

VIRTUAL UNIVERSITY OF PAKISTAN

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CORRECT ANSWER SOLVED BY HADI
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(Final Term Past Paper)



MADE AND SOLVED BY TEAM HADI

WARNING: Team HADI is not responsible for any mistake or wrong answer. All students reading and using this document may check and confirm the answers at their own.



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Best of luck!

مہربانی کر کے میری امی جان کے لیے دعا کر دینا اُن کی ۲۰۲۱ میں وافات ہوگی تھی، شکریہ (ہادی)

FINAL TERM PAPER SOLVED BY TEAM HADI VU

MGT 211

Question 1: The Pakistan steel mill is using iron ore as a raw material, this one is _____ for the mill.

- Specialty good
- Shopping good
- **Capital item**
- Expense item

Question 2: No defect in products, processes, and organization is called:

- Zero defect line
- **Zero defect levelTEAM HADI VU**
- Zero defect logo
- Zero defect leadership

Question 3: Which of the following best describes the "Zero defect level?"

- **No defect in products....TEAM HADI VU**
- No defect in processes
- No defect in organization
- All of the given options.

Question 4: Companies don't consider type of customer and type of community in which of the following types of pricing?

- **Breakeven pricing ...Not confirm**
- Fixed pricing
- Cost based pricing
- Penetration pricing

Question 5: Which of the following is an ability of product to satisfy a need?

- Publicity
- Productivity
- **UtilityTEAM HADI VU**
- Efficiency

Question 6: All of the following are the useful factors for location of industry EXCEPT.

- Availability of raw material
- Availability of skilled workers
- **Availability of customersTEAM HADI VU**
- Availability of infrastructure

Question 7: When company benchmarked delivery time of the product then which of the following strategy is benchmarked?

- **Pricing**
- Distribution

- Technology
- Sales forecasting

Question 8: Which of the following is the first step for preparing the campaign with an advertising agency?

- Establish advertising budget
- **Identify the target audience....TEAM HADI VU**
- Define the objectives
- Create advertising message

Question 9: Optimum level of production needed by the organization is called.

- Production Planning
- **Capacity PlanningTEAM HADI VU**
- Product Planning
- Sales Planning

Question 10: Which of the following defines the standards to be followed in order to meet the customer requirements?

- Execution
- **Quality assuranceTEAM HADI VU**
- Quality control
- Statistical process

Question 11: All of the following are the factors of external failure costs EXCEPT:

- Product liability suits
- Repair cost of faulty goods
- Customer service cost
- **Cost of inspection of re-work....TEAM HADI VU**

Question 12: Salesperson can handle the barriers by which of the following techniques?

- Requesting to receptionist
- Present gifts to go in
- Use company name
- **All of the given options....TEAM HADI VU**

Question 13: In which of the following stage order is fulfilled and delivered according to the agreement?

- Interest stage
- Objection stage
- Closing stage
- **Follow up stage....TEAM HADI VU**

Question 14: Which one of the following type of customers shows offensive behavior towards an employee?

- Wandering customer
- Loyal customer
- **Aggressive customerTEAM HADI VU**
- Skeptic customer

Question 15: The customers switch the product for which of the following reasons?

- Better quality product at lower price is available in the market
- The market is saturated
- The company outsources its production facilities
- The company has no research and development center

Question 16: The purchasing power of the customer is defined as:

- A customer's capacity to buy a product
- A customer's capacity to retain the product
- A customer's capacity to drive satisfaction from the product
- **A customer's capacity to sell a product The customer's capacity to buy a product**

Question 17: While keeping in mind the types of brand names, when same brand is sold throughout the country, we can say that the brand is a:

- International brand
- License brand
- **National brandTEAM HADI VU**
- Private brand

Question 18: In which of the following stages of product life cycle, more sellers come in the market and competition becomes very high?

- Introduction stage
- **Growth stage....TEAM HADI VU**
- Maturity stage
- Decline stage

Question 19: Which of the following factors must be considered while setting the international pricing?

- Currency
- Tariff
- Insurance
- **All of the given options....TEAM HADI VU**

Question 20: Which of the following distribution strategies limits the number of outlets for a product in a particular geographical area?

- Intensive distribution
- **Exclusive distribution....TEAM HADI VU**
- Selective distribution
- Subjective distribution

Question 21: Which of the following stores carries a particular type of good but an extensive selection of brands?

- Departmental store
- Hypermarket
- **Specialty storeTEAM HADI VU**
- Category killers

Question 22: Which of the following method is used to minimize defects in products or services?

- Productivity
- **InspectionTEAM HADI VU**
- Just in time
- Slack time

Question 23: Which of the following processes defines the standards to be followed in order to meet the customer requirements?

- **Quality assuranceTEAM HADI VU**
- Quality control
- Quality performance
- Quality products

Question 24: Which of the following promotional tools must conform to the law and ethical standards of the medium and trade associations?

- Public relations
- Personal selling
- **AdvertisingTEAM HADI VU**
- Sales promotion

Question 25: Which of the following factors comes under the step of "identify the target audience" while preparing the campaign with an advertising agency?

- Expected sales
- Marketing objectives
- **Income and age...check it**
- Selection of language

Question 26: Which of the following factors comes under the step of "selection of appropriate media" while preparing the campaign with an advertising agency?

- Expected sales
- TV for consumer products
- **Income and age...check it**
- Selection of language

Question 27: In which of the following personal selling tasks, salesman persuades buyers to purchase products?

- Processing of orders
- Booking of orders
- **Creative sellingTEAM HADI VU**
- Missionary selling

Question 28: Price, after sale services, guarantees and warranties comes under which of the following stages of a sales presentation?

- Conversation
- Closing
- Follow up
- **Interest....TEAM HADI VU**

Question 29: Cost of scrap is included in which of the following costs?

- **Internal failure costTEAM HADI VU**
- External failure cost
- Appraisal cost
- Prevention cost

Question 30: Cost for hiring expert is included in which of the following costs?

- Internal failure cost
- External failure cost
- Appraisal cost
- **Prevention cost....TEAM HADI VU**

Question 31: Marketing plan is a document which includes all activities relating to marketing, all of the following are components of marketing plan EXCEPT:

- Competitor analysis
- Opportunity analysis
- **Production analysis**
- Marketing strategies

Question 32: Which of the following shows the transfer of ownership from seller to buyer?

- Selling
- **Marketing....TEAM HADI VU**
- Production
- Accounting

Question 33: Which of the following industrial goods is long lasting and expensive in nature?

- Shopping goods
- Convenience goods
- Specialty goods
- **Capital goods....TEAM HADI VU**

Question 34: Which of the following is a collection of raw facts and figures?

- Goal
- Objective
- Information
- **Data....TEAM HADI VU**

Question 35: Which of the following is a meaningful shape of raw data?

- Goal
- Objective
- Strategy
- **Information....TEAM HADI VU**

Question 36: System programs are a part of which of the following component of information system?

- Hardware
- Controls
- People
- **Software....TEAM HADI VU**

Question 37: Application programs are a part of which of the following component of information system?

- Hardware
- Controls
- People
- **Software....TEAM HADI VU**

Question 38: Any firm, company or organization that purchases goods for reselling purpose refers to:

- Financing Concern
- Management Concern
- None of the given options
- **Trading Concern....TEAM HADI VU**

Question 39: Recently a new business position is introduced in many organizations to cater to the digital needs of organization and that position is:

- Chief digital officer
- **Chief Marketing officerTEAM HADI VU**
- Chief distribution officer
- Chief mobile officer

Question 40: belongs to sensory systems that help consumers about future purchase in natural language.

- Big Data
- **Cloud**
- Social media
- Robotics

Question 41: According to some researches, _____ percent of people who visit a nearby place at Google visit within a day.

- 40
- **50**
- 60
- 70

Question 42: Millennials are considered as most _____

- Traditional
- Educated
- Extraordinary
- Experienced

Question 43: Business success can be attributed to:

- Luck.
- Hard work, drive and dedication.
- A high demand for the good or service produced.
- **All of the given options....TEAM HADI VU**

Question 44: When Nayer Carpets develops new carpets that are highly stain resistant and durable, it must educate consumers about the product's benefits. This calls for activity in which of the following marketing mix variables?

- Price
- **PromotionTEAM HADI VU**
- Product
- Packaging

Question 45: When Nayer Carpets develops new carpets that are highly stain resistant and durable, it must educate consumers about the product's benefits. This calls for activity in which of the following marketing mix variables?

- Price
- **PromotionTEAM HADI VU**
- Product
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Question 46: A product's ability that it cannot be used for various purposes in different capacities and under different conditions is termed as_____

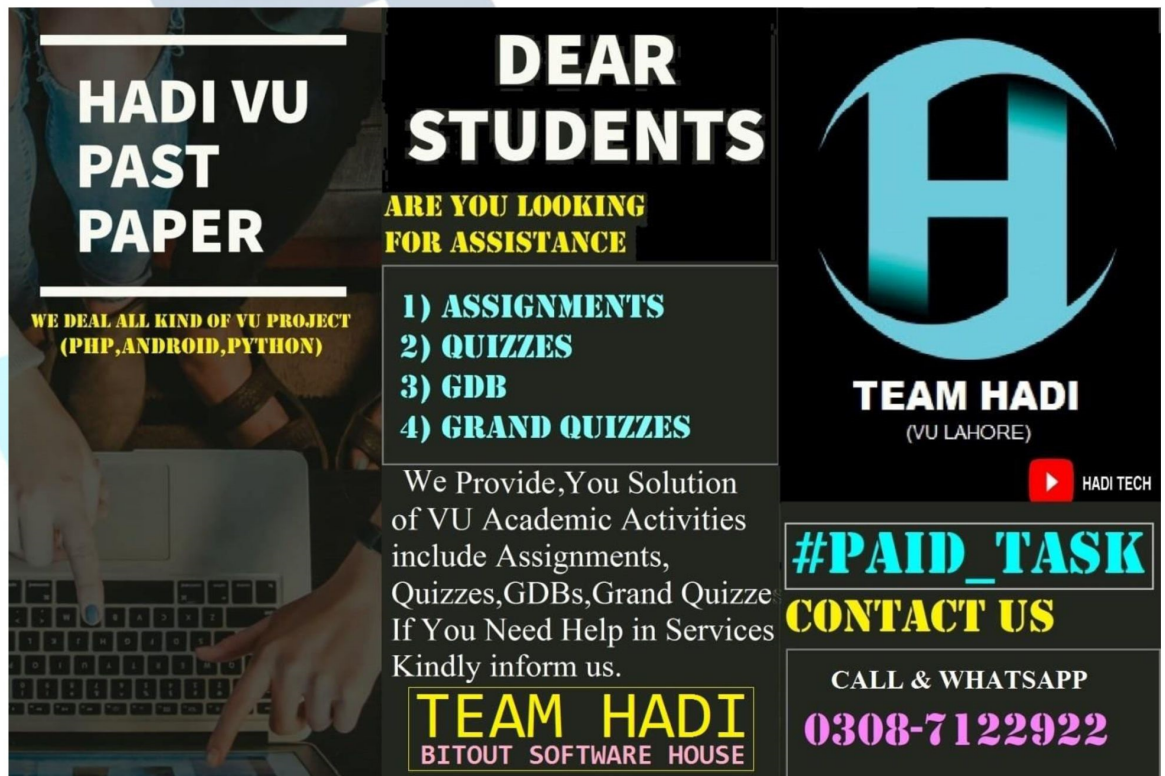
- Flexibility of a product
- Inflexibility of a product
- Availability of a product
- **All of the given options....TEAM HADI VU**

Question 47: Which of the following is considered as the pillar of quality?

- Quality is free
- Doing it right the first time
- **Process improvementTEAM HADI VU**
- None of the given options

Question 48: Auditors who are working within the organization are known as_____

- **Internal auditorsTEAM HADI VU**
- External auditors
- Both internal auditors and external auditors
- None of the given options



The advertisement is a collage of images and text. On the left, a person's hands are shown typing on a laptop keyboard. The text 'HADI VU PAST PAPER' is prominently displayed in white. Below it, in smaller yellow text, it says 'WE DEAL ALL KIND OF VU PROJECT (PHP, ANDROID, PYTHON)'. In the center, the text 'DEAR STUDENTS' is written in large white letters, followed by 'ARE YOU LOOKING FOR ASSISTANCE' in yellow. Below this, a list of services is provided: '1) ASSIGNMENTS', '2) QUIZZES', '3) GDB', and '4) GRAND QUIZZES'. A paragraph follows: 'We Provide, You Solution of VU Academic Activities include Assignments, Quizzes, GDBs, Grand Quizzes. If You Need Help in Services Kindly inform us.' At the bottom center, the text 'TEAM HADI BITOUT SOFTWARE HOUSE' is displayed in yellow. On the right side, there is a large blue 'H' logo inside a circle, with 'TEAM HADI (VU LAHORE)' written below it. A small red YouTube icon with 'HADI TECH' is also present. At the bottom right, the text '#PAID_TASK' is written in large blue letters, followed by 'CONTACT US' in yellow. Below that, 'CALL & WHATSAPP' is written in white, and the phone number '0308-7122922' is displayed in large pink letters.