) Salary increase only

18. Fiscal policy is controlled by:
A) Banks
B) Government ✔
C) Companies
D) Employees

19. Monetary policy controls:
A) HR
B) Money supply ✔
C) Production
D) Sales

20. Recession means:
A) Growth
B) GDP fall ✔
C) Inflation
D) Expansion

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Full MGT211 Theme 1–7 Very Important MCQs

For Your Practice

Theme 1: The Human Journey of Business

MCQs

1. The Neolithic Revolution is associated with the development of:
A) Internet technology
B) Agriculture and permanent settlements
C) Space exploration
D) Banking systems

2. Which ancient civilization used cuneiform writing for record-keeping?
A) China
B) Egypt
C) Mesopotamia
D) Greece

3. The Silk Road was mainly associated with the trade of:
A) Oil and gas
B) Silk, jade, and tea
C) Cars and machinery
D) Cotton only

4. In barter trade, "double coincidence of wants" means:
A) Both parties use currency
B) Both parties want the same product
C) Each party must want what the other offers
D) Trade is done through banks

5. The First Industrial Revolution was driven mainly by:
A) Artificial Intelligence
B) Steam power and mechanization
C) Internet and computers
D) Robotics and IoT

6. Ford's assembly line is linked with the:
A) First Industrial Revolution
B) Second Industrial Revolution
C) Third Industrial Revolution
D) Fourth Industrial Revolution

7. The Fourth Industrial Revolution is characterized by:
A) Electricity only
B) Steam engines
C) AI, IoT, and blockchain
D) Textile manufacturing

8. Which economic system is based mainly on private ownership and profit motive?

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A) Communism
B) Socialism
C) Capitalism
D) Barter system

9. According to the law of demand, when price increases, quantity demanded:
A) Increases
B) Decreases
C) Remains constant
D) Doubles

10. GDP refers to:
A) Government Development Policy
B) Gross Domestic Product
C) Global Demand Process
D) General Distribution Plan

Theme 2: Entrepreneurship, Ethics & Socially Responsible Business

MCQs

1. According to Robert Hisrich, entrepreneurship involves creating something new along with:
A) Avoiding risks
B) Assuming risks
C) Government support
D) Political power

2. Which trait is most important for a successful entrepreneur?
A) Laziness
B) Innovation
C) Fear of failure
D) Dependency

3. Entrepreneurs who improve existing business models are called:
A) Innovative entrepreneurs
B) Social entrepreneurs
C) Imitative entrepreneurs
D) Corporate entrepreneurs

4. Which type of entrepreneur mainly focuses on social welfare?
A) Technopreneur
B) Social entrepreneur
C) Serial entrepreneur
D) Lifestyle entrepreneur

5. A startup usually aims for:
A) Local stability only
B) Slow growth

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C) Rapid growth and innovation
D) Government ownership

6. SMEs contribute approximately how much to Pakistan's GDP?
A) 20%
B) 30%
C) 40%
D) 60%

7. Which of the following is a barrier faced by SMEs in Pakistan?
A) Easy financing
B) Strong infrastructure
C) Limited access to finance
D) High exports

8. Prophet Muhammad (PBUH) was known as:
A) Al-Farooq
B) Al-Ameen
C) Al-Hakeem
D) Al-Ghani

9. Which principle of business ethics means taking responsibility for actions?
A) Transparency
B) Respect
C) Accountability
D) Loyalty

10. The Hadith "He who cheats is not one of us" highlights:
A) Marketing skills
B) Ethical business conduct
C) Competition
D) Risk-taking

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Theme 3: Forms of Business Ownership

MCQs

1. A sole proprietorship is owned by:
A) Two persons
B) Shareholders
C) One individual
D) Government

2. In a sole proprietorship, the owner has:
A) Limited liability
B) Unlimited liability
C) No liability
D) Shared liability

3. Which form of business is easiest to start?
A) Company
B) Partnership
C) Sole proprietorship
D) Corporation

4. A partnership business requires a minimum of how many partners?
A) 1
B) 2
C) 5
D) 7

5. In a general partnership, partners have:
A) Limited liability
B) No responsibility
C) Unlimited liability
D) Government protection

6. Which document is prepared to define rules among partners?
A) Memorandum of Association
B) Partnership Deed
C) Articles of Association
D) Certificate of Incorporation

7. A company is governed in Pakistan under:
A) Partnership Act 1932
B) Income Tax Ordinance 2001
C) Companies Act 2017
D) Contract Act

8. Which type of company can offer shares to the public?
A) Private Limited Company
B) Single Member Company
C) Public Limited Company
D) Non-Profit Company

9. The major advantage of a company form of business is:
A) Unlimited liability
B) Limited liability
C) Easy dissolution
D) No registration

10. Which specialized business form allows use of an established brand name?
A) Cooperative Society
B) Joint Venture
C) Franchise
D) Partnership

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Theme 4: Functional Areas of Business & Management

MCQs

1. Which functional area is responsible for producing goods and services?
A) Marketing
B) Finance
C) Operations/Production
D) HRM

2. The marketing department mainly focuses on:
A) Employee training
B) Customer engagement
C) Tax compliance
D) Payroll management

3. Which functional area manages budgeting and financial reporting?
A) Sales
B) IT
C) Finance
D) R&D

4. Human Resource Management is mainly concerned with:
A) Product design
B) Recruitment and employee relations
C) Advertising
D) Manufacturing

5. According to management functions, setting goals is called:
A) Organizing
B) Leading
C) Planning
D) Controlling

6. Henry Mintzberg categorized managerial roles into:
A) Technical, Human, Conceptual
B) Planning, Organizing, Staffing
C) Interpersonal, Informational, Decisional
D) Strategic, Tactical, Operational

7. Which managerial skill is most important for top executives?
A) Technical skills
B) Human skills
C) Conceptual skills
D) Mechanical skills

8. According to Herzberg's Theory, salary and job security are:
A) Motivators
B) Hygiene factors
C) Social needs
D) Esteem needs

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9. McGregor's Theory Y assumes employees are:
A) Lazy and dislike work
B) Self-motivated and creative
C) Controlled by money only
D) Unwilling to take responsibility

10. The Hawthorne Studies concluded that productivity is greatly affected by:
A) Machinery only
B) Physical conditions only
C) Social factors and recognition
D) Government policies

Theme 5: Operations Management

MCQs

1. Operations Management is mainly concerned with:
A) Hiring employees
B) Transforming inputs into outputs
C) Selling products
D) Paying taxes

2. Which of the following is an input in the production process?
A) Finished goods
B) Customer feedback
C) Raw materials
D) Promotion

3. Customized products such as tailored suits are produced through:
A) Mass production
B) Continuous production
C) Batch production
D) Job production

4. Toyota's assembly line is an example of:
A) Job production
B) Mass production
C) Batch production
D) Flexible production

5. Which system helps integrate data across departments?
A) CRM
B) ERP
C) SEO
D) HRM

6. Just-in-Time (JIT) inventory aims to:
A) Increase storage costs

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B) Reduce waste and inventory costs
C) Stop production
D) Delay deliveries

7. Industry 4.0 mainly focuses on:
A) Manual production
B) Traditional factories
C) Smart and automated systems
D) Paper-based records

8. IoT sensors in factories are used to:
A) Hire workers
B) Monitor equipment performance
C) Advertise products
D) Set salaries

9. Supply Chain Management coordinates the flow of:
A) Only products
B) Only information
C) Goods, information, and finances
D) Employees only

10. Which company is famous for AI-based demand forecasting and fast delivery?
A) Toyota
B) Nestlé
C) Amazon
D) Pepsi

Theme 6 – Marketing Principles & Strategies

MCQ

1. The marketing concept mainly focuses on:
A) Selling products forcefully
B) Customer satisfaction
C) Reducing employee salaries
D) Increasing production only

2. Which of the following is NOT part of the traditional 4Ps?
A) Product
B) Price
C) Process
D) Promotion

3. In the 7Ps of marketing, "People" refers to:
A) Competitors
B) Government officials
C) Staff and customer interaction

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D) Shareholders

4. Pricing a product at Rs. 99 instead of Rs. 100 is called:
A) Penetration pricing
B) Dynamic pricing
C) Psychological pricing
D) Bundle pricing

5. The first stage of the buyer decision process is:
A) Purchase decision
B) Information search
C) Problem recognition
D) Evaluation of alternatives

6. Dividing a market into smaller groups is called:
A) Positioning
B) Segmentation
C) Promotion
D) Branding

7. Tesla is commonly positioned as a brand for:
A) Low prices
B) Sustainable innovation
C) Traditional products
D) Luxury clothing

8. Which pricing strategy sets a high initial price and lowers it later?
A) Penetration pricing
B) Bundle pricing
C) Price skimming
D) Promotional pricing

9. Buy Now, Pay Later (BNPL) is an example of:
A) Traditional marketing
B) Modern payment strategy
C) Direct selling
D) Public relations

10. AI-powered personalized ads are mainly part of:
A) Digital marketing
B) Production management
C) Accounting
D) Recruitment

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Theme 7 – Business Finance & Financial Systems

MCQs

1. Finance is considered the lifeblood of business because it:
A) Manufactures goods
B) Ensures operational continuity and growth
C) Handles advertising only
D) Recruits employees

2. Purchasing machinery for a factory is an example of:
A) Operating expense
B) Capital expenditure
C) Trade credit
D) Revenue

3. Equity financing involves:
A) Taking bank loans
B) Selling ownership shares
C) Delaying payments
D) Leasing equipment

4. Which financing source requires repayment with interest?
A) Equity financing
B) Grants
C) Debt financing
D) Internal financing

5. Trade credit is a form of:
A) Long-term financing
B) Equity financing
C) Short-term financing
D) Venture capital

6. The Pakistan Stock Exchange (PSX) operates in the:
A) Agriculture sector
B) Securities market
C) Retail market
D) Telecom sector

7. Islamic finance prohibits:
A) Trade
B) Investment
C) Interest (Riba)
D) Partnerships

8. Which Islamic financing method is based on leasing?
A) Mudarabah
B) Musharakah
C) Ijara
D) Murabaha

9. Blockchain technology is best described as:

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A) A centralized database
B) A manual accounting method
C) A decentralized digital ledger
D) A taxation system

10. Accounting is known as the language of business because it:
A) Produces goods
B) Tracks and communicates financial information
C) Controls employees
D) Creates advertisements

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✓ Answer Key (Theme 1 to Theme 7 MCQs)

Theme 1: The Human Journey of Business

1-B
2-C
3-B
4-C
5-B
6-B
7-C
8-C

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9-B
10-B

Theme 2: Entrepreneurship, Ethics & Socially Responsible Business

1-B
2-B
3-C
4-B
5-C
6-C
7-C
8-B
9-C
10-B

Theme 3: Forms of Business Ownership

1-C
2-B
3-C
4-B
5-C
6-B
7-C
8-C
9-B
10-C

Theme 4: Functional Areas of Business & Management

1-C
2-B

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3-C
4-B
5-C
6-C
7-C
8-B
9-B
10-C

Theme 5: Operations Management

1-B
2-C
3-D
4-B
5-B
6-B
7-C
8-B
9-C
10-C

Theme 6: Marketing Principles & Strategies

1-B
2-C
3-C
4-C
5-C
6-B
7-B
8-C
9-B
10-A

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Theme 7: Business Finance & Financial Systems

1-B
2-B
3-B
4-C
5-C
6-B
7-C
8-C
9-C
10-B

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