

Rana Abubakar Khan

If you want to learn computer programming then contact with me

truefriendlion@gmail.com

JOIN FB GROUP FOR VU HELP

www.facebook.com/groups/vu1234/

Introduction to business_MGT211_MCQs Midterm

Question No: 1 Which of the following business type has longest life time?

Sole proprietorship Partnership

Joint stock company All of the given options

Question No: 2 Election of the Board of Directors is done by Shareholders.

Through special resolution **In annual general meeting**

In Special meeting In statuary meeting

Question No: 3 Which of the following business type, has to pay double taxes to the government?

Sole proprietorship Partnership

Joint stock company Cooperative Societies

Question No: 4 _____ includes the rules and regulations, necessary to manage the internal affairs of the company.

Memorandum of Association **Article of Association**

Prospectus All of the given option

Question No: 5 General information like Appointment, election and powers of directors, voting rights and transfer of shares mention in _____.

Charter of Company Article of Association

Prospectus None of the given option

Question No: 6 To call the extraordinary meeting, how many days' notice is required?



21 days 15 days 07 days 30 days

Question No: 7 According to Section 305 of Companies Ordinance, a company may wound up **by court** under which of the following circumstances:

Statutory Declaration **Fails to submit statutory report**

Expiry of Period Appointment of Liquidators

Question No: 8 Which of the following is the source of acquiring of redeemable capital?

Modarba Certificate Debentures

Participation Term Certificates All of the given option

Question No: 9 Normally some part of Capital is kept for the payment of debts at the time of winding up, is called as:

Reserve capital Un-Issued Capital

Un-Called up Capital All of the given option

Question No: 10 The following person cannot make a petition to the court to get an order for winding up of a company.

Petition by debtor Petition by creditor

Petition by contributory All of the above

Question No: 11 Which of the following is the disadvantage of modified schedules and alternative workplace?

Freedom in professional and personal life More Job satisfaction

Complicated coordination

Suitable for self starter who require little direct supervision

Question No: 12 Among different managerial styles, which of the following allows most rapid decision making?

Autocratic styles Democratic styles

Free rein style None of the given option

Question No: 13 _____ is the process of motivating others to work to meet specific objectives.

Leadership Motivation Free rein style Democratic style

Question No: 14 Which of the following represents the set of procedures involving both managers and subordinates in setting goals and evaluating progress?



Participative Management and Empowerment

Management by Objectives (MBO)

Reinforcement/Behavior Modification Theory None of the given option

Question No: 15 The internal environment consists of the insides forces that influence marketing strategy and decision making is/are as follows:

Organization Policies Product Policies

Management Structure **All of the given option**

Question No: 16 A specific communication task to be accomplished with a specific target audience during a specific period of time is called as:

Marketing Mix **Advertising objective**

Market segmentation Marketing process

Question No: 17 Dividing a market into distance groups of buyers who have distinct needs, characteristics, or behavior and who might require separate products or marketing mixes.

Market segmentation Marketing Mix

Marketing Penetration Marketing control

Question No: 18 The actors and forces outside marketing that affect marketing management's ability to build and maintain successful relationship with target customers are called as:

Marketing Environment Market segmentation

Marketing Mix Marketing Penetration

Question No: 19 The set of controllable tactical marketing tools-product, price, place and promotion that the firm blends to produce the response it wants in the target market.

Market segmentation **Marketing Mix**

Marketing Penetration Marketing Environment

Question No: 20 Motor cycle and car are very different from one another, but both fulfill the need for transport is an example of:

Substitute product competition Brand competition

International competition: Market competition



Question No: 21 Physical distribution is a channel to make availability of _____ from producer to consumer.

Finished goods Work in process

Raw material All of the given option

Question No: 22 Advertising strategies often depend on the product life cycle stage. Example in case of introductory stage, which of the following advertising strategy is used:

Persuasive advertising Comparative advertising

Informative advertising Reminder advertising

None of the given options

Question No: 23 _____ is a promotional approach that encourages consumer demand, which then exerts pressure on wholesalers and retailers to carry a product.

Pull strategy Push strategy Persuasive advertising Sales Promotion

Question No: 24 _____ includes rental or mortgage payments, insurance, and wages. Other cost includes material handling and inventory control.

Warehousing cost Transportation cost

Distribution cost Manufacturing cost

Question No: 25 Personal selling task in which salespeople try to persuade buyers to purchase products by providing information about their benefits is:

Order Processing **Creative Selling**

Missionary Selling None of the given option

Question No: 26 Consumer promotion aimed at the _____ and Trade promotion aimed at wholesalers and retailers.

Final consumer Retailer Wholesalers All of the given options

Question No: 27 In which of the following, Companies rent booths to display and demonstrate products to customers who have a special interest or are ready to buy.

Trade Shows Contests Cross-promotion Special-event sponsorship

Question No: 28 _____ is the planning, organizing, directing, and controlling of all the activities needed to get high-quality goods and services into the marketplace.

Total quality management (TQM) Promotion strategy



Sales promotion Management by objective (MBO)

Question No: 29 A promotional tool in which information about a company or product is transmitted by general mass media, which is free, but you have little or no control of the content and delivery.

Public relation Trade Promotion **Publicity** Consumer Promotion

Question No: 30 Advertising strategy that tries to keep a product's name in the consumer's mind.

Persuasive advertising Comparative advertising

Informative advertising **Reminder advertising**

Question No: 31 Pizza delivery service company generated after tax earnings of Rs. 800,000. With total stockholder investments equaling Rs. 20,00,000. What was the company's return on equity?

10% 15% 40% 80%

Question No: 32 Components of Business Plan include all of the following except:

Marketing Component Administrative Component

External Component Financial Component

Question No: 33 An agreement between two parties in which one party possess the rights to the other party is:

Partnership Strategic Alliance Joint venture Franchising

Question No: 34 The shareholders elect the Board of Directors in the

Through special resolution In annual general meeting

In Special meeting In statuary meeting

Question No: 35 Portion of the undistributed profit transferred to which of the following?

General Reserve Retained Earning

Appropriation account All of the given options

Question No: 36 Brief history, Auditor's report, shareholders' equity and liabilities, share capital, etc are mention in which of the document?

Charter of Company Article of Association

Prospectus None of the given option

Question No: 37 A joint stock company may be wound up voluntarily in which of the following way:



Expiry of Period Fails to submit statutory report

Fails to start its business within one year from the date of incorporation

All of the following

Question No: 38 Capital is required for the purchase of land, machines, wages and raw materials. A businessman can generate its capital from:

Debt Equity None of the above All of the given option

Question No: 39 Cooperative Societies are not formed for:

The serving of the orphans and widows The help of poor people

For the earning of profit Social welfare

Question No: 40 Which one of the following statements about marketing is inaccurate?

(The growing number of products in all categories has made it easier for marketers to capture the attention of customers.)

(Marketing has to do with persuading customers a product meets their needs.)

(The mass market has fragmented into many different groups of customers.)

(Marketing is an organizational function and a set of processes for creating, communicating, and delivering value to customers.)

Question No: 41 The process of tracking the demand and satisfaction of customers in an effort to develop products they will want to buy on an ongoing basis is called _____.

Marketing Business vision Product development

Customer relationship management

Question No: 42 _____ is the typical sequence of changes in demand for a product that occurs over time.

The business vision statement The product life cycle



Marketing research A customer-oriented approach

Question No: 43 All of the following except _____ are considered to be correct statements about marketing research.

(It is a systematic search for information about customers' needs and how

those needs differ)

(Marketing research is geared to uncover unmet consumer needs)

(With market research, the chance product development will be able to

create a product consumers want to buy increases)

(Marketing research provides an inexpensive method for tracking

consumer behavior)

Question No:44 When a company targets a particular group of customers because of their need for its product, it can be stated the company has identified its _____.

Market differentiation Market mission

Market segment Marketing plan

Question No: 45 _____ is the combination of a product's qualities and features, its price, the way it is promoted and sold, and the places at which it is sold.

Marketing mix Product mix

Product differentiation Product positioning

Question No: 46 Which type of product promotion is identified as being direct, face-to-face communication by salespeople with existing and potential customers to promote a company's products?

Sales promotion Public relations



Personal selling Advertising

Question No: 47 The specific method a company uses to sell and deliver its products to customers is known as its _____.

Retail intermediaries Direct distribution

Distribution mix Distribution channel

Question No: 48 Of the following distribution methods, which one is best identified as being that which occurs when a company delivers and sells products straight to the final customer?

Independent wholesalers Direct distribution

Company-owned distributors Retail distributors

Question No: 49 The combination of channels a company selects to place, promote, sell, and deliver its products to customers is best identified by which one of the following?

Missionary selling Licensed distribution

Distribution mix Distribution channel

Question No: 50 All of the following choices represent one of the four types of utility except:

Time Form Loyalty Ownership

Question No: 51 The consumer rules! Find a need and fill it was the prevailing attitude during what historical era of marketing?

Production Sales Marketing Relationship

Question No: 52 The marketing concept is:

Companywide consumer orientation with the objective of achieving the maximum amount of profits.

Long-run success page. Largest market share. Highest paid staff.



Question No: 53 _____ involves long-term, value-added relationships developed over time with customers and suppliers:

Relationship Marketing Marketing Era Marketing

Consumer Marketing Exchange Marketing

Question No: 54 An activity in which two or more parties give something of value to each other to satisfy perceived needs is called:

Sales process Exchange process

Relationship process Production process

Question No: 55 An enterprise that provides products or services that customers desire is a / an:

Institution market agency business

Question No: 56 The different types of stakeholders involved in a business include all of the following except:

Owners creditors couriers employees

Question No: 57 A certificate of ownership of a business is a:

Bond stock mutual fund contract

Question No: 58 The following are possible forms of business ownership except:

Proprietorship partnership bureaucracy corporation

Question No: 59 Partners have unlimited liability in a:

general partnership corporation limited partnership cooperative

Question No: 60 An arrangement whereby business owners allow others to use their trademark, trade name, or copyright under specified conditions is

Franchise joint venture distribution cartel



Question No: 61 A firm's _____ is measured by its stock price, which can be negatively affected by unethical business practices:

bond rating risk value return on investment

Question No: 62 _____ conditions reflect the overall performance of the nation's economy.

Microeconomic multieconomic

macroeconomic all of the given options

Question No: 63 The primary purpose of an industry business environmental assessment is to determine the:

economic growth degree of competition

inflation rate population growth

Question No: 64 The function of business responsible for the efficient use of employees and other resources (such as machinery) is:

Finance marketing production management

Question No: 65 If firms wish to avoid hiring during a temporary increase in production, they can offer _____ to existing employees.

Overtime training affirmative action orientation program

Question No: 66 Group of individuals working together to achieve shared job-related goals, such as higher pay, shorter working hours, more job security, greater benefits, or better working conditions is a:

Labor Union Informal organization Team Trade union

Question No: 67 Since they are closer to the production process, first line managers use their _____ skills more frequently.

Conceptual interpersonal managerial technical

Question No: 68 Which of the following allows employees to set their own goals and determine the manner in which they accomplish their tasks?



equity theory management by objectives theory X theory Y

Question No: 69 All of the following are key factors that influence consumer preferences and the size of target market except:

social values anthropology geography demographics

Question No: 70 Cameras, clothes, and household items are examples of products that exist in:

industrial markets business markets

consumer markets government markets

Question No: 71 To develop new ideas for expanding their product lines, many firms have recently increased their investment in:

research and development production facilities

distribution facilities inventory control

Question No: 72 Products that are not branded by the producer or retailer are called:

national brands store brands obsolete brands generic brands

Question No: 73 Managers typically attempt to set a price that will maximize a firm's:

Value production advertising promotion

Question No: 74 The manner by which a firm's products are made accessible to its customers is determined by its:

advertising strategies product decisions

pricing strategies distribution decisions

Question No: 75 Marketing intermediaries that match buyers and sellers of products without becoming owners of the products themselves are known as:

single-service marketers agents stockers mediators

Question No: 76 All of the following are methods of promotion except:

target marketing personal selling sales promotion public relations

Question No: 77 The type of advertising that is used for grocery products such as cereals, peanuts, cooking oil, and tea is:

institutional advertising the push strategy

reminder advertising public relations advertising

Question No: 78 Which of the following sales promotion strategies provide a gift or prize to consumers who purchase a specific product?



Pull push sampling premiums

Question No: 79 ____ are employees hired on something other than a full-time basis to supplement an organization's permanent workforce.

Contingent Workers Knowledge workers

Diverse workforce None of the given options

Question No: 80 _____ represents a series of tasks in which resources are used to produce a product or service.

Production process Layout chart Venn diagram Organizational chart

Question No: 81 The act of setting time periods for each task in the process is called:

Routing Scheduling Dispatching None of the given options

Question No: 82 A system that uses computers and telecommunication technology to share information across the organizational boundaries is known as _____ system.

Gate-keeping Broadband Inter-organizational Internal information

Question No: 83 Through _____, firms achieve a lower average cost by producing large volume.

Inventory management Economies of scale

De-integration Effective marketing

Question No: 84 _____ is the management, technological, and production operations performed by the organization to convert inputs to outputs.

Systems theory Entropy Synergy Transformation process

Question No: 85 Comparing an organization's processes and products to the world's best and then matching or exceeding that quality is called:

Benchmarking Quality assurance

Continuous improvement process Total quality management

Question No: 86 The heart of a computer is its:

Power unit Central processing unit

Random access memory Hard drive

Question No: 87 In typical network architecture, workstations are connected to a ___, which is a machine that stores and provides access to centralized data.

Main-frame Stand-alone computer File server Main-board

Question No: 88 The exchange and comprehension of information is:



Communication Promotion Posture Facial expression

Question No: 89 Modems, printers, keyboards, monitors, and scanners are examples of computer _____.

Core components Externalities Peripherals Serial interfaces

Question No: 90 Which of the following is excluded from factors that can affect the business?

Demographic Factors Economic factors Act of God None of the above

Question No: 91 The function of business in which business man tries to find new techniques of production is

Accounting Management Function Innovation Quality improvement

Question No: 92 If Trade Receipts are grater then Trade Payments then Balance of Payments is _____

Favorable Unfavorable Deficit None of the above

Question No: 93 Which of the following is excluded from the advantages of Sole Proprietorship?

Direct relationship with customers Unlimited Liability
Easy transfer of Ownership Entire Profit

Question No: 94 Which of the following is an advantage of sole proprietorship?

Longest life Availability of sufficient Capital
Direct contact with customer and workers Separate Legal Entity



Question No: 95 Which of the following is not among the benefits of Partnership Firm? Satisfaction of Partners
Lack of Secrecy

Moral Promotion Minority Protection

Question No: 96 In partnership deed the profit & loss is distributed among the partners by the following ratio.

50:50 As per percentage of Capital invested
As per agreed ratio in Partnership deed 25:75

Question No: 97 The company may raise its capital through which of the following sources:
By Issuing Shares By Issuing Debentures
By Savings All of the given options

Question No: 98 Advantages of cooperative societies does not include

Equal distribution of wealth Interference of Government
No Monopoly Open Membership

Question No: 99 WTO was organized on _____

July 15, 1998 January 01, 1990 August 25, 1995 January 01, 1995

Question No: 100 A major disadvantage of corporate organization is

Double Taxation of dividend **Inability of the firm to large sum of additional capital**

Limited liability of share holders Limited life of Cooperate firm

Question No: 101 It is difficult to transfer to right of ownership is

Sole proprietor ship **Partner ship** All of given options None of given options

Question No: 102 Wages are paid for

Long term **Short term** All of given options None of given options

Question No: 103 Pakistan is exporting

Sports Item Agriculture Product Textile Product **All of given options**

Question No: 104 Managers have _____ type of skills

2 **3** 4 5

Question No: 105 The process of attracting the people for job

Recruitment pecial skills Supervision Job Specification

Question No: 106 What is the method of on job training?



Lectures Vestibule Videos **None of given options**

Question No: 107 The liability of a sole trader is _____

limited Only to his investment in the business

Limited to the total resources of the business **Unlimited** Not defined

Question No: 108 Genetic industry means

Canal Sugar mill **Poultry** Agriculture

Question No: 109 The first stage Evolution business is?

Industry revolution Globalization Entrepreneurship Marketing era

Question No: 110 When entrepreneurs establish a business, they must first decide on the form of:

Partnership Ownership Expansion Organization

Question No: 111 Generally, in a limited partnership:

All partners have limited liability. The partners exist for a limited time period.

The limited partners do not participate in management of the company.

Not more than 75 partners may invest in the company at one time.

Question No: 112 The "leading" function of management should be conducted in a manner that is consistent with firm's:

Competition Strategic plan Industry demand Labor union

Question No: 113 The skills managers use to understand the relationships among the various tasks of the firm are:

Interpersonal skills Technical skills Decision making skills Conceptual skills

Question No: 114 The four functions of management:

Must be enacted in the proper sequence Must be integrated

Are stand alone, independent functions Can not be performed by one individual

Question No: 115 Social interaction and acceptance by others are examples of:

Physiological needs Safety needs Affiliation needs Esteem needs

Question No: 116 When firms delegate more authority to their employees, this strategy is referred to as:



Empowerment Merit system Hygiene theory Equity system

Question No: 117 The process used to determine the tasks and the necessary credentials for a particular position is referred to as:

Job analysis Job screening Job evaluation Human resource planning

Question No: 118 A _____ is an assignment to a higher level job with more responsibility and greater pay.

Transfer Lateral assignment Appraisal Promotion

Question No: 119 Products purchased by companies to produce other products are:

Consumer Goods Industrial Goods Services Inventory

Question No: 120 Many organizations provide guidelines of behavior to employees through a code of:

Cartel arrangements Kickback agreements

Production manuals Responsibility and ethics

Question No: 121 A firm can charge a higher price without loosing its customers if it does not have much:

Production Competition Advertising Industry demand

Question No: 122 A distribution channel represents the path of a product from a producer to:

Retailer Wholesaler Consumer Manufacturer

Question No: 123 Process by which a company analyzes a competitor's products to identify desirable improvements is:

Competitive product analysis Value-Added Analysis

Statistical Process Control Quality/Cost Studies

Question No: 124 Spreadsheets, database and word processing software are all types of:

Operating systems Utility programs Application software Firmware

Question No: 125 Which of the following is the most important determinant of a firm's value?

Earnings Debt Liabilities Liquidity

Question No: 126 How funds are obtained and invested by the firm is determined by the:

Finance function Marketing function

Organizing function Accounting function



Question No: 127_____ is used to cover long-term expenses such as assets.

Line of Credit Debt Financing Preferred Stock Financial Management

Question No: 128 _____ is the range of workers' attitudes, values, and behaviors that differ by gender, race, and ethnicity.

Knowledge Worker Labor Markets Contingent Worker Workforce Diversity

Question No: 129 An increase in the general level of prices of products over a specified period of time is called:

Inflation Gross domestic product

Disinflation Equilibrium

Question No: 130 The formation of _____does not require any legal formality like registration.

Company Cooperative society Partnership **Ans Sole proprietorship**

Question No: 131 Which of the following is a disadvantage of partnership?

Distribution of work Sufficient capital

Prime credit standing **Ans Profit sharing**

Question No: 132 In partnership deed, profit and loss is distributed among the partners:

In equal percentage As per percentage of capital invested

Ans As per agreed ratio in partnership deed None of the given options

Question No: 133 The powers of the Board of Directors to borrow from the bank are mentioned in:

Ans Article of Association Memorandum of Association

Special Resolution None of the given options

Question No: 134 Which of the following should be considered when designing a business plan?

Objectives of the business Marketing components of the business

Financial components of the business **Ans All of the given options**

Question No: 135 A firm that acquires another firm as part of its overall business strategy is engaging in _____.

Ans A strategic acquisition A financial acquisition

A two-tier tender offer A shark repellent

Question No: 136 The record of a country's imports and exports of goods and services is called its:



Visible trade balance. **Ans Balance of payments**

Balance of payments on current account. Balance of trade.

Question No: 137 which of the following is the treaty designed to remove barriers to the free flow of goods, services, and capital between nations?

GATT EU **Ans WTO** NAFTA

Question No: 138 Export subsidies are:

Maximum limits on the quantity of specific products imported to a nation.

Taxes placed on imported products.

Licensing requirements or unreasonable quality standards designed to reduce imports.

Ans Government payments to domestic producers to reduce the price on exported goods .

Question No: 139 If a very successful fast food restaurant has been ignoring customers' concerns about the small war toys and toy guns included in their Kids Meals, then managers should begin focusing on improving the firm's:

Ans Ethics Profitability. Productivity. Game plan

Question No: 140 _____ is a dimension of social responsibility that includes hiring minority workers, making safe products, minimizing pollution, using energy wisely, and providing a safe work environment

Corporate philanthropy Corporate policy Corporate governance

Ans Corporate responsibility

Question No: 141 Human resource planning is a dynamic planning process which involves ongoing environmental scanning and an analysis of organizational objectives, strategies, and policies aimed at deciding:

What business the organization should be in

Ans The right quantity and quality of employees needed when and where

What physical resources the organization needs

Who the organization's main competitors are

Question No: 142 The MBTI is a personality test that has been used to select candidates who will more likely engage in organizational citizenship behaviors at work. However, critic of this test suggest that the results can change over time as a person's personality develops. Therefore the MBTI personality test may be:

Legal but not valid **Ans Valid but not reliable**

Reliable but not valid Reliable but not legal



Question No: 143 Selection devices that are based upon physical condition of the candidates are known as:

Ans Medical tests Background investigations.

Aptitude tests Application forms.

Question No: 144 Which of the following chart shows turnover in an organization? GANNT chart **Ans Replacement chart** PERT chart Bar chart

Question No: 145 The Hawthorne Studies found:

Ans That social and psychological factors could significantly affect productivity

That economic factors affect productivity

Money to be the primary motivator of female employees.

That workers were motivated to produce more when managers left them alone.

Question No: 146 According to Maslow's hierarchy of needs, a person who buys a motion detector/burglar alarm for her house is motivated to do so in an attempt to fulfill the following need:

Esteem. Ans Security Social Self-actualization.

Question No: 147 Company policy, administration, supervision, interpersonal relations, working conditions, and salary are characterized as:

Growth factors **Ans Hygiene factors** Esteem factors Motivating factors

Question No: 148 Which of the following step is important to improve expectancy?

Ans Deliver rewards as promised. Observe and recognize performance.

Create the belief that effort is related to performance Make the rewards meaningful.

Question No: 149 The term "Job Rotation":

Is another term for employee empowerment Involves allocating a wider range of similar tasks to individuals

Involves giving employees work with a greater degree of responsibility and autonomy Ans Means that staff is moved periodically from task to task in order to increase variety and interest

Question No: 150 Which of the following is NOT included as a basic idea in the definition of marketing concepts?

Ans Total company effort Profit Productivity Customer satisfaction

Question No: 151 In _____ of marketing, unsatisfied need of the customers are satisfied.

Social oriented stage Product oriented stage



Ans Marketing oriented stage None of the given options

Question No: 152 Which of the following statements is NOT true about services?

They are experienced, used or consumed. They are often sold first, then consumed.

They are perishable. **Ans They are tangible.**

Question No: 153 The degree to which a tool or test measures what it is supposed to measure is known as:

Ans Validity Reliability Dependability Goodness of fit.

Question No: 154 Which of the following would generally have *unlimited* liability?

A limited partner in a partnership A shareholder in a corporation

Ans The owner of a sole proprietorship

A member in a limited liability company (LLC)

Question No: 155 What is potentially the biggest advent age of a small partnership over a sole proprietorship?

Unlimited liability Single tax filing

Difficult ownership resale **Ans Raising capital**

Question No: 156 Which of the following enjoys limited liability?

A general partnership **Ans A Corporation**

A sole proprietorship None of the given options

Question No: 157 In which type of business entity the entire ownership interest is transferable most freely ?

General partnership Limited partnership

Corporation **Ans Limited liability company**

Question No: 158 Which of the following is false? I don't know the answer

One reason for failure of businesses is lack of managerial experience

One reason for failure of businesses is that most entrepreneurs are younger than 25 years old

One reason for failure of businesses is to neglect

One reason for failure of businesses is weak control systems

Question No: 159 What is a business plan? Discuss the purpose and significance of a business plan.



Question No: 160 What is Maslow's hierarchy of needs model? What are management implications of Maslow's Hierarchy need theory?

Only in the United States

Primarily in capitalist countries

Primarily in communist countries

QuestionNo:161 People in business and government face important ethical issues and decisions. In many different countries around the world

QuestionNo:162 Following are the advantages of cooperative society except:

Increase in employment

Lack of profit incentive

Friendly relation

Easy formation

QuestionNo:163 _____ refers to the standards of moral behavior.

Legality

Loyalty

Integrity

Ethics

QuestionNo:164 Which of the following is included in job specification?

Working environment

Experience

Job title

Job location

QuestionNo:165 Which of the following is included in economic factors?



Religion

Value system

Norms

Exchange rate

QuestionNo:166 Wages are paid for :

Short term period

Long term period

All of the given options

None of the given options

QuestionNo:167 The first stage in Evolution of business is:

Industrial revolution

Marketing Era

Entrepreneurship

Globalization

QuestionNo:168 Which of the following statements about franchising is true?

Franchising is a type of corporate system.

Franchising is used to achieve coordination at successive stages of production

Franchising is a type of administered vertical marketing system.

Franchising is the most visible variation of contractual systems

QuestionNo:169 The liabilty of a sole trader is:



Limited only to his investment in the business

Limited to the total resources of the business

Unlimited

Not defined

QuestionNo:170 Which of the following is not an example of non-profit making organization?

NGO's

Trusts

Cooperative societies

Partnership

QuestionNo:171 First directors are usually named in the _____

Memorandum of Association

Articles of Association

Prospectus

None of the above

QuestionNo:172 Barriers to international trade include:

Social and cultural differences

Political and legal differences

Economic differences

All of the given options

QuestionNo:173 The first stage in Evolution of business is:



Industrial revolution

Marketing Era

Entrepreneurship

Globalization

QuestionNo:174 Political and legal barriers to trade include:

Tarrifs

Quotas

All of the given options

None of the given options

QuestionNo:175 Which of the following is not the disadvantage of cooperative society?

Lack of secrecy

No profit incentive

Untrained supervision

Protection of mutual interest

QuestionNo:176 A statutory report must be sent to every member of the company at least _____days before the meeting is to be held.

21 days

30 days

45 days

51 days

QuestionNo:177 A market survey is important because it tells you:



How many & what types of people are shopping at a store.

Tells you what the customer will buy.

Tells you how much the customer will pay for the product.

All of the above.

QuestionNo:178 A market survey is important because it tells you:

How many & what types of people are shopping at a store.

Tells you what the customer will buy.

Tells you how much the customer will pay for the product.

All of the above.

QuestionNo:179 Barriers to international trade include:

Social and cultural differences

Political and legal differences

Economic differences

All of the given options

QuestionNo:180 Which of the following is NOT a core function of management?

Planning

Organizing

Motivating

Leading

QuestionNo:181 In----------industry,raw material is converted into some goods finished or semi finished:



Manufacturing

Constructive

Genetic

Extractive

QuestionNo:182 A major advantage of the corporate form of organization is:

Reduction of double taxation.

Limited owner liability.

Legal restrictions.

Ease of organization

QuestionNo:183 The formation of ____ does not require any legal formality like registration.

Sole proprietorship

Company

Cooperative society

Partnership

QuestionNo:184 Compared to licensing, franchising is a more advantageous entry mode because:

It generates economies of scale in marketing to international customers.

It offers greater control.

It is low-risk and low-cost.

Of all the above

QuestionNo:185 population size is included in



Economic factors

Demographic factors

Legal factors

Technological

QuestionNo:186 Which of the following is excluded from factors that can affect the business?

Demographic Factors

Economic and social factors

Natural factors

None of the above

QuestionNo:187 A Pizza delivery service company generated after tax earnings of Rs. 800,000. With total stockholder investments equaling Rs. 20,00,000. What was the company's return on equity?

a) 10% b) 15% **c) 40%** d) 80%

SPRING 2007 MGT211 - (Session - 4)

QuestionNo:188 the return on investment in a firm is derived from the firm's ability to earn _____.

Question No: 12 the total market value of all final goods and services produced in a country is known as_____.

QuestionNo:189 _____ theory of motivation holds that people evaluate their treatment by employers relative to the treatment of others.

QuestionNo:190 if a manager is having difficulties in managing his or her subordinates, _____ would be recommended to cope with the situation.

QuestionNo:191 Redesigned conventional office space to accommodate jobs and schedules that are far less dependent on assigned spaces and personal apparatus is called _____.



QuestionNo:192 Discuss some of the concerns an entrepreneur may have when starting a new business.

QuestionNo:193 Discuss and give examples of what you believe is the most common form of business ownership in your hometown.

QuestionNo:194 Distinguish between management and leadership. Do you think a person could be an effective manager but an ineffective leader?

QuestionNo:195 Describe the tasks involved in developing a human resource plan.

Spring 2007

QuestionNo:196 All of the following are considered crucial ingredients that are needed in order for a business to be able to make a profit except ----------.

Land Capital Labor FinancialCounselors

QuestionNo:197 Jahanzaib's restaurant was sued when a customer suffered a severe allergic reaction. As sole proprietor of the establishment, Jahanzaib's will be personally liable for any judgment against the restaurant due to ----------.

Charter Laws Unlimited Liability

erms of his property insurance Limited Liability

QuestionNo:198 ---------- comprise partners whose liability is limited to the cash or property they contributed to the partnership.

Limited partnerships Limited Liability Companies

Sole Corporations General Partnership

QuestionNo:199------- is considered a primary advantage to forming a business partnership.

Shared Profit Increase Specialization Shared Control UnlimitedLiability

QuestionNo:200 Disadvantages associated with being an entrepreneur include all of the following except ----------.



Ensuring the business functions properly Possibly incurring large losses

Possibly losing source of income Having an increased amount of control

QuestionNo:201 All of the following except ---------- are considered to be barriers to free trade

Tariffs Quotas Subsidies Taxes

QuestionNo:202 A ---------- is an economic system in which the production of goods and services is left in the hands of private enterprise.

Totalitarian government Representative democracy

Mixed Economy Free Market Economy

QuestionNo:203 ---------- are those persons who guarantee the company, to buy the remaining shares if minimum requirement is not met.

Promoters Brokers Underwriters Directors