

<http://www.vustudents.net>

Join Us on <http://vustudents.ning.com/>

**Come & Join Us at VUSTUDENTS.net**

For Assignment Solution, GDB, Online Quizzes, Helping Study material,  
Past Solved Papers, Solved MCQs, **Current Papers**, E-Books & more.

**PSKT01**

~~~GhAuR!~~~ & ~~~FaZ!~~~

~~~MC110200779~~~ ~~~MC110200778~~~



Go to <http://www.vustudents.net> and click Sign up to register.

» » Regards » »

VUSTUDENTS.NET TEAM.

Virtual University of Pakistan

<http://vustudents.ning.com/>

Leading Student's Social Network Worldwide!

**Question # 1 of 15 ( Start time: 11:40:07 PM ) Total Marks: 1**

**There are too many laws regarding labour force in Pakistan that causing problems for SME. It was proposed that existing labour legislation be simplified and rationalized into how many basic laws?**

**Six**

Ten

Fifteen

Twenty

**Question # 2 of 15 ( Start time: 11:40:41 PM ) Total Marks: 1**

**When you submit an application for a loan, credential that introduces your business to the bank has a form called “Form-29”. Under which condition you will provide this form to the bank.**

In case of Sole Proprietorship

In case of Private Limited Company

**In case of Cooperation**

In case of Partnership

**Question # 3 of 15 ( Start time: 11:41:11 PM ) Total Marks: 1**

**Which of the following is NOT available in job description?**

Job content

Job environment

**Abilities required**

Conditions of employment

**Question # 4 of 15 ( Start time: 11:41:40 PM ) Total Marks: 1**

**Which of the following problems is/are served as hurdle in the development of SMEs in Pakistan?**

56 Labours Laws

Labour Inspections

Exporter’s Reservation regarding Labour

**All of the given options**

**Question # 5 of 15 ( Start time: 11:42:09 PM ) Total Marks: 1**

**In which year “Environment Protection Ordinance” in Pakistan has been enacted.**

1993

1995

**1997**

1999

**Question # 6 of 15 ( Start time: 11:42:33 PM ) Total Marks: 1**

**How the large and small sectors are interlinked?**

By foster changes

By risk sharing

**By Merchandising**

By serving the same market

**Question # 7 of 15 ( Start time: 11:43:00 PM ) Total Marks: 1**

**If a person is evaluated high on many traits because of a belief that the individual is high on one trait. This perception is affected by which of the following effects?**

Contrast

Dominance

**Halo**

Perceptual

**Question # 8 of 15 ( Start time: 11:43:27 PM ) Total Marks: 1**

**All of the following are the problems that can be faced by an businessmen during the construction phase EXCEPT:**

Acquisition of land

Acquisition of machinery

Prospecting about marketing

**Poor location**

**Question # 9 of 15 ( Start time: 11:43:58 PM ) Total Marks: 1**

**Which of the following term is defined as: “The initial equity capital used to start a new venture or business”?**

Value Capital

Working Capital

**Seed Capital**

Gross Capital

**Question # 10 of 15 ( Start time: 11:44:16 PM ) Total Marks: 1**

**For what purposes the activity of performance appraisal is NOT done in an organization?**

**To punish employee**

To motivate employee

To evaluate employee

To give reward to employee

**Question # 11 of 15**

**What is the maximum limit of loan that Punjab Small Industries Corporation (PSIC) can issue? (As per survey 2001)**

5 Lac

**7.5 Lac**

10 Lac

12.5 Lac

**Question # 12 of 15 ( Start time: 11:45:08 PM ) Total Marks: 1**

**\_\_\_\_\_ is a business term means an extraordinary event or circumstance beyond the control entrepreneur such as war, strike, crime, flood, earthquake which prevents him from continuing the business.**

**Force Majeure**

Force Mortigue

Force Montague

Force Meringue

**Question # 13 of 15 ( Start time: 11:45:30 PM ) Total Marks: 1**

**In recent years, how much per worker productivity of Pakistani labour force has decreased as compared to India.**

**25%**

30%

35%

40%

**Question # 14 of 15 ( Start time: 11:45:46 PM ) Total Marks: 1**

**In which year first appropriate definition of small business was introduced by an Indian?**

1935

**1940**

1945

1950

**Question # 15 of 15 ( Start time: 11:46:04 PM ) Total Marks: 1**

**Which of the following is/are the result/s of implementation of Ayubian model of economic development during 1980s?**

Promotion of large-scale units

Expansion of large-scale enterprises

Large loans offered by financial institutions

**All of the given options**

**question # 1 of 15 ( Start time: 10:37:50 AM ) Total Marks: 1**

**What was the outcome due to which the SME policy adopted by Pakistan in 1960 was rejected and was reverting to the Ayubian model of economic development?**

**Inefficient labor**

Political Instability

Society injustice

Technological revolution

**Question # 2 of 15 ( Start time: 10:39:18 AM ) Total Marks: 1**

**Which of the following can be assessed by cash flow statement?**

Amount required for depreciation

Withdrawal of amount for personal use

**Generation of positive cash flows**

Need of cash for procurement

**Question # 3 of 15 ( Start time: 10:40:50 AM ) Total Marks: 1**

**In which year Small & Medium Development Authority (SMEDA) was established?**

July, 1994

August, 1988

**October, 1998**

December, 2001

**Question # 4 of 15 ( Start time: 10:41:17 AM ) Total Marks: 1**

**How many labor laws that exist in Pakistan to control the labor issues?**

50

52

54

**56**

**Question # 5 of 15 ( Start time: 10:42:03 AM ) Total Marks: 1**

**Which of the following is an expressed form of YIPS?**

**Youth Investment Promotion Scheme**

Youth International Project Scheme  
Youth Information Platform Sector  
Youth Inclusive Program System

**Question # 6 of 15 ( Start time: 10:42:52 AM ) Total Marks: 1**

**According to research conducted in MIT Harvard University, USA, following are the main objectives for a technology entrepreneur EXCEPT:**

Creating something novel and useful

**Creditability**

Building long-term value

Freedom

**Question # 7 of 15 ( Start time: 10:44:11 AM ) Total Marks: 1**

**SME Stands for \_\_\_\_\_.**

Self Managed Entrepreneur

Small Manageable Enterprise

**Small and Medium Enterprise**

Self Manageable Enterprise

**Question # 9 of 15 ( Start time: 10:46:10 AM ) Total Marks: 1**

**All of the following are the components managed under “Operational Expenditure” heading during the preparation of Financial Requirement Statement EXCEPT:**

Material

Rent, Interest

Insurance, Taxes

**Patents**

**Question # 10 of 15 ( Start time: 10:47:16 AM ) Total Marks: 1**

**The acronym UNDP stands for:**

United Nation Diagnostic Plan

**United Nation Development Program**

United Nation Dynamic Profile

United Nation Democratic Proposal

**Question # 11 of 15 ( Start time: 10:47:56 AM ) Total Marks: 1**

**What kind of an entrepreneur will he/she be, IF he/she follows the old traditions, avoids risk taking and responds to change only in situations where it becomes necessary to do so?**

Innovative

Imitating

**Fabian**

Drone

**Question # 12 of 15 ( Start time: 10:49:32 AM ) Total Marks: 1**

**Which of the following international organization conducted a survey regarding the salient features of entrepreneurs of Pakistan?**

**World Bank**

World Trade Organization

International Monetary Fund

UNO

**Question # 13 of 15 ( Start time: 10:50:46 AM ) Total Marks: 1**

**Which of the following statement is important for an entrepreneur, provides information about the sources from which cash has been generated and how it has been spent during a specific period of time?**

Income Statement

Balance Sheet

**Cash Flow Statement**

Owner's Equity Statement

**Question # 15 of 15 ( Start time: 10:53:21 AM ) Total Marks: 1**

**If you divide the SME industry into wholesale, retail, manufacture and service sectors, then the definition of SME will be based on which of the following?**

Financial Basis

**Classification Basis**

Man Power Basis

Asset Basis

**Question # 1 of 15 ( Start time: 10:03:43 AM ) Total Marks: 1**

**What is the average mean age of entrepreneur of Korea according to a survey conducted by World Bank?**

40 Years

44 Years

48 Years

**None of the given options**

**Question # 2 of 15 ( Start time: 10:05:07 AM ) Total Marks: 1**

**Which of the following is our major long-term issue in the development of SMEs?**

**Education**

Taxation

Finance

Labor

**Question # 3 of 15 ( Start time: 10:06:27 AM ) Total Marks: 1**

**Which of the following term is defined as: "The initial equity capital used to start a new venture or business"?**

Value Capital

Working Capital

**Seed Capital**

Gross Capital

**Question # 4 of 15 ( Start time: 10:07:56 AM ) Total Marks: 1**

**What is the percentage of new investment is generated by small and medium enterprises came from retained earning?**

40%

49%

**57%**

63%

**Question # 5 of 15 ( Start time: 10:09:00 AM ) Total Marks: 1**

Which of the following term is used for the head of board of directors of Punjab Small Industries Corporation (PSIC)?

**CEO of PSIC**

Governor of Punjab

Chief Minister of Punjab

Minister of Planning and development, Punjab

**Question # 6 of 15 ( Start time: 10:09:34 AM ) Total Marks: 1**

**The relationship between government and SME seems to be fundamentally flawed due to which of the following reason/s? :**

Government under estimates potential of SME sector

Policy makers have preference towards large-scale industry

Implementation is not a continuous process

**All of the given options**

**Question # 7 of 15 ( Start time: 10:11:03 AM ) Total Marks: 1**

**During which year Punjab Small Industries Corporation (PSIC) was established?**

1970

**1972**

1974

1976

**Question # 8 of 15 ( Start time: 10:11:41 AM ) Total Marks: 1**

**Which of the following can be expressed as PITAC?**

**Pakistan Industrial Technical Assistance Center**

Pakistan Industrial Technological Aid Council

Pakistan Industrial Training Aid Commission

Pakistan Industrial Teaching Association Council

**Question # 9 of 15 ( Start time: 10:12:29 AM ) Total Marks: 1**

**Following are the financial institutions developed to promote SME in Pakistan EXCEPT:**

**Segmented Business Fund Corporation (SBFC)**

Youth Investment Promotion Scheme (YIPS)

Regional Development Finance Corporation (RDFC)

Industrial Development Bank of Pakistan (IDBP)

**Question # 10 of 15 ( Start time: 10:13:21 AM ) Total Marks: 1**

**Which of the following is the MOST important parameter to declare a business as a small business?**

**Number of workers**

Share in the economy

Business turnover

Total assets

**Question # 11 of 15 ( Start time: 10:13:51 AM ) Total Marks: 1**

**What was the mean age of an enterprise in Pakistan if the mean age of an entrepreneur is 42 years, according to a survey conducted by World Bank?**

14 Years

16 Years

18 Years

**None of the given options**

**Question # 12 of 15 ( Start time: 10:15:16 AM ) Total Marks: 1**

**In which year World Bank had conducted a survey in Pakistan about SMEs.**

2000

**2001**

2002

2003

**Question # 13 of 15 ( Start time: 10:16:43 AM ) Total Marks: 1**

**Which of the following is true about today's global economy?**

**Knowledge Based Economy**

Industrial Based Economy

Economy of Socialism

Capital Economy

**Question # 14 of 15 ( Start time: 10:17:01 AM ) Total Marks: 1**

**What is the debt equity ratio for loan up to Rs. 7.5 Lac in Punjab Small Industries Corporation (PSIC)?  
(as per survey 2001**

80:20

**70:30**

60:40

50:50

**Question # 15 of 15 ( Start time: 10:17:50 AM ) Total Marks: 1**

**How the large and small sectors are interlinked?**

By fostering changes

**By subcontracting**

By sharing risk

By serving the same market

**Question No: 1 ( Marks: 1 ) - Please choose one**

**Who introduced the first ever business laws to protect the customers from unscrupulous traders?**

**Hammurabi**

Samsu-Iluna

Shamshi Adad

Sin-muballit

**Question No: 2 ( Marks: 1 ) - Please choose one**

**Following are the main internal factors for an entrepreneur described by Albert Shapiro  
in his psychological analysis EXCEPT:**

Vision

Determination

Decision making power

**Fate**

**Question No: 3 ( Marks: 1 ) - Please choose one**

**Following are the different functions an innovative entrepreneur performs EXCEPT:**

Launches new products



Discovers new markets

Establishes new methods of production

**Duplicate the technology**

**Question No: 4 ( Marks: 1 ) - Please choose one**

**According to a survey conducted by World Bank, what is the percentage of entrepreneurs who get formal education in colleges?**

10%

**30%**

60%

80%

**Question No: 5 ( Marks: 1 ) - Please choose one**

**Following are the factors that promoted the trend of development of SME in Pakistan during 1980s EXCEPT:**

High level financing

Uneven profit distribution

Technological revolution

**Monopoly of resources**

**Question No: 6 ( Marks: 1 ) - Please choose one**

**Under what condition an entrepreneur enjoys extra time favor from bank or government to fulfill the requirements of the contract?**

**Force Majeure**

Fraud

Bankrupt

None of the given options

**Question No: 7 ( Marks: 1 ) - Please choose one**

**Following are the basic reasons behind low tax base in Pakistan EXCEPT?**

High cost of book keeping

Harassment of tax authorities

**Non cooperative role of CBR**

High physiological cost

**Question No: 8 ( Marks: 1 ) - Please choose one**

**While making different strategies for socio-economic development, which of the following is at the top priority of Government of Pakistan?**

**Poverty Reduction Strategy Paper (PRSP)**

Micro Finance Sector Development Program

Reform of Financial Sector

Reforms in Tax Administration

**Question No: 9 ( Marks: 1 ) - Please choose one**

**Which of the following can be defined as: "The additional value of a commodity over the cost of commodities used to produce it from the previous stage of production"?**

**Value Added**

Value Imbedded

Value Extracted

Value Injected

**Question No: 10 ( Marks: 1 ) - Please choose one**

**In recent years, how much per worker productivity of Pakistani labour force has decreased as compared to China.**

25%

30%

**35%**

40%

**Question No: 11 ( Marks: 1 ) - Please choose one**

**Which of the following is correct regarding per worker productivity?**

**Pakistan < India < China**

China < India < Pakistan

Pakistan < China < India

India < China < Pakistan

**Question No: 12 ( Marks: 1 ) - Please choose one**

**Which of the following is NOT a main hurdle for the up-gradation of technology, in Pakistan?**

Inadequate R&D facilities

Lack of skills & experience

Insufficient information on technological cooperation

**Abundance of appropriate metrology and testing equipments**

**Question No: 13 ( Marks: 1 ) - Please choose one**

**Which of the following has biggest scope in term of capital and asset?**

**Sole Proprietorship**

Partnership

Private Limited Company

**Public Limited Company**

**Question No: 14 ( Marks: 1 ) - Please choose one**

**In “Financial Requirement Statement”, you keep some amount in reserve as safeguard against possible losses. Under which of the following heading you will show this amount in the statement?**

**Contingency Fund**

Miscellaneous Fund

Adversity Fund

Concealed Fund

**Question No: 15 ( Marks: 1 ) - Please choose one**

**The personal credentials that will be attached with loan application may include all of the following EXCEPT:**

Brochure of Business

Your Profile

**Family Information**

Previous Lending History

**Question No: 16 ( Marks: 1 ) - Please choose one**

**In a bank loan application, your personal profile has a document called “CV”. What does it stands for?**

**Curriculum Vitae**

Customer Verification

Client Validity

Computerized Valuation

**Question No: 17 ( Marks: 1 ) - Please choose one**

**Which of the following is defined as “A formal statement of a set of business goals, the reasons why they are believed attainable, and the plan for reaching those goals”?**

**Business Plan**

Business Strategy

Business Forecast

Business Sketch

**Question No: 18 ( Marks: 1 ) - Please choose one**

**According to which country, an industry will be a small industry if the number of employees is less than 100?**

**USA**

Russia

France

Japan

**Question No: 19 ( Marks: 1 ) - Please choose one**

**According to Singapore, a business is said to be a small business, if capital involved is less than US \$ 85 million and number of employees are \_\_\_\_\_.**

**Less than 100**

Less than 50

Less than 200

Less than 150

**Question No: 20 ( Marks: 1 ) - Please choose one**

**IF you follow the old traditions, avoids risk taking and responds to change only in situations where it becomes necessary to do so, then what kind of an entrepreneur you will be?**

Innovative

Imitating

**Fabian**

Drone

**Question No: 21 ( Marks: 1 ) - Please choose one**

**In which year, Sindh Small Industries Corporation (SSIC) was established?**

1970

**1972**

1974

1976

**Question No: 22 ( Marks: 1 ) - Please choose one**

**Which of the following is the key change in SMEDA after restructuring?**

**One Window Operations**

Lengthy Legal Documentations  
Unilingual Documents  
Conversion of Sectors into Industry

**Question No: 23 ( Marks: 1 ) - Please choose one**

**Which of the following is NOT the basic reason in the improvement of tax base?**

High tax rate  
High cost of book keeping  
High bargaining role of tax collector

**High cost of consultancy**

**Question No: 24 ( Marks: 1 ) - Please choose one**

**Which one of the following statements is TRUE about the HR institutions developed to train the workforce?**

**There is mismatch between the output of these institutions and need of the SME industry.**

These institutions are fully aware of the needs of the SME industry.  
The output of these institutions is fully capable to run the industry.  
There is equilibrium between the demand of SME industry and supply of these institutions.

**Question No: 25 ( Marks: 1 ) - Please choose one**

**If you are interested in protecting a title, slogan, or other short word phrase, generally you want which of the following?**

Trademarks  
Copyrights  
Patents

**All of the given options**

**Question No: 26 ( Marks: 1 ) - Please choose one**

**Following are the examples of intellectual property rights EXCEPT:**

Copyright  
Patent  
Trademark

**Brand Image**

**Question No: 27 ( Marks: 1 ) - Please choose one**

**Following are the activities related to cash outflow of a firm EXCEPT:**

**Depreciation**

Dividend  
Interest Payment  
Tax

**Question No: 28 ( Marks: 1 ) - Please choose one**

**A bank can reject your application for a short-term loan to meet your daily expenses.**

**Which of the following may be the least important factor for rejection?**

Your negative cash flow  
Non -availability of adequate security  
Your shopping round activity

**Less liquidity ability of an asset**

**Question No: 29 ( Marks: 1 ) - Please choose one**

**A bank raises some objection against your application for a short-term loan to pay the salaries of employees. Which of the following may be the most important factor for rejection?**

**Your shopping round activity**

- Too much cautious attitude for risk sharing
- Mistrust on bank policy
- Shorter due date of payable against receivable

**Question No: 30 ( Marks: 1 ) - Please choose one**

**In the rental car industry, there is a practice in which automobile companies repurchase their cars at a set price after a negotiated period of time. This practice is an example of which of the following?**

**Buy Back Agreement**

- Sell Back Agreement
- Purchase Return Agreement
- Sell Return Agreement

**The location of the business is especially important for what type of start-up businesses?**

- ▶ Manufacturing.
- ▶ Service.
- ▶ Computer-based service.

**▶ Retail**

**Question No: 2 ( Marks: 1 ) - Please choose one**

**A key characteristic of a successful entrepreneur is:**

**▶ Never hang failed.**

- ▶ Expert technical knowledge of the product.
- ▶ Learning to fail intelligently.
- ▶ Earning at least a 25% return for investors.

**Question No: 3 ( Marks: 1 ) - Please choose one**

**The key ingredient-the crucial element-to avoiding the failure of a new business is:**

▶ The business plan.

**▶ Knowing the business.**

- ▶ Technical expertise regarding the product.
- ▶ Differentiating the business and product from the competition.

**Question No: 4 ( Marks: 1 ) - Please choose one**

**The key to effective financial management in a start-up is:**

▶ Excellent controls.

▶ The use of ABC accounting processes.

**▶ Have sufficient start-up capital.**

▶ Have an adequate inventory on hand.

**Question No: 5 ( Marks: 1 ) - Please choose one**

**Which of the following is true about avoiding business failure?**

- ▶ You must understand financial statements.
- ▶ You need to learn how to manage others.
- ▶ You must differentiate your product from the competition.
- ▶ You must do all of these.**

**Question No: 6 ( Marks: 1 ) - Please choose one**

**U.S. economic structure is moving:**

- ▶ Away from agricultural to a industrial economy
- ▶ **Away from an industrial to a knowledge-based one**
- ▶ Back to agricultural economy
- ▶ Away from an agricultural to a knowledge-based one

**Question No: 7 ( Marks: 1 ) - Please choose one**

**A knowledge based business economy favors small business because:**

- ▶ The cost of managing and transmitting knowledge is very low
- ▶ Small businesses are more successful
- ▶ Information technology is driving cost of managing and transmitting knowledge lower
- ▶ **Both a & c**

**Question No: 8 ( Marks: 1 ) - Please choose one**

**Money driven and wild risk takers are both:**

- ▶ Common characteristics of entrepreneurs
- ▶ Entrepreneur's techniques to success
- ▶ Common misconceptions of entrepreneurs
- ▶ **None of the given options**

**Question No: 9 ( Marks: 1 ) - Please choose one**

**Small businesses are those that employ:**

- ▶ More than 100 employees
- ▶ Fewer than 20 employees
- ▶ Fewer than 100 employees
- ▶ **Number doesn't matter not sure**

**Question No: 10 ( Marks: 1 ) - Please choose one**

**The most important change due to Expansion occurs in:**

- ▶ **Organizational structure**
- ▶ Inventory and financial control procedures
- ▶ Managerial expertise
- ▶ Personnel assignments

## 4<sup>th</sup> Quiz(MGT601)

“Rent of the shop” is an example of which of the following?

**Fixed cost**

Variable cost

Selling Price

Breakeven Point

Which of the following is the first stage in new product development?

**Idea generation**

Idea screening

Concept development

Concept testing

Current ratio is the relationship of current assets and current liabilities, how these two terms are related?

**Current assets ÷ current liabilities**

Current assets × current liabilities

Current assets + current liabilities

Current assets – current liabilities

Which of the following is the correct sequence of different stages of product life cycle? I. Maturity II. Decline III. Introduction IV. Growth

I, II, III, IV

III, I, IV, II

**III, IV, I, II**

Sequence can vary from product to product

Which of the following is not the document that comes under ISO 9000?

ISO 9001

ISO 9002

ISO 9003

**ISO 9005**

**Which of the following test conducted for employment to test traits like self-confidence, sociability, flexibility, creativity, and curiosity?**

**Personality test** (doubted)

Aptitude test

Intelligence test

Achievement test

**Recruitment through internet advertisement is called \_\_\_\_\_.**

Cyberspace recruiting

Websumes recruiting

Leasing recruiting

**None of the given options** (not sure)

**Retirement plans, life and health insurance plans, subsidized cafeterias, company cars, are the examples of which of the following?**

Salary

Wages

Rewards

**Fringe benefits**

**What kind of activity is taking place when department manager provides a complete tour of company or plant to the new member?**

Appraisal

**Orientation**

Training

Socialization

**Which of the following products can be said to be at the introduction stage of PLC (data as per December 2008)?**

Digital televisions

Palmtop mobiles

**Video cassettes** (not sure)

Digital Cameras



**What kind of facilities Industrial & Technological Information Bank provide to SME?**

Financial and leasing assistance

**Feasibility and technical assistance** (doubted)

Consultancy and research services

Data storage and Information retrieval

**Which of the following requires participating companies to keep track of their raw material use and their generation, treatment and disposal hazardous wastes?**

ISO 8004

**ISO 14000**

ISO 9000

ISO 9001

**Statistical process control system is best applicable in which of the following processes?**

**Manufacturing** (doubted)

Services

Trading

Export

**Which of the test is more suitable to select a mechanical craftsman?**

Personality test

Aptitude test

**Achievement test**

Intelligence test

**Which of the following is a cost which remains fix in total but varies per unit of sales?**

Variable cost

Selling Price

**Fixed cost**

Breakeven Point

**Which of the following is/are “subsidized institution/s” helping the entrepreneurs to provide the finance for working capital?**

SME Bank

Financial institution of industrial Zones

SMEDA

**All of the given options**

**Until 2000, how many member countries have maintained 390 MFN (Most Favorite Nation) exemptions in WTO?**

78

**79**

80

81

**Which of the following covers final testing and inspection of a product to ensure that final products and services meet specified requirements?**

**ISO 9001** (doubted)

ISO 9002

ISO 9003

ISO 9004

**Following are different state institutions that can provide assistance in the activities of marketing EXCEPT:**

Export Promotion Bureau

Export Promotion Zone Authority

Small & Medium Enterprise Development Authority

**Federal Board of Revenue**

**Quality of materials, form, appearance, functions of a product is related with which of the following?**

**Design Quality**

Manufacturing Quality

Productive Quality

All types of qualities

Question # 1 of 20 ( Start time: 07:14:19 PM)

Total Marks: 1

In recent years, per worker productivity of Pakistani labour force has decreased up to what percent as compared to China's per worker productivity?

Select correct option:

25%

30%

35%

40%

Question # 2 of 20 ( Start time: 07:15:52 PM)

Total Marks: 1

NGO stands for.....

Select correct option:

Non-governmental Organisation

Non-government Organisation

Non-governed Organisation

Non-govern Organisation

Question # 3 of 20 ( Start time: 07:16:57 PM)

Total Marks: 1

The reaction to that policy mix in the early 1980's was reverting to the Ayubian model of economic development. The model was characterized except

Select correct option:

Banking sector turned to cater to large loans

Expansion of large-scale enterprises

Expansion of small-scale enterprises

Promotion of large-scale units

Question # 4 of 20 ( Start time: 07:18:21 PM)

Total Marks: 1

SMEDA was established in.....to take on the challenge of developing Small & Medium Enterprises (SMEs) in Pakistan.

Select correct option:

October 1997

November 1997

October 1998

November 1998

Question # 5 of 20 ( Start time: 07:18:47 PM)

Total Marks: 1

Which of the following countries are the main contributing countries of program "Technical Cooperation among Developing Countries (TCDC)"?

Select correct option:

China, Sri Lanka, Singapore and Indonesia

China, Pakistan, India and Indonesia

Japan, Sri Lanka, India and Indonesia

Japan, Pakistan, Singapore and Indonesia

Question # 6 of 20 ( Start time: 07:22:08 PM)

Total Marks: 1

Following are the financial institutions developed to promote SME in Pakistan EXCEPT:

Select correct option:

Segmented Business Fund Corporation (SBFC)

Youth Investment Promotion Scheme (YIPS)

Regional Development Finance Corporation (RDFC)

Industrial Development Bank of Pakistan (IDBP)

Question # 7 of 20 ( Start time: 07:24:01 PM)

Total Marks: 1

How the large and small enterprises are interlinked?

Select correct option:

By fostering changes

By subcontracting

By sharing risk

By serving the same market

Question # 8 of 20 ( Start time: 07:25:31 PM)

Total Marks: 1

Cost – volume Relationship is an important feature for the success of a product. This feature is studied under which area of a feasibility study?

Select correct option:

Technical

Customer

Market

Technology

Question # 9 of 20 ( Start time: 07:27:11 PM)

Total Marks: 1

Which of the following is the expressed form of IPR?

Select correct option:

Interactive Policy Review

Intellectual Property Rights

International Piracy Regulation

Illegal Protection Report

Question # 10 of 20 ( Start time: 07:28:57 PM )

Total Marks: 1

Imitating entrepreneurs depend on the.....

Select correct option:

government

private firms

developing countries

advanced countries (not sure)

Question # 11 of 20 ( Start time: 07:30:54 PM)

Total Marks: 1

Which of the following problems is/are served as hurdle in the development of SMEs in Pakistan?

Select correct option:

56 Labours Laws

Labour Inspections

Exporter's Reservation regarding Labour

All of the given options

Question # 12 of 20 ( Start time: 07:33:15 PM)

Total Marks: 1

The Codes of Hammurabi, the sixth Babylonian king, are well-preserved Babylonian law code regarding business and still exist in museum. There are how many codes of Hammurabi?

Select correct option:

200 not sure

300

350

400

Question # 13 of 20 ( Start time: 07:35:09 PM)

Total Marks: 1

If you are facing great resistance from your family members and friends in starting a shoe manufacturing business and they are arguing that this business is against our status or tradition then what kind of barrier they are offering?

Select correct option:

Golden Handcuffs

Lack of business know-how

Distracter

Social Stigma

Question # 14 of 20 ( Start time: 07:37:48 PM)

Total Marks: 1

In which year first appropriate definition of small business was introduced by an Indian?

Select correct option:

1935

1940

1945

1950

Question # 15 of 20 ( Start time: 07:38:40 PM)

Total Marks: 1

According to research conducted in MIT, Harvard University, USA, following are the main objectives for a technology entrepreneur EXCEPT:

Select correct option:

Creating something novel and useful

Creditability

Building long-term value

Freedom

Question # 16 of 20 ( Start time: 07:39:39 PM)

Total Marks: 1

Which of the following enlists the 12 common barriers in the path of entrepreneurship?

Select correct option:

Vesper

Weber

Wilson

Vickie

Complacency

Question # 18 of 20 ( Start time: 07:42:37 PM)

Total Marks: 1

What kind of resources are utilized by small businesses as compare to large ones?

Select correct option:

Primary Resources

Secondary Resources

Macro Resources

Surplus Resources

Question # 19 of 20 ( Start time: 07:43:35 PM)

Total Marks: 1

Which of the following is/are the result/s of implementation of Ayubian model of economic development during 1980s?

Select correct option:

Promotion of large-scale units

Expansion of large-scale enterprises

Large loans offered by financial institutions

All of the given options

## 3<sup>rd</sup> Quiz(MGT601)

**When “Employee Handbook” is provided to the employee by the company?**

- At the point of Employee Test
- At the point of Interview
- At the point of Orientation**
- At the point of Screening

**"Control of Finished Products" is related to which of the following?**

- Control of Quality**
- Breadth of Scope
- Design Quality
- Manufactured Quality

**How many standards are included in a comprehensive series of ISO-14000?**

- 4
- 5**
- 6
- 7

**With the help of personality test employer examines the following traits of candidate EXCEPT:**

- Creativity**
- Curiosity
- Reasoning
- Flexibility

**Retirement plans, life and health insurance plans, subsidized cafeterias, company cars, are the examples of which of the following?**

- Salary
- Wages
- Rewards

### **Fringe benefits**

**A businessperson develops a business plan to perform a number of functions including:**

#### **Identifying the number of employees needed at start-up phase (doubted)**

Attracting capital for the start-up

Providing the entrepreneur with a plan for managing inventory

Providing the basis for purchasing property

**Which of the following term defined as “When a person considered good (or bad) in one category, likely to be evaluated similar in other categories”?**

Contrast Effect

**Halo Effect**

Dominance Effect

Perceptual Effect

**If the current assets of a company are of worth Rs 10000 and current liabilities are Rs.8000 and working capital is Rs 2000, what will be the current ratio of the company?**

1 : 5

5 : 1

1 : 4

**5 : 4**

**Current ratio is the relationship of which of the following two terms?**

Current Assets + Current Expense

**Current assets ÷ current liabilities**

Current Expense × current liabilities

Current Drawings – current Investment

**Which of the following requires participating companies to keep track of their raw material use and their generation, treatment and disposal hazardous wastes?**

ISO 8004

**ISO 14000**

ISO 9000

ISO 9001



Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Which of the following is NOT a good example of capital-intensive industry?

Select correct option:

Automated Textile Industry

**Agricultural Industry**

Robotics Industry

Airline Industry

Which of the following is an appropriate standard for organizations that do not design and develop products?

Select correct option:

ISO 9001

ISO 9002

**ISO 9003**

ISO 9004

Through which of the following fundamental strategies businesses can earn a high rate of return?

Select correct option:

Product differentiation and cost advantage

**Product differentiation and cash management**

Cost advantage and efficient markets

Cost advantage and industry factors

According to a survey conducted by World Bank with help of GALOP, what is the percentage of workers who come from technical institutes?

Select correct option:

5%

**7%**

9%

11%

Which of the following is the expressed form of ISO?

Select correct option:

Internal Standard Operations

**International Standards Organization**

International Support Organization

Internal Standardized Operation

According to a World Bank survey (2002), how much SMEs are optimistic to grow in next 2 years?

Select correct option:

**28%**

32%

34%

36%

REF:

28% are optimistic to grow in the next 2 years while the real number is 30%

What is required for a company to do in this statement "it involves identifying and describing what is happening on a job"?

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Select correct option:

- Job Analysis
- Job Specification
- Job Description**
- Job Evaluation

Which of the following is/are a/the source/s of financing or funds?

Select correct option:

- Net Trade credit
- Commercial loans
- Long Term loans
- All of the given options**

Which of the following financial institution is the head of banking sector of Pakistan?

Select correct option:

- State Bank of Pakistan**
- Federal Bank of Pakistan
- Commercial Bank of Pakistan
- National Bank of Pakistan

The feasibility study is carried out mostly for projects that have following extent.

Select correct option:

- Small Term
- Small and Medium Term
- Medium and Long Term
- Duration does not Matter**

Which of the following term is defined as “The process of dividing a market into distinct groups of buyers with different needs, characteristics, or behaviors”?

Select correct option:

- Target marketing
- Positioning
- Market segmentation**
- Market extension

Statistical process control system is best applicable in which of the following processes?

Select correct option:

- Manufacturing**
- Services
- Trading
- Export

What is the basic purpose of a cash flow statement for an entrepreneur in an accounting period?

Select correct option:

- Provides information about investments
- Provides information about financing activities
- Provides information about cash inflows and outflows
- All of the given options**

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Which of the following is most important item for a business that can be extracted from financial statements?

Select correct option:

**Net Working Capital**

Cash Flow

Net Present Value

None of the given options

\_\_\_\_\_ becomes the document that summarizes the analysis that has been done to justify a new business.

Select correct option:

**Business Plan**

Bank Statement

Mission Statement

Executive Summary

"Control of Finished Products" is related to which of the following?

Select correct option:

**Control of Quality**

Breadth of Scope

Design Quality

Manufactured Quality

REF:

**Control of Quality Can Be Achieved.**

- **Control of Manufacturing Information.**
- **Control of Purchases & Storage of Raw Materials.**
- **Control of Manufacturing Process.**
- **Control of Finished Products.**
- **Control of Measuring Instruments and Test Equipments.**
- **Control of Corrective Action**

Which of the following trait is measured by personality test?

Select correct option:

Reasoning

Analysis

Skills

**Curiosity**

A company can obtain new products through new product development. Which of the following can be perceived as new products?

Select correct option:

Original products first time introduced

Innovation in the existing product

Product that is modified due to bad design

**All of the above**

In general, which of the following financial documents is NOT required by bank before sanctioning a loan?

Select correct option:

Profit-and-Loss Account

Prepared and solved by Ali Khann ©yberian

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Cash-Flow Statement

Balance Sheet

Statement of Retain earnings

Which of the following is/are “subsidized institution/s” helping the entrepreneurs to provide the finance for working capital?

Select correct option:

SME Bank

Financial institution of industrial Zones

SMEDA

All of the given options

Which of the following is NOT true?

Select correct option:

Cash and profits are not same thing, even in cash business

A business needs both cash and profits to survive

Cash and profits are same thing, even in cash business

There are at least three sorts of profit to keep track of

Which of the following is related with the proficiency in performance of a given task?

Select correct option:

Attitude

Job Performance

Ability

Knowledge

REF:

1. **Knowledge**

It refers to the storage of information by an individual for use in problem solving and decision-making. Greater the amount of knowledge, better equipped shall be a person to accomplish a job.

2. **Attitude**

It is a state of mind which creates an urge to work for personal and organizational growth.

3. **Ability**

It is the proficiency in performance of a given task

4. **Job Performance**

It measures how well the individual meets the requirements of a position.

5. **Operational Results**

These indicate how well the organization has been able to achieve its objectives and goals.

Which of the following is true for debt equity ratio?

Select correct option:

Relationship of total assets and share holder's equity

Relationship of total liabilities and share holder's equity

Relationship of total capital and share holder's equity

Relationship of total sales and share holder's equity

The information about cash flow of operations and transactions is presented under which of the following parts of a business plan?

Select correct option:

The Business

The Market

The Financial Projections

Prepared and solved by Ali Khann ©yberian

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Organization and Management

If you want to buy a home and need a loan to complete the purchase. What will you present as collateral on the property to the bank?

Select correct option:

**Mortgage**

Cash

Bonds

All of the given options

Retirement plans, life and health insurance plans, subsidized cafeterias, company cars, are the examples of which of the following?

Select correct option:

Salary

Wages

Rewards

**Fringe benefits**

Which of the following factors is NOT necessary to obtain quality control?

Select correct option:

Raw Materials

Vender Relation

Process Control

**Unreliability**

When "Employee Handbook" is provided to the employee by the company?

Select correct option:

During Employment Test

During Interview

**During Employee Orientation**

During Screening of candidates

Which of the following products can be said to be at the maturity stage of PLC (data as per December 2008)?

Select correct option:

Pentium IV

**Palmtop mobiles**

Video cassettes

Digital Cameras

Which of the following statement is important for an entrepreneur, providing information about the sources from which cash has been generated and how it has been spent during a specific period of time?

Select correct option:

**Income Statement**

Balance Sheet

Cash Flow Statement

Owner's Equity Statement

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

“Form-29” a legal document provided under Company Ordinance 1984 to a private limited company. This form includes all of the following EXCEPT:

Select correct option:

- Particulars of Directors
- The Chief Executive
- Chief Accountant
- Share Holder

REF:

PARTICULARS OF DIRECTORS AND OFFICERS, INCLUDING THE CHIEF EXECUTIVE, MANAGING AGENT, SECRETARY, CHIEF ACCOUNTANT, AUDITORS AND LEGAL ADVISER, OR OF ANY CHANGE THEREIN

Which of the following is the expressed form of PLC?

Select correct option:

- Product Learning Cycle
- Production Length Cycle
- Product Life Cycle
- Product lifetime Customers

Which of the following is true for quality control in engineering and manufacturing?

Select correct option:

- It is a set of measures taken to ensure that defective products are not produced
- It is a set of measures taken to ensure that defective services are not produced
- It is a set of measures taken to ensure that the design meets performance requirements.
- All of the given options

REF:

What is Quality Control?

In engineering and manufacturing, quality control or quality engineering is a set of measures taken to ensure that defective products or services are not produced, and that the design meets performance requirements.

A loan for a period of 15 years or more is said to be:

Select correct option:

- Short – Term Loan
- Medium – Term Loan
- Long – Term Loan
- Unlimited Loan

Which of the following is the correct sequence of different stages of product life cycle? I.

Maturity II. Decline III. Introduction IV. Growth

Select correct option:

- I, II, III, IV
- III, I, IV, II
- III, IV, I, II
- Sequence can vary from product to product

REF:

Product Life Cycle

Product Life Cycle is equally helpful in deciding about appropriate marketing strategy to be adopted.

Product Development

- Introduction

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

- Late Growth
- Maturity
- Decline

Which of the following is a good example of labour intensive industry?

Select correct option:

- Automated Textile Industry
- Robotics Industry
- Hospitality Industry
- Airline Industry

If company has made sales and has yet to collect the money from purchaser then it is recorded as \_\_\_\_\_?

Select correct option:

- Accounts Payables
- Bad debt
- Accounts Receivables
- None of the given options

What is the sound liquidity ratio in term of net working capital?

Select correct option:

- 1:2
- 2:1
- 1:1
- 1.5:1

Which of the following products is considered at the decline stage of PLC (data as per December 2008)?

Select correct option:

- Digital televisions
- Palmtop mobiles
- Video cassettes
- Digital Cameras

Which of the following terms can be defined as “Properties or assets that are offered to secure a loan or other credit”?

Select correct option:

- Guarantee
- Security
- Collateral
- Mortgage

Which of the following is NOT a good example of capital-intensive industry?

Select correct option:

- Automated Textile Industry
- Agricultural Industry
- Robotics Industry
- Airline Industry



Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Following are the potential attractive parameters that a bank seeks to approve a loan EXCEPT:

Select correct option:

- Good Cash Flow
- Adequate Shareholder's Funds
- Adequate Security
- Good Relations with bank authorities**

According to a survey conducted by World Bank with help of GALOP, what is the percentage of workers who come from technical institutes?

Select correct option:

- 5%
- 7%
- 9%
- 11%

What is the main intention to start a training program in an organization?

Select correct option:

- Increased number of workplace accidents
- Low productivity of employee
- Rapid change of organizational structure
- All of the given options**

Following are the main parameters of technical feasibility study of a product EXCEPT:

Select correct option:

- Identification of critical technical specifications
- Examination of product quality-cost relationship
- Laboratory testing of Product
- Prototype Test of Product**

Which of the following is true for quality control in engineering and manufacturing?

Select correct option:

- It is a set of measures taken to ensure that defective products are not produced
- It is a set of measures taken to ensure that defective services are not produced
- It is a set of measures taken to ensure that the design meets performance requirements.
- All of the given options**

"Rent of the shop" is an example of which of the following?

Select correct option:

- Fixed cost**
- Variable cost
- Selling Price
- Breakeven Point

Which of the test is more suitable to select a mechanical craftsman?

Select correct option:

- Personality test
- Aptitude test
- Achievement test
- Intelligence test**

Prepared and solved by Ali Khann ©yberian



Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

If a person is evaluated high on many traits because of a belief that the individual is high in one trait. This perception is affected by which of the following effects?

Select correct option:

- Contrast
- Dominance
- Halo**
- Perceptual

Which of the following covers final testing and inspection of a product to ensure that final products and services meet specified requirements?

Select correct option:

- ISO 9001**
- ISO 9002
- ISO 9003
- ISO 9004

REF:

ISO 9001 is a Standard that focuses on various aspects of design, produce, install and service products. It also includes management responsibility, quality System, purchasing, product design, and inspection, training & Corrective action.

Which of the following is not included in fundamental four 'Ps' of marketing?

Select correct option:

- Public**
- Product
- Place
- Price

Which of the following products can be said to be at the growth stage of PLC (data as per December 2008)?

Select correct option:

- LCD Monitors
- Palmtop mobiles
- Video cassettes
- Digital Cameras**

Which of the following explain the collection of businesses and products that make up a company?

Select correct option:

- Strategic business unit
- Mission statement
- Strategic plan
- Business portfolio**

Ali now has the buying power to purchase the computer system that he was required for the last three months. Ali's want is replaced with which of the following?

Select correct option:

- Need
- Necessity
- Demand**

Prepared and solved by Ali Khann ©yberian

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Satisfier

Which of the following is NOT an example of primary source of information?

Select correct option:

- Reports of sales force
- Feed back of customers
- Personal observation
- Reports of SMEDA**

A loan for a period of 5 years or less is said to be:

Select correct option:

- Short – Term Loan
- Medium – Term Loan**
- Long – Term Loan
- Unlimited Loan

If the current assets of a company are of worth Rs 10000 and current liabilities are Rs.8000 and working capital is Rs 2000, what will be the current ratio of the company?

Select correct option:

- 1 : 5
- 5 : 1
- 1 : 4
- 5 : 4**

Which of the following trait is measured by personality test?

Select correct option:

- Reasoning
- Analysis
- Skills
- Curiosity**

When “Employee Handbook” is provided to the employee by the company?

Select correct option:

- During Employment Test
- During Interview
- During Employee Orientation**
- During Screening of candidates

Current ratio is the relationship of which of the following two terms?

Select correct option:

- Current Assets + Current Expense
- Current assets ÷ current liabilities**
- Current Expense × current liabilities
- Current Drawings – current Investment

All of the following are the components managed under “Operational Expenditure” heading during the preparation of Financial Requirement Statement EXCEPT:

Select correct option:

- Material
- Rent, Interest

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Insurance, Taxes

Patents

The range of the products sold by business is called \_\_\_\_\_.

Select correct option:

Product Plan

Product Group

Product Grid

Product Mix

Which of the following can be assessed by cash flow statement?

Select correct option:

Amount required for depreciation

Withdrawal of amount for personal use

Generation of positive cash flows

Need of cash for procurements

If company has made sales and has yet to collect the money from purchaser then it is recorded as \_\_\_\_\_?

Select correct option:

Accounts Payables

Bad debt

Accounts Receivables

None of the given options

Which of the following can be defined as "Immediate payments made by customer/importer to the seller/exporter by presenting correct documents in the required time frame?"

Select correct option:

Sight LC

Insight LC

Revocable LC

Irrevocable LC

Which of the following is true for debt equity ratio?

Select correct option:

Relationship of total assets and share holder's equity

Relationship of total liabilities and share holder's equity

Relationship of total capital and share holder's equity

Relationship of total sales and share holder's equity

Which of the following is not included in fundamental four 'Ps' of marketing?

Select correct option:

Public

Product

Place

Price

Which of the following represent proposed measures and actions which can be implemented with commercially available skills, equipment and materials, taking into consideration prevailing local factors?

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Select correct option:

Technical Feasibility

**Market Feasibility**

Financial Feasibility

Legal Feasibility

A company can obtain new products through new product development. Which of the following can be perceived as new products?

Select correct option:

Original products first time introduced

Innovation in the existing product

Product that is modified due to bad design

**All of the above**

When you submit an application for a loan, credential that introduces your business to the bank has a form called "Form-29". Under which condition you will provide this form to the bank.

Select correct option:

In case of Sole Proprietorship

In case of Private Limited Company

**In case of Cooperation**

In case of Partnership

Which of the following is not the document that comes under ISO 9000?

Select correct option:

ISO 9001

ISO 9002

ISO 9003

**ISO 9005**

REF:

document(s) that comes under ISO 9000 are:

**ISO 9000, ISO 9001, ISO 9002, ISO 9003, ISO 9004**

If liquidity ratio is sound in terms of net working capital i.e 2:1, what does it indicate?

Select correct option:

**More receipts than payments**

More payments than receipts

Can not be concluded with this information

None of the given options

Which of the following is defined as "an act of obtaining a desired object from someone by offering something in return"?

Select correct option:

**A transaction**

Exchanging

Valuing

Donating

Which of the following term is defined as; "It is a method by which the performance of an employee is evaluated (generally in terms of quality, quantity, cost and time)"?

Select correct option:

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

**Performance Appraisal**

- Employee Appraisal
- Employee Evaluation
- All of the give

Which ISO standards anticipate that participating companies keep track of raw material use and their generation, treatment and disposal of hazardous wastes?

Select correct option:

- ISO 9000
- ISO 14000**
- ISO 18000
- ISO 20000

Quality of materials, form, appearance, functions of a product is related with which of the following?

Select correct option:

- Design Quality**
- Manufacturing Quality
- Productive Quality
- All types of qualities

Payment for services to a worker, usually remuneration on an hourly, daily, or weekly basis is called \_\_\_\_\_.

Select correct option:

- Wages**
- Salary
- Bonus
- Incentive

Which of the following is NOT a prime outcome of a training program in an organization?

Select correct option:

- Increase in proficiency
- Organizational growth
- Personal growth
- Increase number of workplace accidents**

Which of the following requires participating companies to keep track of their raw material use and their generation, treatment and disposal of hazardous wastes?

Select correct option:

- ISO 8004
- ISO 14000**
- ISO 9000
- ISO 9001

Which of the following is true for debt equity ratio?

Select correct option:

- Relationship of total assets and share holder's equity
- Relationship of total liabilities and share holder's equity**
- Relationship of total capital and share holder's equity
- Relationship of total sales and share holder's equity

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

If the duration of production process increases and completed in stages, the size of working capital required in process will be\_\_\_\_\_.

Select correct option:

**Increased**

Decreased

Unchanged

Independent

In what terms (generally) the performance of an employee is evaluated?

Select correct option:

Quality

Quantity

Time

**All of the given options**

If inventory turnout rate is slow, the size of working capital required to be\_\_\_\_\_.

Select correct option:

Increased

Decreased

Unchanged

Independent

Which of the following term can be defined as “partial refund of the total price paid for goods or services”?

Select correct option:

**Discount**

Subsidies

Rebate

All of the given options

With the help of personality test employer examines the following traits of candidate EXCEPT:

Select correct option:

Creativity

**Curiosity**

Reasoning

Flexibility

Which of the following is NOT a good example of capital-intensive industry?

Select correct option:

**Automated Textile Industry**

Agricultural Industry

Robotics Industry

Airline Industry

Following are the methods which can be used to find new ideas for a product EXCEPT:

Select correct option:

Novel Use of Known Products

Ancillarisation

Watching Trends in Fashions

Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

### Market Myopia

REF:

#### Sources of Ideas for New Products

1. Necessity
2. Hobbies/ Personal Interest
3. **Watching Trends in Fashions and Customs**
4. Observing Other's Deficiencies
5. Gap Filling
6. **Novel Use of Known Products**
7. **Ancillarisation**

How many standards are included in a comprehensive series of ISO-14000?

Select correct option:

4

**5**

6

7

Which of the following activity is the most recommendable before starting a new SME venture to avoid the failure of venture?

Select correct option:

**Feasibility Study**

Personal Visionary Approach

Market Survey

Competitive Analysis

Which of the following is defined as "the process of creating and delivering desired goods and services to customers, and involves all of the activities associated with winning and retaining loyal customers"?

Select correct option:

**Marketing**

Personal selling

Public relations

Advertising

Technological obsolescence, low capacity utilization, non-availability of spares and poor machinery maintenance are the postoperative problems that can be emerged in which of the following areas?

Select correct option:

**Production**

Capital

Customer

Sale

REF:

#### **Production Causes**

- o Technological obsolescence;
- o Low capacity utilization;
- o Inability of labour to correctly understand technology;
- o Non-availability of spares and replacements;
- o Poor machinery maintenance;



Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Which of the following valuation method does NOT consider the future profit potential of a venture?

Select correct option:

Balance sheet technique

Excess-earnings method

Discounted future earnings approach

**Market approach**

Which of the following is NOT included in a statement named "Cash Flow" in an accounting period?

Select correct option:

Receipts

Payments

Investments

**Depreciation**

Which of the following segmentation types has characteristics like traits, attitudes, interests, or lifestyles of potential customer groups?

Select correct option:

**Behavior segmentation**

Demographic segmentation

Geographic segmentation

Psychographic segmentation

Following are the potential attractive parameters that a bank seeks to approve a loan EXCEPT:

Select correct option:

Good Cash Flow

Adequate Shareholder's Funds

Adequate Security

**Good Relations with bank authorities**

Which of the following is/are a/the source/s of financing or funds?

Select correct option:

Net Trade credit

Commercial loans

Long Term loans

**All of the given options**

Which of the following products can be said to be at the introduction stage of PLC (data as per December 2008)?

Select correct option:

Digital televisions

Palmtop mobiles

Video cassettes

**Digital Cameras**

Payment for services to a worker, usually remuneration on an hourly, daily, or weekly basis is called \_\_\_\_\_.

Select correct option:



Prepared and solved by Ali Khann

[ddrc14@gmail.com](mailto:ddrc14@gmail.com)

Thanks to all who participated in conference BEST of LUCK

Wages

Salary

Bonus

Incentive

Which of the following is the correct sequence of different stages of product life cycle? I.

Maturity II. Decline III. Introduction IV. Growth

Select correct option:

I, II, III, IV

III, I, IV, II

III, IV, I, II

Sequence can vary from product to product

ddrc14@gmail.com

**Latest Quiz No. 3**  
**SME Management (MGT601)**  
**Mc080400850**

With the help of personality test employer examines the following traits of candidate  
**EXCEPT:**

Confidence  
Skills  
Flexibility  
**Curiosity** (Doubt)

Following are the potential attractive parameters that a bank seeks to approve a  
loan **EXCEPT:**

Good Cash Flow  
Adequate Shareholder's Funds  
Adequate Security  
**Good Relations with bank authorities** (Doubt)

\_\_\_\_\_ becomes the document that summarizes the analysis that has been done to  
justify a new business.

**Business Plan**  
Bank Statement  
Mission Statement  
Executive Summary

Which of the following is the best indicator to understand the liquidity of a  
company?

Select correct option:

Regular working capital  
Variable working capital  
Gross working capital  
**Net working capital**

**Which of the following is/are a/the source/s of financing or funds?**

Net Trade credit

Commercial loans

Long Term loans

**All of the given options**

**SBP stands for:**

Specialized Business Profiles

Small Business Project

**State Bank of Pakistan**

State Business Portal

**What kind of activity is taking place when department manager provides a complete tour of company or plant to the new member?**

Appraisal

**Orientation**

Training

Socialization

**Which of the following test conducted for employment to test traits like self-confidence, sociability, flexibility, creativity, and curiosity?**

Personality test

Aptitude test

**Intelligence test**

Achievement test

**Which of the following is NOT an example of primary source of information?**

Reports of sales force

Feed back of customers

Personal observation

**Reports of SMEDA**

**“Rent of the shop” is an example of which of the following?**

**Fixed cost** page 67

Selling Price

Variable cost

Breakeven Point

**Which of the following is the first stage in new product development?**

**Idea generation** page 88

Concept development

Idea screening

Concept testing

**Current ratio is the relationship of current assets and current liabilities, how these two terms are related?**

**Current assets ÷ current liabilities** google

Current assets × current liabilities

Current assets + current liabilities

Current assets – current liabilities

**Which of the following is the correct sequence of different stages of product life cycle? I. Maturity II. Decline III. Introduction IV. Growth**

I, II, III, IV

III, I, IV, II

**III, IV, I, II** page 86

**Which of the following is not the document that comes under ISO 9000?**

ISO 9001

ISO 9003

ISO 9002

**ISO 9005** page 82

**Which of the following requires participating companies to keep track of their raw material use and their generation, treatment and disposal hazardous wastes?**

ISO 8004

ISO 9000

**ISO 14000** page 82

ISO 9001

**Statistical process control system is best applicable in which of the following processes?**

**Manufacturing** page 80

Trading

Services

Export

**Which of the test is more suitable to select a mechanical craftsman?**

Personality test

**Achievement test** page 74

Aptitude test

Intelligence test

**Which of the following is a cost which remains fix in total but varies per unit of sales?**

Variable cost

**Fixed cost** page 67

Selling Price

Breakeven Point

**Until 2000, how member countries have maintained 390 MFN (Most Favorite Nation) exemptions in WTO?**

78                      **79 page 103**                      80                      81

**Following are different state institutions that can provide assistance in the activities of marketing EXCEPT:**

Export Promotion Bureau

Export Promotion Zone Authority

Small & Medium Enterprise Development Authority

**Federal Board of Revenue page 88**

**Quality of materials, form, appearance, functions of a product is related with which of the following?**

**Design Quality page 80**

Productive Quality

Manufacturing Quality

All types of qualities

Which of the following is the expressed form of SPC?

Standard Process Control

**Statistical Process Control page 80**

Standard Product Control

Statistical Procedure Control

Which of the following factors is NOT necessary to obtain quality control?

Raw Materials

Vender Relation

Process Control

**Unreliability page 80**

Which of the following is/are a/the source/s of financing or funds?

Net Trade credit

Commercial loans

Long Term loans

**All of the given options**

*page 51*

Cost – volume Relationship is an important feature for the success of a product. This feature is studied under which area of a feasibility study?

Technical

Customer

**Market page 47**

Technology

The information about cash flow of operations and transactions is presented under which of the following parts of a business plan?

The Business

**The Market page 61**

The Financial Projections

Organization and

Management

Which of the following CANNOT be accessed by performance appraisal?

Traits

Behaviors

Task outcomes

**Attitudes gogole**

Which of the following is the expressed form of ISO?

Internal standard operations

**International standard organization page 38**

International support organization

Internal standardized operation

Which of the following is the most frequently used as a source for information about performance?

Peers

**Subordinates google**

Customers

managers

According to a World Bank survey (2002), how much SMEs are optimistic to grow in next 2 years?

**28% page 89**

32%

34%

36%

Which of the following is the expressed form of DFI?

Direct foreign investment

Default financial institution

Default federal institute

Direct foreign information

Pakistan has submitted two MFN exemptions lists to protect its two important sectors.

The two sectors are

Pharmaceutical and banking services

Telecommunications and textile

**Telecommunications and banking services page 103**

Pharmaceutical and textile

Which of the following term defined as; “It is a method by which the performance of an employee is evaluated (generally in terms of quality, quantity, cost and time)”?

**Performance appraisal google**

Employee appraisal

Employee evaluation

All of the given options

What required for a company to do in statement “it involves identifying and describing what is happening on a job”?

Job analysis

Job specification

**Job description page 72**

Job evaluation

Which of the following products can be said to be at the introduction stage of PLC (data as per December 2008)?

Digital televisions

Palmtop mobiles

Video cassettes

4 Mgt601 final

Digital cameras

Which of the following is a good example of capital-intensive industry?

**Deep-shaft coal mining** google

Agricultural Industry

Robotics Industry

Hospitality Industry

Which of the following can be defined as "Immediate payments made by customer/importer to the seller/exporter by presenting correct documents in the required time frame?"

**Sight LC** google

Insight LC

Revocable LC

When "Employee Handbook" is provided to the employee by the company?

At the point of Employee Test

At the point of Interview

**At the point of Orientation** page 74

At the point of Screening

"Control of Finished Products" is related to which of the following?

**Control of Quality** page 81

Breadth of Scope

Design Quality

Manufactured Quality

How many standards are included in a comprehensive series of ISO-14000?

4

**5** page 82

6

7

With the help of personality test employer examines the following traits of candidate EXCEPT:

Creativity

Curiosity

**Reasoning** page 74

Flexibility

Which of the following test conducted for employment to test traits like self-confidence, sociability, flexibility, creativity, and curiosity?

**Personality test** google

Aptitude test

Intelligence test



5 Mgt601 final

Achievement test

Pakistan has submitted two lists of MFN (Most Favorite Nation) Exemptions to WTO. In which years, Pakistan has submitted those lists?

1996 and 1997

**1997 and 1998** page 103

1998 and 1999

1999 and 2000

Which of the following is NOT available in job description?

Job content

Job environment

**Abilities required** page 72

Conditions of employment

What is the sound liquidity ratio in term of net working capital?

1:2

**2:1** page 69

1:1

1.5:1

Which of following is the service provided by Industrial and Technological Information Bank?

Financial assistance

**Information Dissemination** page 92

Industry and technology evaluation

Feasibility study and assessment

Ali now has the buying power to purchase the computer system he has wanted for the last three months. Ali's want is replaced with which of the following?

**Need** google

Necessity

Demand

Satisfies

Which of the following trait is measured by personality test?

Reasoning

Analysis

Skills

**Curiosity** google

The primary output of the strategic management process should be:

**A matching of its strengths and weaknesses to the opportunities and threats in the environment.**

An invitation to outside investors and lenders to put money into the business.

A complete explanation of the company's product or service.

6 Mgt601 final

A description of the company's competitive situation.

Law governs the rights and the obligations between people and the parties, they made promises to or agreements with.

Agency

Contract

Freedom of contract

**UCC (Uniform Commercial Code) google**

Mr. A is looking for capital to purchase new buildings, equipment and furniture . He is looking for \_\_capital.

Working

**Fixed google**

Growth

Asset-based

Equity capital is also called:

Equity money

Stock money

Risk capital

**None of the above**

A proforma financial statements means:

Looking at the current financial statements

Looking at the past financial statements

Preparing current financial statements

**Preparing projected financial statements google**

The grapevine in most organizations is:

**Almost always incorrect in its content. google**

Nonexistent in organizations where management communicates face to face and by memo.

The first place employees hear about major organizational changes.

Only used by troublemakers and gossipers within the organization.

According to a World Bank survey (2002), which of the following facts from marketing perspective is NOT correct?

**28% of SMEs are optimistic to grow in the next 2 years page 89**

Credit customers are 50 % and it is growing rapidly

Mostly small enterprises work for domestic needs

Only 8% of SME are working in export sector

Typically, factoring is less expensive than bank and commercial finance company loans

True

**False google**

7 Mgt601 final

Pakistan's economy is an economy of SME's page 5

Percentage taken by the bank for discounting receivables is called\_ Discount Rates  
page 64

Working Capital Requirement Formula = Operating Expenses in Previous year/  
Number of operating cycles in year page 70

ISO 9000 is an overview Document, which provide guideline for use and  
selection of other standards. Page 82

GATT stands for General Agreement on Tariffs and Trade google

WIPO stands for World Intellectual Property Organisation.

SBP: State Bank of Pakistan

MOIP: Ministry of Industries and Production

S&D: Special and Differential

ECO: Economic Cooperation Organization

GNP: Gross National Product

LDC's: Least-Developed Country

PNAC: Pakistan National Accreditation Council

OECD: Organisation for Economic Co-operation and Development

ITP: Import Trade Price

ADB: Asian Development Bank

CBR: Central Board of Revenue

BMR: Below Market Rate

MFA: Multi Fiber Agreement (*textile trade*)

ATC: Agreement on Textiles and Clothing

DSB: Dispute Settlement Body (*World Trade Organization*)

Technical Barriers of Trade (TBT)

Sanitary and Phytosanitary Standards (SPS),

---

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 1 of 40 \ Multiple Choice \ 1

There are too many laws regarding labour force in Pakistan that causing problems for SME. It was proposed that existing labour legislation be simplified and rationalized into how many basic laws?

- ☐ Fifteen
- ☐ Ten
- ☒ Six
- ☐ Twenty

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 2 of 40 \ Multiple Choice \ 1

When you submit an application for a loan, credential that introduces your business to the bank has a form called "Form-29". Under which condition you will provide this form to the bank.

- ☐ In case of Sole Proprietorship
- ☐ In case of Partnership
- ☐ In case of Private Limited Company
- ☒ In case of Cooperation

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 3 of 40 \ Multiple Choice \ 1

Which of the following is NOT available in job description?

- ☐ Job environment
- ☐ Job content
- ☒ Abilities required
- ☐ Conditions of employment

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 4 of 40 \ Multiple Choice \ 1

Which of the following problems is/are served as hurdle in the development of SMEs in Pakistan?

- ☐ Exporter's Reservation regarding Labour
- ☐ Labour Inspections
- ☒ All of the given options
- ☐ 56 Labours Laws

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 5 of 40 \ Multiple Choice \ 1

In which year "Environment Protection Ordinance" in Pakistan has been enacted.

- ☒ 1997
- ☐ 1995
- ☐ 1993
- ☐ 1999

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 6 of 40 \ Multiple Choice \ 1

How the large and small sectors are interlinked?

- ☐ By risk sharing
- ☐ By serving the same market
- ☒ By Merchandising
- ☐ By foster changes

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 7 of 40 \ Multiple Choice \ 1

If a person is evaluated high on many traits because of a belief that the individual is high on one trait. This perception is affected by which of the following effects?

- ☐ Dominance
- ☐ Perceptual
- ☐ Contrast
- ☒ Halo

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 8 of 40 \ Multiple Choice \ 1

All of the following are the problems that can be faced by an businessmen during the construction phase EXCEPT:

- ☐ Acquisition of machinery
- ☐ Acquisition of land
- ☐ Prospecting about marketing
- ☒ Poor location

Outline...

< Prev

Next >

Created by VRSHC Team



## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 9 of 40 \ Multiple Choice \ 1

Which of the following term is defined as: "The initial equity capital used to start a new venture or business"?

- ☐ Working Capital
- ☐ Gross Capital
- ☐ Value Capital
- ☒ Seed Capital

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 10 of 40 \ Multiple Choice \ 1

For what purposes the activity of performance appraisal is NOT done in an organization?

- ☐ To motivate employee
- ☐ To evaluate employee
- ☒ To punish employee
- ☐ To give reward to employee

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team



## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 11 of 40 \ Multiple Choice \ 1

What is the maximum limit of loan that Punjab Small Industries Corporation (PSIC) can issue? (As per survey 2001)

- ☐ 10 Lac
- ☒ 7.5 Lac
- ☐ 5 Lac
- ☐ 12.5 Lac

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 12 of 40 \ Multiple Choice \ 1

\_\_\_\_\_ is a business term means an extraordinary event or circumstance beyond the control entrepreneur such as war, strike, crime, flood, earthquake which prevents him from continuing the business.

- ☐ Force Mortigue
- ☐ Force Meringue
- ☐ Force Montague
- ☒ Force Majeure

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 13 of 40 \ Multiple Choice \ 1

In recent years, how much per worker productivity of Pakistani Labor force has decreased as compared to India.

- ☐ 35%
- ☒ 25%
- ☐ 30%
- ☐ 40%

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 14 of 40 \ Multiple Choice \ 1

In which year first appropriate definition of small business was introduce by an Indian?

- ☐ 1945
- ☐ 1950
- ☐ 1935
- ☒ 1940

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 15 of 40 \ Multiple Choice \ 1

Which of the following is/are the result/s of implementation of Ayubian model of economic development during 1980s?

- ☒ All of the given options
- ☐ Promotion of large-scale units
- ☐ Large loans offered by financial institutions
- ☐ Expansion of large-scale enterprises

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 16 of 40 \ Multiple Choice \ 1

What was the outcome due to which the SME policy adopted by Pakistan in 1960 was rejected and was reverting to the Ayubian model of economic development?

- ☐ Society injustice
- ☐ Political Instability
- ☒ Inefficient labor
- ☐ Technological revolution

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 17 of 40 \ Multiple Choice \ 1

Which of the following can be assessed by cash flow statement?

- ☒ Generation of positive cash flows
- ☐ Need of cash for procurement
- ☐ Amount required for depreciation
- ☐ Withdrawal of amount for personal use

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 18 of 40 \ Multiple Choice \ 1

In which year Small & Medium Development Authority (SMEDA) was established?

- ☐ July, 1994
- ☐ December, 2001
- ☒ October, 1998
- ☐ August, 1988

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 19 of 40 \ Multiple Choice \ 1

How many labor laws that exist in Pakistan to control the labor issues?

- ☐ 52
- ☐ 50
- ☒ 56
- ☐ 54

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 20 of 40 \ Multiple Choice \ 1

Which of the following is an expressed form of YIPS?

- ☐ Youth Information Platform Sector
- ☐ Youth International Project Scheme
- ☒ Youth Investment Promotion Scheme
- ☐ Youth Inclusive Program System

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 21 of 40 \ Multiple Choice \ 1

According to research conducted in MIT Harvard University, USA, following are the main objectives for a technology entrepreneur EXCEPT:

- ☒ Creditability
- ☐ Building long-term value
- ☐ Freedom
- ☐ Creating something novel and useful

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 22 of 40 \ Multiple Choice \ 1

SME Stands for \_\_\_\_\_.

- ☐ Small Manageable Enterprise
- ☒ Small and Medium Enterprise
- ☐ Self Manageable Enterprise
- ☐ Self Managed Entrepreneur

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team



## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 23 of 40 \ Multiple Choice \ 1

All of the following are the components managed under "Operational Expenditure" heading during the preparation of Financial Requirement Statement EXCEPT:

- ☐ Insurance, Taxes
- ☐ Rent, Interest
- ☐ Material
- ☒ Patents

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 24 of 40 \ Multiple Choice \ 1

The acronym UNDP stands for:

- ☐ United Nation Dynamic Profile
- ☒ United Nation Development Program
- ☐ United Nation Democratic Proposal
- ☐ United Nation Diagnostic Plan

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 25 of 40 \ Multiple Choice \ 1

What kind of an entrepreneur will he/she be, IF he/she follows the old traditions, avoids risk taking and responds to change only in situations where it becomes necessary to do so?

- ☐ Innovative
- ☒ Fabian
- ☐ Drone
- ☐ Imitating

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 26 of 40 \ Multiple Choice \ 1

Which of the following international organization conducted a survey regarding the salient features of entrepreneurs of Pakistan?

- ☐ UNO
- ☒ World Bank
- ☐ World Trade Organization
- ☐ International Monetary Fund

Outline...

< Prev

Next >

Created by VRSHC Team



## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 27 of 40 \ Multiple Choice \ 1

Which of the following statement is important for an entrepreneur, provides information about the sources from which cash has been generated and how it has been spent during a specific period of time?

- ☒ Cash Flow Statement
- ☐ Balance Sheet
- ☐ Income Statement
- ☐ Owner's Equity Statement

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 28 of 40 \ Multiple Choice \ 1

If you divide the SME industry into wholesale, retail, manufacture and service sectors, then the definition of SME will be based on which of the following?

- ☐ Financial Basis
- ☐ Asset Basis
- ☐ Man Power Basis
- ☒ Classification Basis

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 29 of 40 \ Multiple Choice \ 1

What is the average mean age of entrepreneur of Korea according to a survey conducted by World Bank?

- ☒ None of the given options
- ☐ 48 Years
- ☐ 40 Years
- ☐ 44 Years

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 30 of 40 \ Multiple Choice \ 1

Which of the following is our major long-term issue in the development of SMEs?

- ☐ Finance
- ☒ Education
- ☐ Taxation
- ☐ Labor

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 31 of 40 \ Multiple Choice \ 1

Which of the following term is defined as: "The initial equity capital used to start a new venture or business"?

- ☒ Seed Capital
- ☐ Value Capital
- ☐ Working Capital
- ☐ Gross Capital

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 32 of 40 \ Multiple Choice \ 1

What is the percentage of new investment is generated by small and medium enterprises came from retained earning?

- ☐ 49%
- ☒ 57%
- ☐ 63%
- ☐ 40%

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 33 of 40 \ Multiple Choice \ 1

Which of the following term is used for the head of board of directors of Punjab Small Industries Corporation (PSIC)?

- ☐ Governor of Punjab
- ☒ CEO of PSIC
- ☐ Chief Minister of Punjab
- ☐ Minister of Planning and development, Punjab

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 34 of 40 \ Multiple Choice \ 1

The relationship between government and SME seems to be fundamentally flawed due to which of the following reason/s?

- ☐ Policy makers have preference towards large-scale industry
- ☒ All of the given options
- ☐ Implementation is not a continuous process
- ☐ Government under estimates potential of SME sector

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 35 of 40 \ Multiple Choice \ 1

During which year Punjab Small Industries Corporation (PSIC) was established?

- ☐ 1970
- ☐ 1974
- ☒ 1972
- ☐ 1976

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 36 of 40 \ Multiple Choice \ 1

Which of the following can be expressed as PITAC?

- ☐ Pakistan Industrial Training Aid Commission
- ☐ Pakistan Industrial Technological Aid Council
- ☐ Pakistan Industrial Teaching Association Council
- ☒ Pakistan Industrial Technical Assistance Center

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 37 of 40 \ Multiple Choice \ 1

Following are the financial institutions developed to promote SME in Pakistan EXCEPT:

- ☐ Regional Development Finance Corporation (RDFC)
- ☐ Youth Investment Promotion Scheme (YIPS)
- ☐ Industrial Development Bank of Pakistan (IDBP)
- ☒ Segmented Business Fund Corporation (SBFC)

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 38 of 40 \ Multiple Choice \ 1

Which of the following is the MOST important parameter to declare a business as a small business?

- ☐ Total assets
- ☒ Number of workers
- ☐ Business turnover
- ☐ Share in the economy

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team



## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 39 of 40 \ Multiple Choice \ 1

Which of the following is true about today's global economy?

- ☐ Economy of Socialism
- ☐ Capital Economy
- ☐ Industrial Based Economy
- ☒ Knowledge Based Economy

Review Feedback

Outline...

< Prev

Next >

Created by VRSHC Team

## MGT601 Final Term online Paper by VRSHC

00:23:40

Question 40 of 40 \ Multiple Choice \ 1

Following are the factors that promoted the trend of development of SME in Pakistan during 1980s **EXCEPT**:

- ☐ Uneven profit distribution
- ☐ Technological revolution
- ☐ High level financing
- ☒ Monopoly of resources

Result

< Prev

Next >

Created by VRSHC Team

19 January 2012

Question # 1 of 20 ( Start time: 12:08:25 PM )

Total Marks: 1

Which of the following is the expressed form of ISO?

▶ Select correct option:

☐ Internal Standard Operations

☒ International Standards Organization

RIGHT

☐ International Support Organization

☐ Internal Standardized Operation

▶ Click here to Save Answer & Move to Next Question

Question # 2 of 20 ( Start time: 12:09:07 PM )

Total Marks: 1

Which of the following is the most frequently used as a source for information about performance?

▶ Select correct option:

☒ Peers



- ☐ Subordinates
- ☐ Customers
- ☐ Managers



Click here to Save Answer & Move to Next Question

Question # 3 of 20 ( Start time: 12:10:20 PM )

Total Marks: 1

According to a World Bank survey (2002), how much SMEs are optimistic to grow in next 2 years?


▶ Select correct option:

- ☒ 28%
- ☐ 32%
- ☐ 34%
- ☐ 36%

RIGHT



Click here to Save Answer & Move to Next Question

Time Left 88  
sec(s) 


Question # 4 of 20 ( Start time: 12:11:30 PM )


Total Marks: 1

Which of the following is the expressed form of DFI?

▶ Select correct option:

- ☐ Direct Foreign Investment
- ☐ Default Financial Institution
- ☐ Default Federal Institute
- ☐ Direct Foreign Information

 Click here to Save Answer & Move to Next Question

Time Left 88  
sec(s) 

Question # 5 of 20 ( Start time: 12:12:54 PM )

Total Marks: 1

Pakistan has submitted two MFN (Most Favorite Nation) exemptions lists to protect its two important sectors. The two sectors are :


▶ Select correct option:

- ☐ Pharmaceutical and Banking Services

- ☐ Telecommunications and Textile
- ☐ Telecommunications and Banking Services
- ☐ Pharmaceutical and Textile



Click here to Save Answer & Move to Next Question

Time Left 88 sec(s) 

Question # 6 of 20 ( Start time: 12:14:17 PM )

Total Marks: 1


Which of the following test conducted for employment to test traits like self-confidence, sociability, flexibility, creativity, and curiosity?

 Select correct option:

- ☐ Personality test
- ☐ Aptitude test
- ☐ Intelligence test
- ☐ Achievement test



Click here to Save Answer & Move to Next Question













Time Left 88  
sec(s) 


Question # 7 of 20 ( Start time: 12:15:34 PM )


Total Marks: 1

Which of the following term defined as; “It is a method by which the performance of an employee is evaluated (generally in terms of quality, quantity, cost and time)”?

▶ Select correct option:

- ☒ Performance Appraisal   
  **RIGHT**
- ☐ Employee Appraisal   
 
- ☐ Employee Evaluation   
 
- ☐ All of the given options   
 

 [Click here to Save Answer & Move to Next Question](#)




Time Left 88  
sec(s) 

Question # 8 of 20 ( Start time: 12:16:46 PM )

Total Marks: 1

What is required for a company to do in this statement “it involves identifying and describing what is happening on a job”?

▶ Select correct option:

- ☐ Job Analysis   
 

☐ Job Specification


☐ Job Description

RIGHT

☐ Job Evaluation



Click here to Save Answer & Move to Next Question

Time Left 88 sec(s) 

Question # 9 of 20 ( Start time: 12:17:35 PM )

Total Marks: 1

Which of the following products can be said to be at the introduction stage of PLC (data as per December 2008)?

 Select correct option:

☐ Digital televisions


☐ Palmtop mobiles

☐ Video cassettes

☐ Digital Cameras



Click here to Save Answer & Move to Next Question

Time Left 88  
sec(s) 


Question # 10 of 20 ( Start time: 12:18:49 PM )


Total Marks: 1

Pakistan has submitted two lists of MFN (Most Favorite Nation) Exemptions to WTO.  
In which years, Pakistan has submitted those lists?

▶ Select correct option:

- ☐ 1996 and 1997
- ☐ 1997 and 1998
- ☐ 1998 and 1999
- ☐ 1999 and 2000

 [Click here to Save Answer & Move to Next Question](#)

Time Left 89  
sec(s) 

Question # 11 of 20 ( Start time: 12:20:14 PM )

Total Marks: 1

Which of the following is NOT available in job description?

▶ Select correct option:

- ☐ Job content

☐ Job environment

☐ Abilities required

RIGHT

☐ Conditions of employment



Click here to Save Answer & Move to Next Question

Time Left 87 sec(s)

Question # 12 of 20 ( Start time: 12:21:18 PM )

Total Marks: 1

Which of the following can be defined as “Immediate payments made by customer/importer to the seller/exporter by presenting correct documents in the required time frame?”

Select correct option:

☐ Sight LC

☐ Insight LC


☐ Revocable LC

☐ Irrevocable LC



Click here to Save Answer & Move to Next Question

---

Time Left 88  
sec(s) 

Question # 13 of 20 ( Start time: 12:22:47 PM )

Total Marks: 1


What is the sound liquidity ratio in term of net working capital?

▶ Select correct option:

- ☐ 1:2
- ☐ 2:1
- ☐ 1:1
- ☐ 1.5:1

▶ [Click here to Save Answer & Move to Next Question](#)

---

Time Left 88  
sec(s) 

Question # 14 of 20 ( Start time: 12:24:07 PM )

Total Marks: 1

Which of following is the service provided by Industrial and Technological Information Bank?

▶ Select correct option:


- ☒ Financial Assistance
- RIGHT**



- ☐ Information Dissemination
- ☐ Industry and Technology Evaluation
- ☐ Feasibility Study and Assessments



Click here to Save Answer & Move to Next Question

Time Left 88 sec(s) 

Question # 15 of 20 ( Start time: 12:25:08 PM )

Total Marks: 1

Which of the following is the first stage in new product development?


 Select correct option:

- ☒ Idea generation
- ☐ Idea screening
- ☐ Concept development
- ☐ Concept testing

**RIGHT**



Click here to Save Answer & Move to Next Question

Time Left 87 sec(s) 


Question # 16 of 20 ( Start time: 12:26:11 PM )


Total Marks: 1

Ali now has the buying power to purchase the computer system he has wanted for the last three months. Ali's want is replaced with which of the following?

▶ Select correct option:

- ☐ Need
- ☐ Necessity
- ☐ Demand
- ☐ Satisfier

 Click here to Save Answer & Move to Next Question

Time Left 87 sec(s) 

Question # 17 of 20 ( Start time: 12:27:27 PM )

Total Marks: 1

Which of the following trait is measured by personality test?

▶ Select correct option:

- ☐ Reasoning

- ☐ Analysis
- ☐ Skills
- ☐ Curiosity



Click here to Save Answer & Move to Next Question

Question # 18 of 20 ( Start time: 12:28:43 PM )

Total Marks: 1


Which of the following is a source of promoting and transfer of technology?

▶ Select correct option:

- ☐ Dissemination of Practical Experience
- ☐ Exchanging of Skilled Workforce
- ☐ Promotion of Technological Research
- ☐ All of the given options



Click here to Save Answer & Move to Next Question

Time Left 88  
sec(s) 

Question # 19 of 20 ( Start time: 12:30:08 PM )

Total Marks: 1


Which of the following factors is NOT necessary to obtain quality control?

▶ Select correct option:

- ☐ Raw Materials
- ☐ Vender Relation
- ☐ Process Control
- ☐ Unreliability



[Click here to Save Answer & Move to Next Question](#)

Time Left 89  
sec(s) 

Question # 20 of 20 ( Start time: 12:31:02 PM )

Total Marks: 1

Which of the following is NOT a broad category of a job analysis?

▶ Select correct option:

- ☐ Information Inputs
- ☐ Mental Processes



Selection Techniques



Work Output



Click here to Save Answer & Move to Next Question

MC110201697 : Syed HammadRasoolBokhari

Time Left 67  
sec(s)

Quiz Start Time: 08:21 PM


Question # 2 of 10 ( Start time: 08:21:18 PM)

Total Marks: 1

What is required for a company to do in this statement “it involves identifying and describing what is happening on a job”?

 Select correct option:

- ☐ Job Analysis
- ☐ Job Specification
- ☐ Job Description
- ☐ Job Evaluation

 [Click here to Save Answer & Move to Next Question](#)

MC110201697 : Syed HammadRasoolBokhari

Time Left 88  
sec(s)

Quiz Start Time: 08:21 PM


Question # 3 of 10 ( Start time: 08:22:43 PM)

Total Marks: 1

Following are the methods which can be used to find new ideas for a product EXCEPT:

 Select correct option:

- ☐ Novel Use of Known Products
- ☐ Ancillarisation
- ☐ Watching Trends in Fashions
- ☐ Market Myopia

 [Click here to Save Answer & Move to Next Question](#)

Quiz Start Time: 08:21 PM


Question # 4 of 10 ( Start time: 08:23:54 PM)

Total Marks: 1

A resume is the summary of your educational and professional carrier. Which of the following can be served as a resume for your proposed business?

 Select correct option:

- ☐ A Business Plan
- ☐ A Business Journal
- ☐ Business Yellow Pages
- ☐ A Business Catalogue

 [Click here to Save Answer & Move to Next Question](#)

Quiz Start Time: 08:21 PM

Question # 5 of 10 ( Start time: 08:25:25 PM)

Total Marks: 1

Following are the basic reasons behind low tax base in Pakistan EXCEPT?

 Select correct option:

- ☐ High cost of book keeping
- ☐ Harassment of tax authorities
- ☐ Non cooperative role of CBR
- ☐ High physiological cost

Time Left

87  
sec(s)



**Question # 6 of 10 ( Start time: 08:26:55 PM)**

.....is/are used to describe the inability of an employee to freely leave a job because doing so will result in the loss of employee benefits.



Job Lockin



Golden handcuffs



Social stigma



both a & b

Time Left

79  
sec(s)

**Question # 7 of 10 ( Start time: 08:28:23 PM)**

Which of the following is true for debt equity ratio?



Relationship of total assets and share holder's equity

C

Relationship of total liabilities and share holder's equ

C

Relationship of total capital and share holder's equity





Relationship of total sales and share holder's equity



Click here to Save Answer & Move to Next Question

MC110201697 : Syed HammadRasoolBokhari

Time Left

80  
sec(s)



Quiz Start Time: 08:21 PM

Question # 8 of 10 ( Start time: 08:29:48 PM)

Total Marks: 1

SMEs are considered as engines of.....growth in both developed and developing countries.



Select correct option:



business



GDP



economic



none of these



Click here to Save Answer & Move to Next Question

MC110201697 : Syed HammadRasoolBokhari

Time Left

82  
sec(s)



Quiz Start Time: 08:21 PM

Question # 9 of 10 ( Start time: 08:30:38 PM)

Total Marks: 1

Which of the following is a cost that varies with the units produced in a manufacturing concern?



Select correct option:



Fixed cost



Breakeven Point



Selling Price



Variable cost



Click here to Save Answer & Move to Next Question

MC110201697 : Syed HammadRasoolBokhari

Time Left

59  
sec(s)



Quiz Start Time: 08:21 PM

Question # 10 of 10 ( Start time: 08:31:20 PM)

Total Marks: 1

The development process was initiated in the sixties and the concept of development derived its origin from the.....of small enterprise development.



Select correct option:



Indian model



Ayubian model



Calcutta



Dhaka



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

66  
sec(s)



Quiz Start Time: 07:38 AM

Question # 1 of 20 ( Start time: 07:38:33 AM )

Total Marks: 1

Which of the following designations is used for the head of board of directors of Punjab Small Industries Corporation (PSIC)?

Select correct option:

- ☐ CEO of PSIC
- ☐ Governor of Punjab
- ☐ Chief Minister of Punjab
- ☐ Minister of Planning and development, Punjab



[Click here to Save Answer & Move to Next Question](#)

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

84  
sec(s)



Quiz Start Time: 07:38 AM

Question # 2 of 20 ( Start time: 07:40:04 AM )

Total Marks: 1

Which of the following is the expressed form of PCSIR?

Select correct option:

- ☐ Pakistan Centre of Systematic and Institutional Research
- ☐ Pakistan Council for Scientific and Industrial Research
- ☐ Pakistan Commission for Skill and Instructional Research
- ☐ Pakistan Core Scientific Information Resources



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

83  
sec(s)



Quiz Start Time: 07:38 AM

Question # 3 of 20 ( Start time: 07:41:11 AM )

Total Marks: 1

\_\_\_\_\_ is a business term means an extraordinary event or circumstance beyond the control entrepreneur such as war, strike, crime, flood, earthquake which prevents him from continuing the business.

Select correct option:



Force Majeure



Force Mortigue



Force Montague



Force Meringue



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

65  
sec(s)



Quiz Start Time: 07:38 AM

Question # 4 of 20 ( Start time: 07:42:43 AM )

Total Marks: 1

The development process was initiated in the sixties and the concept of development derived its origin from the.....of small enterprise development.

Select correct option:



Indian model



Ayubian model



Calcutta





Dhaka



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

28  
sec(s)



Quiz Start Time: 07:38 AM

Question # 5 of 20 ( Start time: 07:43:25 AM )

Total Marks: 1

SMEDA is directly associated with which of the following ministries?



Select correct option:



Ministry of Commerce



Ministry of Economic Affairs & Statistics



Ministry of Industry and Production



Ministry of Planning & Development



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

70  
sec(s)



Quiz Start Time: 07:38 AM

Question # 6 of 20 ( Start time: 07:44:49 AM )

Total Marks: 1

Working capital is the \_\_\_\_\_ current assets over liabilities.



Select correct option:



Excess of



difference of

☐

Ratio of

☐

Projection

[Click here to Save Answer & Move to Next Question](#)

MC110201697 : Syed Hammad Rasool Bokhari

Time Left
29
sec(s)

Quiz Start Time: 07:38 AM

Question # 7 of 20 ( Start time: 07:45:50 AM )
Total Marks: 1

If inventory turnout rate is slow, the size of working capital required to be\_\_\_\_\_.

Select correct option:

☐

Increased

☐

Decreased

☐

Unchanged

☐

Independent

[Click here to Save Answer & Move to Next Question](#)

MC110201697 : Syed Hammad Rasool Bokhari

Time Left 27  
sec(s)

Quiz Start Time: 07:38 AM

Question # 8 of 20 ( Start time: 07:47:14 AM )

Total Marks: 1

Which of the following is most important item for a business that can be extracted from financial statements?

Select correct option:

- ☐ Net Working Capital
- ☐ Cash Flow
- ☐ Net Present Value
- ☐ None of the given options



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

82  
sec(s)



Quiz Start Time: 07:38 AM

Question # 9 of 20 ( Start time: 08:00:14 AM )

Total Marks: 1

The NGOs are working on.....sector in the development of SMEs.



Select correct option:

- ☐ SME
- ☐ economic
- ☐ socio-economic
- ☐ both a & c



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

78  
sec(s)



Quiz Start Time: 07:38 AM

Question # 10 of 20 ( Start time: 08:01:06 AM )

Total Marks: 1

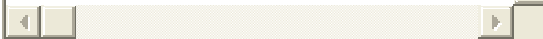
According to research conducted in MIT, Harvard University, USA, following are the main objectives for a technology entrepreneur EXCEPT:



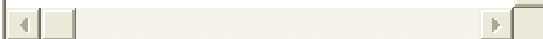
Select correct option:



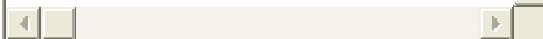
Creating something novel and useful



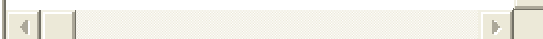
Creditability



Building long-term value



Freedom



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

83  
sec(s)



Quiz Start Time: 07:38 AM

Question # 11 of 20 ( Start time: 08:02:20 AM )

Total Marks: 1

How many major changes an entrepreneur of a small business can bring in the industry?





**MC110201697 : Syed Hammad Rasool Bokhari**



**Quiz Start Time: 07:38 AM**

**Question # 12 of 20 ( Start time: 08:03:27 AM )**

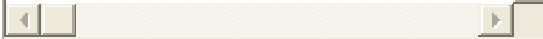
**Total Marks: 1**

Which of the following international organization conducted a survey regarding the salient features of entrepreneurs of Pakistan?





International Monetary Fund



UNO



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

72  
sec(s)



Quiz Start Time: 07:38 AM

Question # 13 of 20 ( Start time: 08:04:43 AM )

Total Marks: 1

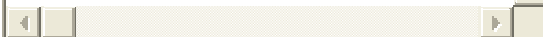
Which of the following can be expressed as PITAC?



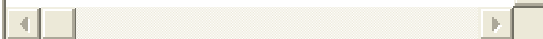
Select correct option:



Pakistan Industrial Technical Assistance Center



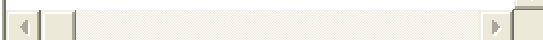
Pakistan Industrial Technological Aid Council



Pakistan Industrial Training Aid Commission



Pakistan Industrial Teaching Association Council



MC110201697 : Syed Hammad Rasool Bokhari

Time Left

47



Quiz Start Time: 07:38 AM

sec(s)

Question # 14 of 20 ( Start time: 08:05:12 AM )

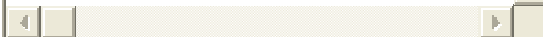
Total Marks: 1

Which of the following financial institution is the head of banking sector of Pakistan?

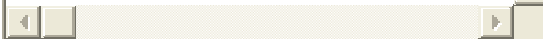
 Select correct option:



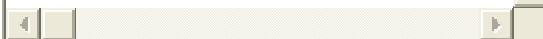
State Bank of Pakistan



Federal Bank of Pakistan



Commercial Bank of Pakistan



National Bank of Pakistan



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

15  
sec(s)



Quiz Start Time: 07:38 AM

Question # 15 of 20 ( Start time: 08:06:05 AM )

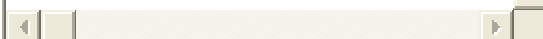
Total Marks: 1

According to the definition of SMEDA Pakistan “a business with employment size up to 250, paid up capital up to 25 million and annual sales up to 250 million is said to be small and medium business”. In which year this definition has been presented?

 Select correct option:



SME Policy 2002





SME Policy 2004



SME Policy 2005



SME Policy 2007



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

39  
sec(s)



Quiz Start Time: 07:38 AM

Question # 16 of 20 ( Start time: 08:07:35 AM )

Total Marks: 1

Following are the main functions of Punjab Small Industries Corporation (PSIC) EXCEPT:



Select correct option:



Technology transfer



Vocational infrastructure



Financial assistance



Entrepreneurial Development



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

78  
sec(s)



Quiz Start Time: 07:38 AM

Question # 17 of 20 ( Start time: 08:08:52 AM )

Total Marks: 1

Until 2000, how many member countries have maintained 390 MFN (Most Favorite Nation) exemptions in WTO?



Select correct option:



78



79



80



81



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

51  
sec(s)



Quiz Start Time: 07:38 AM

Question # 18 of 20 ( Start time: 08:10:12 AM )

Total Marks: 1

In how many stages the product life cycle is divided?



Click here to Save Answer & Move to Next Question

[Click here to Save Answer & Move to Next Question](#)

**MC110201697 : Syed Hammad Rasool Bokhari**

Time Left

61  
sec(s)



**Quiz Start Time: 07:38 AM**

Question # 19 of 20 ( Start time: 08:11:32 AM )

**Total Marks: 1**

Which of the following is our major long-term issue in the development of SMEs?





Finance



Labour



Click here to Save Answer & Move to Next Question

MC110201697 : Syed Hammad Rasool Bokhari

Time Left

41  
sec(s)



Quiz Start Time: 07:38 AM

Question # 20 of 20 ( Start time: 08:12:32 AM )

Total Marks: 1

In recent years, which of following country has highest per worker productivity?



Select correct option:



India



Pakistan



China



All are at same Level



Click here to Save Answer & Move to Next Question

### mgt601 3rd quiz

Question # 1 of 15 ( Start time: 11:40:07 PM ) Total Marks: 1

There are too many laws regarding labour force in Pakistan that causing problems for SME. It was proposed that existing labour legislation be simplified and rationalized into how many basic laws?

Select correct option:

Six

Ten

Fifteen

Twenty

Question # 2 of 15 ( Start time: 11:40:41 PM ) Total Marks: 1

When you submit an application for a loan, credential that introduces your business to the bank has a form called “Form-29”. Under which condition you will provide this form to the bank.

Select correct option:

In case of Sole Proprietorship

In case of Private Limited Company

In case of Cooperation

In case of Partnership



Question # 3 of 15 ( Start time: 11:41:11 PM ) Total Marks: 1  
Which of the following is NOT available in job description?  
Select correct option:

Job content

Job environment

Abilities required

Conditions of employment

Question # 4 of 15 ( Start time: 11:41:40 PM ) Total Marks: 1  
Which of the following problems is/are served as hurdle in the development of SMEs in Pakistan?  
Select correct option:

56 Labours Laws

Labour Inspections

Exporter's Reservation regarding Labour

All of the given options

Question # 5 of 15 ( Start time: 11:42:09 PM ) Total Marks: 1

In which year “Environment Protection Ordinance” in Pakistan has been enacted.

Select correct option:

1993

1995

1997

1999

Question # 6 of 15 ( Start time: 11:42:33 PM ) Total Marks: 1

How the large and small sectors are interlinked?

Select correct option:

By foster changes

By risk sharing

By Merchandising

By serving the same market

Question # 7 of 15 ( Start time: 11:43:00 PM ) Total Marks: 1

If a person is evaluated high on many traits because of a belief that the individual is high on one trait. This perception is affected by which of the following effects?

Select correct option:

Contrast

Dominance

Halo

Perceptual

Question # 8 of 15 ( Start time: 11:43:27 PM ) Total Marks: 1

All of the following are the problems that can be faced by an businessmen during the construction phase EXCEPT:

Select correct option:

Acquisition of land

Acquisition of machinery

Prospecting about marketing

Poor location

Question # 9 of 15 ( Start time: 11:43:58 PM ) Total Marks: 1

Which of the following term is defined as: “The initial equity capital used to start a new venture or business”?

Select correct option:

Value Capital

Working Capital

Seed Capital

Gross Capital

Question # 10 of 15 ( Start time: 11:44:16 PM ) Total Marks: 1

For what purposes the activity of performance appraisal is NOT done in an organization?

Select correct option:

To punish employee

To motivate employee

To evaluate employee

To give reward to employee

Question # 11 of 15 ( Start time: 11:44:50 PM ) Total Marks: 1

What is the maximum limit of loan that Punjab Small Industries Corporation (PSIC) can

issue? (As per survey 2001)

Select correct option:

5 Lac

7.5 Lac

10 Lac

12.5 Lac

Question # 12 of 15 ( Start time: 11:45:08 PM ) Total Marks: 1

\_\_\_\_\_ is a business term means an extraordinary event or circumstance beyond the control entrepreneur such as war, strike, crime, flood, earthquake which prevents him from continuing the business.

Select correct option:

Force Majeure

Force Mortigue

Force Montague

Force Meringue

Question # 13 of 15 ( Start time: 11:45:30 PM ) Total Marks: 1

In recent years, how much per worker productivity of Pakistani labour force has decreased as compared to India.

Select correct option:

25%

30%

35%

40%

Question # 14 of 15 ( Start time: 11:45:46 PM ) Total Marks: 1

In which year first appropriate definition of small business was introduced by an Indian?

Select correct option:

1935

1940

1945

1950

Question # 15 of 15 ( Start time: 11:46:04 PM ) Total Marks: 1

Which of the following is/are the result/s of implementation of Ayubian model of economic development during 1980s?

Select correct option:

Promotion of large-scale units

Expansion of large-scale enterprises

Large loans offered by financial institutions

All of the given options

MGT601 2ND QUIZ

question # 1 of 15 ( Start time: 10:37:50 AM ) Total Marks: 1

What was the outcome due to which the SME policy adopted by Pakistan in 1960 was rejected and was reverting to the Ayubian model of economic development?

Select correct option:

**Inefficient labor**

Political Instability

Society injustice

Technological revolution

Question # 2 of 15 ( Start time: 10:39:18 AM ) Total Marks: 1

Which of the following can be assessed by cash flow statement?

Select correct option:

Amount required for depreciation

Withdrawal of amount for personal use

Generation of positive cash flows

Need of cash for procurements

Question # 3 of 15 ( Start time: 10:40:50 AM ) Total Marks: 1

In which year Small & Medium Development Authority (SMEDA) was established?

Select correct option:

July, 1994

August, 1988

**October, 1998**

December, 2001

Question # 4 of 15 ( Start time: 10:41:17 AM ) Total Marks: 1

How many labor laws that exist in Pakistan to control the labor issues?

Select correct option:

50

52

54

**56**

Question # 5 of 15 ( Start time: 10:42:03 AM ) Total Marks: 1

Which of the following is an expressed form of YIPS?



Select correct option:

**Youth Investment Promotion Scheme**

Youth International Project Scheme

Youth Information Platform Sector

Youth Inclusive Program System

Question # 6 of 15 ( Start time: 10:42:52 AM ) Total Marks: 1

According to research conducted in MIT Harvard University, USA, following are the main objectives for a technology entrepreneur EXCEPT:

Select correct option:

Creating something novel and useful

**Creditability**

Building long-term value

Freedom

Question # 7 of 15 ( Start time: 10:44:11 AM ) Total Marks: 1

SME Stands for \_\_\_\_\_.

Select correct option:

Self Managed Entrepreneur

Small Manageable Enterprise

**Small and Medium Enterprise**

Self Manageable Enterprise

Question # 9 of 15 ( Start time: 10:46:10 AM ) Total Marks: 1

All of the following are the components managed under “Operational Expenditure” heading during the preparation of Financial Requirement Statement EXCEPT:  
Select correct option:

Material

Rent, Interest

Insurance, Taxes

**Patents**

Question # 10 of 15 ( Start time: 10:47:16 AM ) Total Marks: 1

The acronym UNDP stands for:  
Select correct option:

United Nation Diagnostic Plan

**United Nation Development Program**

United Nation Dynamic Profile

## United Nation Democratic Proposal

Question # 11 of 15 ( Start time: 10:47:56 AM ) Total Marks: 1

What kind of an entrepreneur will he/she be, IF he/she follows the old traditions, avoids risk taking and responds to change only in situations where it becomes necessary to do so?

Select correct option:

Innovative

Imitating

**Fabian**

Drone

Question # 12 of 15 ( Start time: 10:49:32 AM ) Total Marks: 1

Which of the following international organization conducted a survey regarding the salient features of entrepreneurs of Pakistan?

Select correct option:

**World Bank ( I THINK SO...)**

World Trade Organization

International Monetary Fund

UNO

Question # 13 of 15 ( Start time: 10:50:46 AM ) Total Marks: 1

Which of the following statement is important for an entrepreneur, provides information about the sources from which cash has been generated and how it has been spent during a specific period of time?

Select correct option:

Income Statement

Balance Sheet

**Cash Flow Statement**

Owner's Equity Statement

Question # 14 of 15 ( Start time: 10:52:16 AM ) Total Marks: 1

In recent years, how much per worker productivity of Pakistani labour force has decreased as compared to India.

Select correct option:

**25%**

30%

35%

40%

Question # 15 of 15 ( Start time: 10:53:21 AM ) Total Marks: 1

If you divide the SME industry into wholesale, retail, manufacture and service sectors, then the definition of SME will be based on which of the following?

Select correct option:

Financial Basis

## Classification Basis

Man Power Basis

Asset Basis

## MGT 1ST QUIZ

Question # 1 of 15 ( Start time: 10:03:43 AM ) Total Marks: 1

What is the average mean age of entrepreneur of Korea according to a survey conducted by World Bank?

Select correct option:

40 Years

44 Years

48 Years

None of the given options

Question # 2 of 15 ( Start time: 10:05:07 AM ) Total Marks: 1

Which of the following is our major long-term issue in the development of SMEs?

Select correct option:

Education

Taxation

Finance

Labour

Question # 3 of 15 ( Start time: 10:06:27 AM ) Total Marks: 1

Which of the following term is defined as: “The initial equity capital used to start a new venture or business”?

Select correct option:

Value Capital

Working Capital

Seed Capital

Gross Capital

Question # 4 of 15 ( Start time: 10:07:56 AM ) Total Marks: 1

What is the percentage of new investment is generated by small and medium enterprises came from retained earning?

Select correct option:

40%

49%

57%

63%

Question # 5 of 15 ( Start time: 10:09:00 AM ) Total Marks: 1

Which of the following term is used for the head of board of directors of Punjab Small Industries Corporation (PSIC)?

Select correct option:

CEO of PSIC

Governor of Punjab

Chief Minister of Punjab

Minister of Planning and development, Punjab

Question # 6 of 15 ( Start time: 10:09:34 AM ) Total Marks: 1

The relationship between government and SME seems to be fundamentally flawed due to which of the following reason/s?

Select correct option:

Government under estimates potential of SME sector

Policy makers have preference towards large-scale industry

Implementation is not a continuous process

All of the given options

Question # 7 of 15 ( Start time: 10:11:03 AM ) Total Marks: 1

During which year Punjab Small Industries Corporation (PSIC) was established?

Select correct option:

1970

1972

1974

1976

Question # 8 of 15 ( Start time: 10:11:41 AM ) Total Marks: 1

Which of the following can be expressed as PITAC?

Select correct option:

Pakistan Industrial Technical Assistance Center

Pakistan Industrial Technological Aid Council

Pakistan Industrial Training Aid Commission

Pakistan Industrial Teaching Association Council

Question # 9 of 15 ( Start time: 10:12:29 AM ) Total Marks: 1

Following are the financial institutions developed to promote SME in Pakistan EXCEPT:

Select correct option:

Segmented Business Fund Corporation (SBFC)

Youth Investment Promotion Scheme (YIPS)

Regional Development Finance Corporation (RDFC)

Industrial Development Bank of Pakistan (IDBP)

Question # 10 of 15 ( Start time: 10:13:21 AM ) Total Marks: 1

Which of the following is the MOST important parameter to declare a business as a small business?

Select correct option:

Number of workers

Share in the economy

Business turnover

Total assets

Question # 11 of 15 ( Start time: 10:13:51 AM ) Total Marks: 1

What was the mean age of an enterprise in Pakistan if the mean age of an entrepreneur is 42 years, according to a survey conducted by World Bank?

Select correct option:

14 Years

16 Years

18 Years

None of the given options

Question # 12 of 15 ( Start time: 10:15:16 AM ) Total Marks: 1

In which year World Bank had conducted a survey in Pakistan about SMEs.

Select correct option:

2000

2001

2002



2003

Question # 13 of 15 ( Start time: 10:16:43 AM ) Total Marks: 1

Which of the following is true about today's global economy?

Select correct option:

Knowledge Based Economy

Industrial Based Economy

Economy of Socialism

Capital Economy

Question # 14 of 15 ( Start time: 10:17:01 AM ) Total Marks: 1

What is the debt equity ratio for loan up to Rs. 7.5 Lac in Punjab Small Industries Corporation (PSIC)? (as per survey 2001)

Select correct option:

80:20

70:30

60:40

50:50

Question # 15 of 15 ( Start time: 10:17:50 AM ) Total Marks: 1

How the large and small sectors are interlinked?

Select correct option:

By fostering changes

By subcontracting

By sharing risk

By serving the same market



***Prepared By Misha Fatima***

***MGT 601***

***SME MANAGEMENT***

1. ADDs stand for

- Analytical Dumping Duties
- **Anti Dumping Duties**
- Alternate Dumping Duties
- All of these

2. According to anti-dumping measure to protect domestic industry against the onslaught of unfair competition there are three ordinance have been promulgated in Pakistan

- Anti dumping law 2000
- Countervailing Duties Ordinance 2001
- Safeguard ordinance 2002
- All of these

3. NTC stands for National Tariff Commission

- **True**
- False

4. Which one is Not include in the Pakistan five law / amendments under WTO standard

- Patents Ordinance , 2002
- **ISO 9000**
- Industrial Design Ordinance , 2000
- Copyright Amendments Ordinance , 2000

5. A foreign undertaking is allowed to hire up to ----- of its total executive and specialist from abroad

- 52%
- **50%**
- 51%
- 53%

6. A study on trade of real estate in Services commissioned by

- President
- Prime Minister
- **Ministry of Commerce**
- Ministry of Industry

7. Fifth Ministerial held in Cancun from

- **10 to 14 Sep 2003**

- 10 to 14 Nov 2003
- 10 to 14 Aug 2003
- 10 to 14 Oct 2003

8. Sixth Ministerial Conference held in

- Pakistan
- Geneva
- Hong Kong , China
- Doha

9. Republic of Korea the share of small units in total export is

- 40%
- 39%
- 38%
- 20%

10. ICT play a vital role in ----- enterprises

- small
- medium
- Both of above
- non of above

11. Which one of the following is not included in small firm's advantages

- Ability to act quickly
- complex
- flexibility
- shorter lines of communication

12. Application blanks contain

- Record of candidate
- name
- experience
- all of above

13. The wages structure must be such that the staff has the motivation to work for

- horizontal movement
- vertical movement
- randomly
- non of these

14. Which one is Not included in compensation plan suitable for small business

- low wages
- straight salary
- piece rate

- **commission based on sales**

15. ----- refers to the storage of information by an individual for use in problem solving and decision making

- **Ability**
- **Attitude**
- **Knowledge**
- **operational result**

16. Which of the following ministry manage the particulars of copyrights?

- **Ministry of Education**
- **Ministry of commerce**
- **Ministry of Industries & Production**
- **Ministry of Information & Broadcasting**

17. Ali now has the buying power to purchase the computer system he has wanted for the last three months. Ali's want is replaced

- **Need**
- **Necessity**
- **Demand**
- **Satisfier**

18. Which type of following segmentation has characteristics like traits, attitudes, interests, or lifestyles of potential customer groups?

- **Behavior segmentation**
- **Demographic segmentation**
- **Geographic segmentation**
- **Psychographic segmentation**

19. Which of the following is the expressed form of WTO?

- **World Trade Organization**
- **World Tourism Organization**
- **World Terror Order**
- **Working Together Organization**

20. If exporting country remove subsidy from its products, then the price of products for importing country will be

- **High**
- **Low**
- **Not effected**
- **Subsidy cannot be removed**

21. The WTO has many reasons to replace GATT agreement but the reason NOT compromise able is

- A body is required that has ability to settle disputes among members.
- A body is required that has broader scope and can cover more areas of trade.
- A body that must has set of rules and institutional foundation.
- A body that can force governments to implement their commitments

22. Which of the following is NOT a broad category of a job analysis?

- Relationship with peers
- Appraisal Techniques
- Mental Process
- Work Output

23. Which of the following is abbreviated as ADDs when you are viewing the WTO agreements?

- Anti Dumping Duties
- Agriculture Disposal Developments
- Agreement of Disorder Discipline
- Administrative Disabilities Diagnoses

24. If the current assets of a company are of worth Rs 9000 and current liabilities are Rs.3000 and working capital is Rs 6000, what will be the current ratio of the company?

- 1 : 2
- 3 : 1
- 1 : 1
- 2 : 3

25. Which of the following terms can be defined as "Properties or assets that are offered to secure a loan or other credit"?

- Guarantee
- Security
- Collateral
- Mortgage

26. Which of the following is most important item for a business that can be extracted from financial statements?

- Net Working Capital
- Cash Flow
- Net Present Value
- None of the given options

27. What is the main intention to start a training program in an organization?

- Increased number of workplace accidents
- Low productivity of employee
- Rapid change of organizational structure
- All of the given options

28. Which of the following term can be defined as “a process of discovering potential candidates for actual or anticipated organizational vacancies”?

- **Recruitment**
- **Selection**
- **Training**
- **Job analysis**

29. Following are the potential demerits of product mix for a company EXCEPT:

- **Create a pressure to maintain optimal firm's resources**
- **Increased investment requirement for production and inventory**
- **Difficult to manage the marketing activities**
- **It gives steady sales & profits to the firm**

30. Which of the following requires participating companies to keep track of their raw material use and their generation, treatment and disposal hazardous wastes

- **ISO 8004**
- **ISO 14000**
- **ISO 9000**
- **ISO 9001**

31. Which one is Correct to measure how well the individual meets the requirement of a position

- **Jo analysis**
- **job performance**
- **job description**
- **job satisfaction**

32. Disciplinary problems arise due to

- **lack of knowledge**
- **lack of interest**
- **carelessness**
- **all of above**

---

**SHORT NOTES:**

## SME MGT 601 MCQs solved

There are too many laws regarding labor force in Pakistan that causing problems for SME. It was proposed that existing labor legislation be simplified and rationalized into how many basic laws?

- **Six P-35 (Lecture # 11 Slide # 8)**
- Ten
- Fifteen
- Twenty

When you submit an application for a loan, credential that introduces your business to the bank has a form called "Form-29". Under which condition you will provide this form to the bank.

- In case of Sole Proprietorship
- In case of Private Limited Company
- **In case of Cooperation??**
- In case of Partnership

Which of the following is NOT available in job description?

- Job content
- Job environment
- **Abilities required P-73**
- Conditions of employment

Which of the following problems is/are served as hurdle in the development of SMEs in Pakistan?

- 56 Labors Laws
- Labor Inspections
- **Exporter's Reservation regarding Labor**
- **All of the given options P-35 (Lecture # 11 Slide # 6)**

In which year "Environment Protection Ordinance" in Pakistan has been enacted.

- 1993
- 1995
- **1997 ??**
- 1999

How the large and small sectors are interlinked?

- By foster changes
- By risk sharing
- **By Merchandising P-5**
- By serving the same market

A person is evaluated high on many traits because of belief that the individual is high on one trait. This perception is affected by which of the following effects?

- Contrast
- Dominance
- **Halo P-75**
- Perceptual

All of the following are the problems that can be faced by businessmen during the construction phase EXCEPT:

- Acquisition of land
- Acquisition of machinery
- Prospecting about marketing
- **Poor location P-53**

Which of the following term is defined as: "The initial equity capital used to start a new venture or business"?

- Value Capital
- Working Capital
- **Seed Capital – Correct**
- Gross Capital

For what purposes the activity of performance appraisal is NOT done in an organization?

- **To punish employee – Correct**
- To motivate employee
- To evaluate employee
- To give reward to employee

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)



What is the maximum limit of loan that Punjab Small Industries Corporation (PSIC) can issue? (As per survey 2001)

- 5 Lac
- **7.5 Lac P-22**
- 10 Lac
- 12.5 Lac

\_\_\_\_\_ is a business term means an extraordinary event or circumstance beyond the control entrepreneur such as war, strike, crime, flood, earthquake which prevents him from continuing the business.

- **Force Majeure??**
- Force Mortgage
- Force Montague
- Force Meringue

In recent years, how much per worker productivity of Pakistani labor force has decreased as compared to India.

- **25% P-35 (Lecture # 11 Slide # 11)**
- 30%
- 35%
- 40%

In which year first appropriate definition of small business was introduced by an Indian?

- 1935
- **1940 P-2** by Mr. K. T. Shah P-2
- 1945
- 1950

Which of the following is/are the result/s of implementation of Ayubian model of economic development during 1980s?

- Promotion of large-scale units
- Expansion of large-scale enterprises
- Large loans offered by financial institutions
- **All of the given options P-19**

What was the outcome due to which the SME policy adopted by Pakistan in 1960 was rejected and was reverting to the Ayubian model of economic development?

- **Inefficient labor P-19**
- Political Instability
- Society injustice
- Technological revolution

Which of the following can be assessed by cash flow statement?

- Amount required for depreciation
- Withdrawal of amount for personal use
- **Generation of positive cash flows P-52**
- Need of cash for procurement

In which year Small & Medium Development Authority (SMEDA) was established?

- July, 1994
- August, 1988
- **October, 1998 P-26**
- December, 2001

How many labor laws that exist in Pakistan to control the labor issues?

- 50
- 52
- 54
- **56 P-35 (Lecture # 11 Slide # 6)**

Which of the following is an expressed form of YIPS?

- **Youth Investment Promotion Scheme P-7**
- Youth International Project Scheme
- Youth Information Platform Sector
- Youth Inclusive Program System

According to research conducted in MIT Harvard University, USA, following are the main objectives for a technology entrepreneur EXCEPT:

- Creating something novel and useful

**For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at entice4u@gmail.com**

- **Credibility P-10**
- Building long-term value
- Freedom

SME Stands for \_\_\_\_\_.

- Self-Managed Entrepreneur
- Small Manageable Enterprise
- **Small and Medium Enterprise – P 26 & [www.smeda.org.pk](http://www.smeda.org.pk)**
- Self-Manageable Enterprise

All of the following are the components managed under "Operational Expenditure" heading during the preparation of Financial Requirement Statement EXCEPT:

- Material
- Rent, Interest
- Insurance, Taxes
- **Patents P-50**

The acronym UNDP stands for:

- United Nation Diagnostic Plan
- **United Nation Development Program P-38**
- United Nation Dynamic Profile
- United Nation Democratic Proposal

What kind of an entrepreneur will he/she be, IF he/she follows the old traditions, avoids risk taking and responds to change only in situations where it becomes necessary to do so?

- Innovative
- Imitating
- **Fabian P-13**
- Drone

Which of the following international organization conducted a survey regarding the salient features of entrepreneurs of Pakistan?

- **World Bank P-8**
- World Trade Organization
- International Monetary Fund
- UNO

Which of the following statement is important for an entrepreneur, provides information about the sources from which cash has been generated and how it has been spent during a specific period of time?

- Income Statement
- Balance Sheet
- **Cash Flow Statement P-50**
- **Owner's Equity Statement**

If you divide the SME industry into wholesale, retail, manufacture and service sectors, then the definition of SME will be based on which of the following?

- Financial Basis
- **Classification Basis Ref: general**
- Man Power Basis
- Asset Basis

What is the average mean age of entrepreneur of Korea according to a survey conducted by World Bank?

- 40 Years
- 44 Years
- 48 Years
- **None of the given options P-15 (46 years)**

Which of the following is our major long-term issue in the development of SMEs?

- **Education P-15**
- Taxation
- Finance
- Labor

What is the percentage of new investment is generated by small and medium enterprises came from retained earning?

[mc100402694@vu.edu.pk](mailto:mc100402694@vu.edu.pk)

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)



- 40%
- 49%
- **57% P-36 Lecture # 11 slide # 20**
- 63%

Which of the following term is used for the head of board of directors of Punjab Small Industries Corporation (PSIC)?

- **CEO of PSIC** <http://www.psic.gop.pk/> M. D.
- Governor of Punjab
- Chief Minister of Punjab
- Minister of Planning and development, Punjab

The relationship between government and SME seems to be fundamentally flawed due to which of the following reason/s?

- Government under estimates potential of SME sector
- Policy makers have preference towards large-scale industry
- Implementation is not a continuous process
- **All of the given options P-33**

During which year Punjab Small Industries Corporation (PSIC) was established?

- 1970
- **1972 P-22**
- 1974
- 1976

Which of the following can be expressed as PITAC?

- **Pakistan Industrial Technical Assistance Center P-39**
- Pakistan Industrial Technological Aid Council
- Pakistan Industrial Training Aid Commission
- Pakistan Industrial Teaching Association Council

Following are the financial institutions developed to promote SME in Pakistan EXCEPT:

- **Segmented Business Fund Corporation (SBFC) P-24**
- Youth Investment Promotion Scheme (YIPS)
- Regional Development Finance Corporation (RDFC)
- Industrial Development Bank of Pakistan (IDBP)

Which of the following is the MOST important parameter to declare a business as a small business?

- **Number of workers P-5 Lecture # 2 slide # 9**
- Share in the economy
- Business turnover
- Total assets

What was the mean age of an enterprise in Pakistan if the mean age of an entrepreneur is 42 years, according to a survey conducted by World Bank?

- 14 Years
- 16 Years
- 18 Years
- **None of the given options P-15 (12 years)**

In which year World Bank had conducted a survey in Pakistan about SMEs.

- 2000
- **2001 P-29**
- 2002
- 2003

Which of the following is true about today's global economy?

- **Knowledge Based Economy P-38 Lecture # 12 slide # 6**
- Industrial Based Economy
- Economy of Socialism
- Capital Economy

What is the debt equity ratio for loan up to Rs. 7.5 Lac in Punjab Small Industries Corporation (PSIC)? (As per survey 2001)

- 80:20
- **70:30 P-22**

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

- 60:40
- 50:50

How the large and small sectors are interlinked?

- By fostering changes
- **By subcontracting P-5**
- By sharing risk
- By serving the same market

Who introduced the first ever business laws to protect the customers from unscrupulous traders?

- **Hammurabi P-2** 4000 years ago
- Samsu-Iluna
- Shamshi Adad
- Sin-muballit

Following are the main internal factors for an entrepreneur described by Albert Shapiro in his psychological analysis EXCEPT:

- Vision
- Determination
- Decision making power
- **Fate??**

Following are the different functions an innovative entrepreneur performs EXCEPT:

- Launches new products
- Discovers new markets
- Establishes new methods of production
- **Duplicate the technology??**

Following are the factors that promoted the trend of development of SME in Pakistan during 1980s EXCEPT:

- High level financing
- Uneven profit distribution
- Technological revolution
- **Monopoly of resources - Correct**

Under what condition an entrepreneur enjoys extra time favor from bank or government to fulfill the requirements of the contract?

- **Force Majeure**
- Fraud
- Bankrupt
- None of the given options

Following are the basic reasons behind low tax base in Pakistan EXCEPT?

- **High cost of book keeping P-116**
- Harassment of tax authorities
- Non cooperative role of CBR
- High physiological cost

While making different strategies for socio-economic development, which of the following is at the top priority of Government of Pakistan?

- **Poverty Reduction Strategy Paper (PRSP) P-30**
- Micro Finance Sector Development Program
- Reform of Financial Sector
- Reforms in Tax Administration

Which of the following can be defined as: "The additional value of a commodity over the cost of commodities used to produce it from the previous stage of production"?

- **Value Added** internet definition as noun
- Value Imbedded
- Value Extracted
- Value Injected

In recent years, how much per worker productivity of Pakistani labor force has decreased as compared to China.

- 25%
- 30%
- **35% P-35 (Lecture # 11 Slide # 11)**
- 40%

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

Which of the following is correct regarding per worker productivity?

- **Pakistan < India < China P-35 (Lecture # 11 Slide # 11)** Pakistan < 25% < 35%
- China < India < Pakistan
- Pakistan < China < India
- India < China < Pakistan

Which of the following is **NOT** a main hurdle for the up-gradation of technology, in Pakistan?

- Inadequate R&D facilities
- Lack of skills & experience
- Insufficient information on technological cooperation
- **Abundance of appropriate metrology and testing equipment's??**

Which of the following has biggest scope in term of capital and asset?

- Sole Proprietorship
- Partnership
- Private Limited Company
- **Public Limited Company SECP**

In "Financial Requirement Statement", you keep some amount in reserve as safeguard against possible losses. Under which of the following heading you will show this amount in the statement?

- **Contingency Fund** Wikipedia
- Miscellaneous Fund
- Adversity Fund
- Concealed Fund

The personal credentials that will be attached with loan application may include all of the following **EXCEPT**:

- Brochure of Business
- **You're** Profile
- **Family Information P-59** Lecture # 21 slide # 12
- Previous Lending History

In a bank loan application, your personal profile has a document called "CV". What does it stands for?

- **Curriculum Vitae P-59**
- Customer Verification
- Client Validity
- Computerized Valuation

Which of the following is defined as "A formal statement of a set of business goals, the reasons why they are believed attainable, and the plan for reaching those goals"?

- **Business Plan P-61**
- Business Strategy
- Business Forecast
- Business Sketch

According to which country, an industry will be a small industry if the number of employees is less than 100?

- **USA P-3**
- Russia
- France
- Japan

According to Singapore, a business is said to be a small business, if capital involved is less than US \$ 85 million and number of employees are \_\_\_\_.

- **Less than 100 P-6**
- Less than 50
- Less than 200
- Less than 150

If you follow the old traditions, avoids risk taking and responds to change only in situations where it becomes necessary to do so, then what kind of an entrepreneur you will be?

- Innovative
- Imitating

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)



• **Fabian P-13**

- Drone

In which year, Sindh Small Industries Corporation (SSIC) was established?

- 1970
- **1972 P-23**
- 1974
- 1976

Which of the following is the key change in SMEDA after restructuring?

- **One Window Operations P-19**
- Lengthy Legal Documentations
- Unilingual Documents
- Conversion of Sectors into Industry

Which of the following is **NOT** the basic reason in the improvement of tax base?

- High tax rate
- High cost of book keeping
- High bargaining role of tax collector
- **High cost of consultancy P-116**

Which one of the following statements is **TRUE** about the HR institutions developed to train the workforce?

- **There is mismatch between the output of these institutions and need of the SME industry. P-38**
- These institutions are fully aware of the needs of the SME industry.
- The output of these institutions is fully capable to run the industry.
- There is equilibrium between the demand of SME industry and supply of these institutions.

If you are interested in protecting a title, slogan, or other short word phrase, generally you want which of the following?

- Trademarks
- Copyrights
- Patents
- **All of the given options P-106**

Following are the examples of intellectual property rights **EXCEPT**:

- Copyright
- Patent
- Trademark
- **Brand Image P-101**

Following are the activities related to cash outflow of a firm **EXCEPT**:

- **Depreciation P-52**
- Dividend
- Interest Payment
- Tax

A bank can reject your application for a short-term loan to meet your daily expenses. Which of the following may be the least important factor for rejection?

- Your negative cash flow
- Non -availability of adequate security
- ~~Your~~ shopping round activity
- **Less liquidity ability of an asset?**

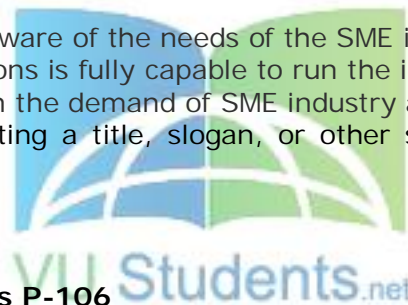
A bank raises some objection against your application for a short-term loan to pay the salaries of employees. Which of the following may be the most important factor for rejection?

- ~~Your~~ shopping around activity **P-58**
- Too much cautious attitude for risk sharing
- Mistrust on bank policy
- Shorter due date of payable against receivable

In the rental car industry, there is a practice in which automobile companies repurchase their cars at a set price after a negotiated period of time. This practice is an example of which of the following?

- **Buy Back Agreement - Leasing principals**
- Sell Back Agreement

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)



- Purchase Return Agreement
- Sell Return Agreement

The location of the business is especially important for what type of start-up businesses?

- Manufacturing
- Service
- Computer-based service
- **Retail P-54**

A key characteristic of a successful entrepreneur is:

- **Never hang failed P-10**
- Expert technical knowledge of the product
- Learning to fail intelligently
- Earning at least a 25% return for investors

The key ingredient-the crucial element-to avoiding the failure of a new business is:

- The business plan
- **Knowing the business P-48**
- Technical expertise regarding the product
- Differentiating the business and product from the competition

The key to effective financial management in a start-up is:

- Excellent controls
- The use of ABC accounting processes
- **Have sufficient start-up capital P-13**
- Have an adequate inventory on hand

Which of the following is true about avoiding business failure?

- You must understand financial statements
- You need to learn how to manage others
- You must differentiate your product from the competition
- **You must do all of these**

U.S. economic structure is moving:

- Away from agricultural to an industrial economy
- **Away from an industrial to a knowledge-based one - Correct**
- Back to agricultural economy
- Away from an agricultural to a knowledge-based one

A knowledge based business economy favors small business because:

- The cost of managing and transmitting knowledge is very low
- Small businesses are more successful
- Information technology is driving cost of managing and transmitting knowledge lower
- Both a & c - Correct**

Money driven and wild risk takers are both:

- Common characteristics of entrepreneurs
- **Entrepreneur's techniques to success**
- **Common misconceptions of entrepreneurs** Ref: Ch. # 5 post assessment quiz
- None of the given options - check

Small businesses are those that employ:

- More than 100 employees
- Fewer than 20 employees
- Fewer than 100 employees
- **Number doesn't matter P-3**

The most important change due to Expansion occurs in:

- **Organizational structure - Correct**
- Inventory and financial control procedures
- Managerial expertise
- Personnel assignments

In which year the restructuring of Small Business Finance Corporation (SBFC) was done?

- 1998
- **2000 P-24**
- 2001
- 2002

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

Following are the main functions of Punjab Small Industries Corporation (PSIC) EXCEPT:

- **Technology transfer P-22**
- Vocational infrastructure
- Financial assistance
- Entrepreneurial Development

Technological obsolescence, low capacity utilization, non-availability of spares and poor machinery maintenance is the post-operative problems that can be emerged in which of the following areas?

- **Production P-55**
- Capital
- Customer
- Sale

Which of the following national institute had conducted a survey about the development of SME in Pakistan with the collaboration of United Nations Industrial Development Organization (UNIDO)?

- Lahore Chamber of Commerce
- SME Bank
- Ministry of Trade
- **SMEDA P-29**

How many years ago the first piece of writing about the small business was discovered?

- 3000 years
- 3500 years
- **4000 years P-2** Hammurabi
- 4500 years

Which of the following titles represents the United Kingdom model for the development and improvement of SME sector?

- Protect Small First
- **Think Small First P-32**
- Develop Small First
- Design Small First

According to a research conducted by SMEDA and UNIDO, what is the percentage of large firms that avails the facility of loan from banks and other financial institutions?

- 67%
- **80%**
- 75%
- 83%

Which one of the following is NOT used as parameters to declare a business as a small business?

- Share in the economy
- Resources control
- **Capacity of production P-5**
- All of the given options

What is the percentage of those entrepreneurs whose get formal college education, according to survey conducted by World Bank?

- 10%
- **30% P-15**
- 60%
- 80%

How many major changes an entrepreneur of a small business can bring in the industry?

- 3
- 4
- **5 P-13**
- 6

Which of the following topic/s has/have pivoted importance for short to medium term issues?

- Delivery of Assistance and Access to Resources
- Business Environment
- Monitoring Developments
- **All of the given options - Correct**

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)





What kind of business transaction was reported in the first written material available on small business?

- Purchase of land for business
- **Loan from bank for business**
- Purchase of machinery for business
- Purchase of machinery for business

Who is the secretary general of National Planning Committee (NPC) developed in 1938?

- **Mr. K. T. Shah P-2** 1940
- Mr. K.Y. Shah
- Mr. K.S. Shah
- Mr. K.K. Shah

Which of the following year was considered as starting period of industrialization in Pakistan?

- 1947
- 1950
- 1955
- **1960 P-19**

Which of the following is an external source of information for new product idea?

- Analysis of concepts in the light of existing problems
- Search of memories to find information related to the concept
- **Newspapers, trade journals, professional journals P-45** (Lecture 15 Slide # 5)
- Recombining the elements found in new and useful ways

What kind of management level training is required for SME a sector that is not provided by Pakistan institute of Management Sciences (PIMS)?

- Top Level Management
- Middle Level Management
- **Low Level Management**
- Corporate Level Management

According to Gallup survey 2001, which of the following factor is responsible for the decline of export in Pakistan?

- Infrastructure
- Law and order
- Taxation
- **Literacy**

UNIDO stands for:

- United Nation Industry and Development Organization
- Universal Network Industry and Development Opportunity
- **United Nations Industrial Development Organization**
- Universal Network Institute of Development Opportunity

What kind of resource utilized by small business as compare to large business?

- Primary Resources
- **Secondary Resources P-4**
- Macro Resources
- Surplus Resources

In technical feasibility, you can identify all of the following critical technical specifications EXCEPT:

- Durability
- Reliability of performance
- Safety
- **Sales volume and profitability P-48**

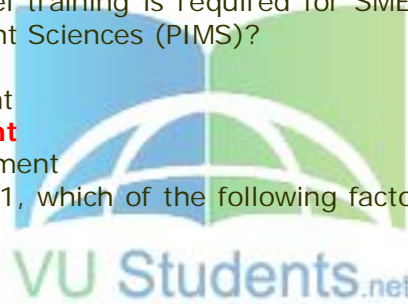
Which of the following can be abbreviated as ILO?

- International Labor Order
- Industrial Legal Order
- Industrial Labor Order
- **International Labor Organization - Wikipedia**

How many SMEs are the members of business associations?

- **50%**
- 52%
- 54%

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)



- 56%

IMF stands for:

- International Monetary Forecast
- International Monetary Finance
- **International Monetary Fund** - [www.imf.org](http://www.imf.org); Wikipedia
- International Monopoly Function

Which of the following enlists the 12 common barriers in the path of entrepreneurship?

**Vesper P-14**

- Weber
- Wilson
- Vickie

Due to lack of experience, an entrepreneur may face all of the following post-operative problems EXCEPT:

- Unfamiliarity in product or services line
- Control over sales force
- Inappropriate marketing strategy

**High production costs P-54-55**

According to Viet Nam a business is said to be a small business if capital involved is less than US \$ 0.4 million and number of employees are \_\_\_\_.

- Less than 10
- **Less than 50 P-6**
- Less than 150
- Less than 200

EPB stands for:

- Employee Promotion Bureau
- Export Producing Benefits
- Employee Pension Benefits
- **Export Promotion Bureau P-29**

Which of the following is Not financial institution developed to promote SME in Pakistan?

- **Small Business Fund Corporation (SBFC) P-24**
- Youth Investment Promotion Scheme (YIPS)
- Regional Development Finance Corporation (RDFC)
- Industrialized Development Bank of Pakistan (IDBP)

Government of Pakistan, according to which "a business with employment size up to 250, paid up capital up to 25 million and annual sales up to 250 million is said to be small and medium business" coins the latest definition. In which year this definition has coined:

- SME Policy 2002
- SME Policy 2004
- **SME Policy 2005** - Correct
- SME Policy 2007

Which of the following sector is most affected by poor electricity infrastructure and is not able to sustain?

- **Micro Sector** - Correct
- Small Sector
- Medium Sector
- Large Sector

When National Planning Committee (NPC) was developed?

- 1935
- 1936
- 1937
- **1938 P-2** (Mr. K. T. Shah was its 1<sup>st</sup> G. Secretary)

The rate of interest charged for soft loan is at \_\_\_\_\_.

- **Below market rate P-8**
- Above market rate
- Twice the market rate
- Zero present rate

Which of the following term is defined as: "The initial equity capital used to start a new venture or business"

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

- **Venture Capital** — Correct

- Seed Money
- Seed Capital
- All of the given options

Which model of SME was replicated in 1988?

- Indian Model of Economic Development
- USA Model of Economic Development
- Japanese Model of Economic Development
- **Ayubian Model of Economic Development P-19**

With which of the following ministries SMEDA is directly attached?

- Ministry of Commerce
- Ministry of Economic Affairs & Statistics
- **Ministry of Industry and Production P-28 (Lecture # 2 Slide # 18)**
- Ministry of Planning & Development P-30

Which of the following is the expressed form of PCSIR?

- Pakistan Centre of Systematic and Institutional Research
- **Pakistan Council for Scientific and Industrial Research P-39**
- Pakistan Commission for Skill and Instructional Record
- Pakistan Core Scientific Information Resources

How many industrial estates were developed by Punjab Small Industries Corporation (PSIC)? (As per survey 2001)

- 10
- **14 P-22**
- 18
- 22

In which city the head office of Regional Development Finance Corporation (RDFC) is located?

- **Islamabad P-24**
- Lahore
- Karachi
- Sialkot



Which one of the following is the expressed form of BOI?

- **Board of Investment P-29**
- Board of Investigation
- Broad Opportunity of Investment
- Bureau of Inquiry

To which category SME belongs if the number of employees is not more than 50, total assets up to 50 million and sales not exceeding Rs. 300 million.

**Manufacturing** — Correct SME Policy 2005

- Trading/Services
- Industry
- Exporting

What kind of link is occurred between small and medium business sectors if some of all the material is procured by the small unit who manufactures a specific part needed by large company?

- Merchandising
- **Purchase sub-contracting P-5**
- Complementary products
- Job sub-contracting

What type of industry it will be if number of employees ranges from 36 to 99 and productive assets ranges from 20 to 40 million?

- Micro
- Small
- **Medium** — SME Policy 2005
- Macro

The mental ability of a successful entrepreneur consists of all of the following EXCEPT:

- Intelligence
- Creative Thinking

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

- Analytical Ability
- **Emotional Stability P-12** Ref: Ch. # 4 pre assessment quiz

The emergent entrepreneur of new century is eager to lead business world, despite he is energetic, risk bearer and have inclination towards achievement but he must be a gambler.

- True
- **False** Ref: Ch. # 4 pre assessment quiz

Which of the following is NOT a distinctive quality of a successful entrepreneur?

- Exhibit Mental Ability (Intelligence, Creative Thinking and Analytical Ability)
- Have Technical Knowledge (Analysis and interpretation of financial records)
- **Risk Taker like Gambler (Go for profit, put everything in business)** Ref: Ch. # 4 pre assessment quiz
- Demonstrate Human Relationships (Emotional stability, sociability, tactfulness, empathy)

For an entrepreneur money is cavalier, i.e. money is not a principal obsession and he values money but not for itself but for as a measure of his accomplishment.

- **True P-12** Ref: Ch. # 4 pre assessment quiz
- False

You are studying SME Management as a course because entrepreneurial education:

- Has become extremely popular
- Universities are not able to meet the demand
- More courses are being offered in entrepreneurship
- **All of the Given Options** Ref: Ch. # 4 post assessment quiz

Entrepreneurs seem to be characterized by:

- A desire for money
- An inability to organize but strong conceptual skills
- A desire to work alone because of weak management skills and a need for control
- **A high energy level** Ref: Ch. # 4 post assessment quiz

VU Students.net

The owners of small businesses start their business because they believe that:

- **They work harder on their own than if they worked for someone else** Ref: Ch. # 4 post assessment quiz
- They earn less than if they worked for someone else
- They are less satisfied than if they worked for someone else
- They have high inclination towards power and autonomy

More businesses are started by individuals between \_\_\_\_ than at any other age.

- Under 25
- 25-34
- **35-44** Ref: Ch. # 4 post assessment quiz
- 45-54

Family businesses face which of the following as a major threat?

- Having Kids
- Unbalance Social Life
- **Management Succession** Ref: Ch. # 4 post assessment quiz
- There is no such Threat

Two characteristics common to entrepreneurs are creativity and an eye for opportunity.

- **True** Ref: Ch. # 5 pre assessment quiz
- False

Forces driving the entrepreneurial trend in our economy include which of the following?

- Technological advancement
- Shift to a service economy
- World Wide Web
- **All of the given options** Ref: Ch. # 5 pre assessment quiz

People who once saw launching a business risky now see it as an ideal way to create their own job security.

- **True** Ref: Ch. # 5 pre assessment quiz

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

- False

Which of the following is NOT a common characteristic of entrepreneurs?

- Desire for responsibility
- **Business plan expertise** Ref: Ch. # 5 pre assessment quiz
- Preference for moderate risk
- High energy level

In start-ups, it is often safest to be a "me-too" business, follow the leaders in the market until sufficient cash flow develops to permit R & D into new and innovative products.

- True
- **False** Ref: Ch. # 5 pre assessment quiz

Small businesses create more jobs than either medium or large businesses.

- **True** Ref: Ch. # 5 post assessment quiz
- False

Small businesses thrive in every industry, but the majority of them are in which of the following?

- General Construction Industry
- **Retail Businesses** Ref: Ch. # 5 post assessment quiz
- Manufacturing
- Service Industries

In most of the cases, the primary cause of business failure is related to which of the following?

- Improper managerial attitude
- Poor financial controls
- **Incompetent management** Ref: Ch. # 5 post assessment quiz
- Location

The personal objectives of small business owners tend to be \_\_\_\_\_, as opposed to those of managers of large firms, who tend to be \_\_\_\_\_.

- Prestige oriented; independence oriented
- **Achievement oriented; prestige oriented** Ref: Ch. # 6 pre assessment quiz
- Power oriented; prestige oriented
- Prestige oriented; achievement oriented

Which of the following is NOT a common barrier in the path of entrepreneurship?

- Not Have of Viable Concept
- Little of Market Knowledge
- **Efficient in Technical Skills** Ref: Ch. # 6 pre assessment quiz
- Lacking Seed Capital

Entrepreneurship has a role in increasing productivity and the key to increase productivity include all of the following EXCEPT:

- Research and Development
- Investment in Plant and Machinery and Human Resources
- **Imitation Ability to Utilize and Allocation of Resource** Ref: Ch. # 6 pre assessment quiz
- Realization of Internal and External Economies of Scale

A small business stays in touch with its customers, suppliers, and community better than a large business does:

- **True** Ref: Ch. # 6 pre assessment quiz
- False

The inconsistency in the formation of SMEs policy is mainly caused by which of the following factor?

- Poor Performance of SME Sector
- Central Role of Landlord in Policy Making
- **Changing Priorities of Government due to Political Instability** Ref: Ch. # 6 post assessment quiz
- There is effort is made to develop a SME Policy

In Pakistan, due to least involvement of SME sector, which of the following trends was emerged in early 70s?

- Emergence of Large-Scale Units Only
- Convergence of Wealth in Few Hands

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)



- Supply of Large Loans only by Banking Sector
- **All of the Given Options** Ref: Ch. # 6 post assessment quiz

Lack of experience is the number one cause of small business failures.

- True
- **False** Ref: Ch. # 6 post assessment quiz

Which of the following factors encourage the development of SME sector EXCEPT:

- Low Level of Financing
- Employment Generation
- Vendor Based Development
- **Shaky Confidence of Businessmen** Ref: Ch. # 6 post assessment quiz

Energetic aptitude is the prime psychological derive that motivates the entrepreneur towards accomplishment and achieving a goal that possesses reasonable challenge **to an individual's competence.**

- True
- **False** Ref: Ch. # 4 pre assessment quiz

In today's economy, entrepreneurs are seen as heroes.

- **True** Ref: Ch. # 5 post assessment quiz
- False

Small business owners tend to be power and prestige oriented.

- **True** Ref: Ch. # 6 pre assessment quiz
- False

Which of the following factor contributes positively in the development of SME sector?

- Entrepreneurial Development
- Vendor Based Development
- Just Distribution of Resources and Profits
- **All of the Given Options** Ref: Ch. # 7 pre assessment quiz

The IMF conditions and poor recovery rate of huge borrowings played a major role in creating a negative point for the progress curve in Pakistan.

- **True** Ref: Ch. # 7 pre assessment quiz
- False

The pre-requisites for the development of SME sector rest heavily on which of the following?

- Infrastructure to fulfill the needs of SME sector
- A banking system customized for SME development
- One window operation
- **All of the Given Options** Ref: Ch. # 7 pre assessment quiz

One hallmark of true entrepreneurs is their ability to adapt to the changing demands of their customers and businesses.

- **True** Ref: Ch. # 7 pre assessment quiz
- False

Which of these represent a small business characteristic?

- **Focus is on efficiency** Ref: Ch. # 7 pre assessment quiz
- Preferred funding source is other people's money
- Approach to human resource is to professionalize
- Delegation is essential

Studies indicate that the opportunity to make a difference is a significant benefit in the eyes of most entrepreneurs.

- **True** Ref: Ch. # 7 post assessment quiz
- False

**The institution "Directorate of Industries" established in 1976, is currently** working in which of the province of Pakistan?

- Punjab
- Sindh
- KPK
- **Baluchistan P-23** Ref: Ch. # 7 post assessment quiz

In 1972, for the development of SME sector, government of Pakistan established provincial departments. In which province/s these departments was/were established?

**For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)**

- In Punjab only
- In Punjab and Sindh only
- **In Punjab, Sindh and NWFP P-22-23** Ref: Ch. # 7 post assessment quiz
- In all Provinces

In order to meet the financial requirements of SME sector, Small Business Finance Corporation (SBFC) was established but this institution failed to deliver because of which of the following reasons?

- Weak Internal Control System
- **Poor Work Ethics P-24** Ref: Ch. # 7 post assessment quiz
- Highly Ineffective and Poor Human Resources
- All of the given Options

In year 2000, after restructuring of Small Business Finance Corporation (SBFC), how many branches were reduced to increase the efficiency level?

- 23
- **33 P-24** Ref: Ch. # 7 post assessment quiz
- 43
- 53

The implementation of a creative idea or opportunity leading to profitable, effective outcomes refers to which of the following?

- **Innovation** Ref: Ch. # 9 pre assessment quiz
- Technology Transfer
- Entrepreneurial Alertness
- Opportunity Recognition

Which of the following NGO types has broad functions to influence public interest?

- Association Type Organizations
- Support Organizations
- **Community Organizations** Ref: Ch. # 9 pre assessment quiz
- Technical intervention NGOs

One of the main objectives of SMEDA is policy formulation to encourage the growth of SMEs in the country and to advise the Government on fiscal and monetary issues related to SMEs.

- **True** Ref: Ch. # 9 pre assessment quiz
- False

Which of the following is true about "Golden Handshakes"?

- It can be sweeteners for mandatory retirement
- It is a form of Employee Benefits
- Is almost used like a punishment
- **Statements are correct within certain context** Ref: Ch. # 9 pre assessment quiz

The activities like conducting sector studies, developing feasibility reports and doing analysis for **SMEs' development, are beyond the scope of working of SMEDA.**

- True
- **False** Ref: Ch. # 9 pre assessment quiz

The policy issues regarding SME development emerged because the policy makers have more inclination towards:

- Their own personal gains
- **Large Scale Businesses** Ref: Ch. # 9 post assessment quiz
- Trade Liberalization
- Political Bribery

Which of the following institutions is NOT facilitating directly the business activity of SME sector in Pakistan?

- A Board of Investment (BOI)
- Export Promotion Bureau (EPB)
- Federal Board of Revenue (FBR)
- **Karachi Stock Exchange (KSE)** Ref: Ch. # 9 post assessment quiz

For development of SME sector, market driven support programs are important to attain substantiality, maximize the potential for cooperation with the private sector, and minimize the distortions in the economy.

- **True** Ref: Ch. # 9 post assessment quiz

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

- False

Under the SME Sector Development Program, it is expected that SMEDA execute following activities EXCEPT:

- Prepare Government documents on policy regarding SME
- Develop drafts relevant for laws and regulations
- Create coordination among different departments of Government
- **Develop programs to attract foreign investment for SME P-31** Ref: Ch. # 9 post assessment quiz

Stability and consistency in the policy making are necessary conditions for achieving and sustaining high levels of economic development of SME sector.

- **True** Ref: Ch. # 9 post assessment quiz
- False

Why a division is made for different businesses?

- **Due to Amount of Business Activity**
- Due to Volume of Capital Involved
- Plan to sublease your premises and relocate to larger quarters
- Provide for this contingency in your lease

In early definitions of SMEs, which of the following factors has prior importance?

- A Level of Capital
- **Number of Employees P-5 Lecture # 2 Slide # 5**
- Capacity of Production
- Annual Revenues

According to Committee on Economic Development, to declare a business as 'small', how many minimum numbers of parameters should be considered?

- **Two P-3**
- Three
- All parameters given by committee
- There is no such restriction

In most of SMEs, the style of management is:

- **Least Centralized** Lecture # 3 post assessment quiz
- Highly Decentralized
- Highly Centralized
- Not a important matter

According to latest definition, a business is said to be large if number of employees are

- More than 9
- **More than 49**
- More than 79
- More than 99

Every country has adopted a standard definition of SME, despite the regional differences.

- True
- **False** [http://vulms.vu.edu.pk/Courses/MGT601/Lessons/Lesson\\_2/preLesson2.html](http://vulms.vu.edu.pk/Courses/MGT601/Lessons/Lesson_2/preLesson2.html)

**The letter 'E', in 'SME' stands for which of the following?**

- **Enterprise** Chapter # 2 Quiz
- Entrepreneur
- Entrepreneurship
- Entrepreneurship

Each country especially Pakistan, has revised the definition of SMEs after certain interval of time because of which following reasons?

- Fluctuating Performance of SME Sector
- Change in priorities of Government
- **Lack of understanding about importance of SME sector** Chapter # 2 Quiz
- Lack of consensus among different institutions linked with SME sector

Small business does well in developing markets as it can easily absorb the changes in the business world.

- **True** Ref: Chapter # 2 quiz pre assessment quiz
- False

**For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)**



In most of the countries, there is no difference between 'cottage industry' and 'micro industry'.

- True
- **False** Ref: Chapter # 2 quiz pre assessment quiz

If large business provides materials and components to small business that process the same into finished goods, then this is called:

- **Job Sub-Contracting** Ref: Chapter # 2 quiz post assessment quiz
- Purchase Sub- Contracting
- Franchised sub-Contracting
- Trade Sub-Contracting

If a product is manufactured by small company purchased by a big unit as an accessory like plastic dust covers for video recorders, electronic passive components or packaging than this relationship between large business and small business is called complimentary business.

- **True** Ref: Chapter # 2 quiz post assessment quiz
- False

In job sub-contracting, small business procures material and then manufactures a specific part or component needed by a particular large unit.

- True
- **False** Ref: Chapter # 2 quiz post assessment quiz

In Pakistan, each province has adopted how many parameters to coin the proper definition of SMEs?

- Two
- **Three** Ref: Chapter # 2 quiz post assessment quiz
- Four
- It varies from each province

In Pakistan, the business is divided in how many levels?

- 3 Levels (Small, Medium, Large)
- **4 Levels (Micro, Small, Medium, Large) P-28** Chapter # 2 quiz post assessment quiz
- 5 Levels (Cottage, Micro, Small, Medium, Large)
- There is no such division

Which one of the following institutions has introduced the definition of 'micro business' for the first time in Pakistan?

- **State Bank of Pakistan P-7** Ref: Ch. # 3 quiz pre assessment quiz
- SMEDA
- Ministry of Commerce
- Chamber of Commerce and Industry

Which of the following is true to transfer a business from micro level to medium level?

- When the number of employees increases but productive assets limit unchanged
- When the number of employees remains same but productive assets limit increases
- **When both; the number of employees and productive assets' limit increases** Ch. # 3 quiz pre assessment quiz
- There is no such division of micro-level and medium level

The economic power of both small business and large business is different because the small business is in no position to influence its immediate economic involvement but big business does.

- **True** Ch. # 3 quiz pre assessment quiz
- False

Small businesses are unable to survive well in a bad business conditions due to having slow and inflexible capability of bringing changes in cost and labor.

- True
- **False** Ch. # 3 quiz pre assessment quiz

Which of the following countries deduce the definitions of SMEs for the legal purposes only and other deciding factors were kept as landmarks?

- **West Germany, Australia and Norway P-3** Ch. # 3 quiz pre assessment quiz
- India, China and Japan
- Denmark, Australia and USA
- There is not a single country that is following such criteria

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

For a SME, receipts are the example of which type of following loan.

- **Short – Term Loan**
- Medium – Term Loan
- Long – Term Loan
- Unlimited Loan

In recent years, which of following country has highest per worker productivity?

- India
- Pakistan
- **China P-35 (Lecture # 11 Slide # 11)**  
Pakistan < 25% < 35%
- All are at same Level

Following are the methods which can be used to find new ideas for a product EXCEPT:

- Novel Use of Known Products
- Ancillarisation
- Watching Trends in Fashions
- **Market Myopia P-46**

Which of the following is the expressed form of WEBCOP?

- **Workers Employers Bilateral Council of Pakistan P-35**
- Welfare of Employees Bilateral Convention of Pakistan
- Workers Employees Bilateral Committee of Pakistan
- Welfare Employers Bilateral Commission of Pakistan

A loan for a period of 5 years or less is said to be:

- Short – Term Loan
- **Medium – Term Loan - Correct**
- Long – Term Loan
- Unlimited Loan

Which of the following features can NOT be evaluated by cash flow statement?

- **Company's ability to generate positive cash flows**
- Company's ability to pay dividends
- Company's amount required for depreciation
- **Company's need for external financing**

In which year the restructuring of Small Business Finance Corporation (SBFC) was done?

- **1998**
- 2000
- 2001
- 2002

What was the mean age of an enterprise in Pakistan if the mean age of an entrepreneur is 42 years, according to a survey conducted by World Bank?

- 14 Years
- 16 Years
- 18 Years
- **None of the given option**

What is the average mean age of entrepreneur of Pakistan according to a survey conducted by World Bank?

- 40 Years
- 43 Years
- 45 Years
- **None of the given option**

For coaching of all accounting based subjects, Marketing, SME contact: Haseeb at [entice4u@gmail.com](mailto:entice4u@gmail.com)

<http://www.vuaskari.com/>

In which year the restructuring of Small Business Finance Co done?

Select correct option:

[1998](#)

2000

2001

2002

<http://www.vuaskari.com/>

In which year Small & Medium Development Authority (SMEDA)

Select correct option

July, 1994

[August 1988](#)

[October, 1998](#)

December, 2001.

Following are the main functions of Punjab Small Industries EXCEPT:

Select correct option:

[Technology transfer](#)

Vocational infrastructure

Financial assistance

Entrepreneurial Development

Technological obsolescence, low-capital ability to finance, and poor machinery maintenance are the postoperative problems that occur in the following areas?

Select correct option:

[Production](#)

Capital

Customer

Sale

How the large and small sectors are interlinked?

Select correct option:

By fostering changes

[By subcontracting](#)

By sharing risk

By serving the estate mark

Which of the following national institute had conducted a survey of SME in Pakistan with the collaboration of United Nations Industrial Organization (UNIDO)?

Select correct option:

Lahore Chamber of Commerce

SME Bank

<http://www.vuaskari.com/>

Ministry of Trade

**SMEDA**

How many years ago the first piece of writing about the small

Select correct option:

3000 years

3500 years

**4000 years**

4500 years

Which of the following titles represents **the United Kingdom** and improvement of SME sector?

Select correct option:

Protect Small First

**Think Small First**

Develop Small First

Design Small First

According to a research conducted by **SME Development**, which large firms that avails the facility of loan from banks and other

Select correct option:

67%

**80%**

75%

83%

Question # 10 of 15 ( Start time: 04:02:17 PM ) Total Marks:

Which one of the following is **not** a reason to declare a business as a business?

Select correct option:

Share in the economy

Resources control

**Capacity of production**

All of the given options

What is the percentage of those entrepreneurs whose get for according to survey conducted by world bank?

Select correct option:

10%

**30%**

60%

80%

What was the mean age of an enterprise in Pakistan if the mean age was 42 years, according to a survey conducted by World Bank?

<http://www.vuaskari.com/>

Select correct option:

14 Years

16 Years

18 Years

[None of the given option](#)

How many major changes an entrepreneur of a small business

Select correct option:

3

4

[5](#)

6

Which of the following is ~~not~~ a cash flow statement?

Select correct option:

Amount required for depreciation

Withdrawal of amount for personal use

[Generation of positive cash flows](#)

Need of cash for procurements

What is the average mean age of entrepreneurs surveyed by Pakistan a  
conducted by World Bank?

Select correct option:

40 Years

43 Years

45 Years

[None of the given options](#)

Which of the following topic/s has/have pivoted importance f  
issues?

Select correct option:

Delivery of ~~a~~ ~~Access~~ and Access to Resources

Business Environment

Monitoring Developments

[All of the given options](#)

What kind of business transaction was reported in the first w  
small business?

Select correct option:

Purchase of ~~land~~ ~~for b~~

[Loan from bank for business](#)

Purchase of machinery for business

Purchase of machinery for business

<http://www.vuaskari.com/>

Who is the secretary general of National Planning Committee?  
Select correct option:

- MR . K.T. Shah
- MR . K.Y. Shah
- MR K.S. Shah
- MR . K.K. Shah

Which of the following year was considered as starting period of Pakistan?  
Select correct option:

- 1947
- 1950
- 1955
- 1960

Which of the following is an external source of information for a firm?  
Select correct option:

- Analysis of concepts in the light of existing problems
- Search of memories to find information related to the concept
- Newspapers, trade journals, professional journals
- Recombining the elements found in new and useful ways

Which of the following term is defined as: The initial equity capital of a venture or business ?  
Select correct option:

- Value Capital
- Working Capital
- Seed Capital
- Gross Capital

What kind of management level training has been provided for SMEs by Pakistan institute of Management Sciences (PIMS)?  
Select correct option:

- Top Level Management
- Middle Level Management
- Low Level Management
- Corporate Level Management

What was the outcome due to which the Pakistan Small Enterprise Policy 1960 was rejected and was reverting to the Ayubian model of economic development?  
Select correct option:

- Inefficient labor
- Political Instability
- Society injustice

<http://www.vuaskari.com/>

Technological revolution

Which of the following term is frequently used to start venture or business

Select correct option:

Venture Capital

Seed Money

Seed Capital

All of the given options

Which of the following is the MOST important parameter to do business?

Select correct option:

Number of workers

Share in the economy

Business turnover

Total assets

According to Gallup survey 2001, which of the following factors decline of export in Pakistan?

Select correct option:

Infrastructure

Law and order

Taxation

Literacy

UNIDO stands for:

Select correct option:

United Nation Industry and Development Organization

Universal Network Industry and Development Opportunity

United Nations Industrial Development Organization

Universal Network for Development Opportunity

Which one of the following is NOT used as parameters to do business?

Select correct option:

Share in the economy

Resources control

Capacity of production

All of the given options

Which of following titles represents the United Kingdom model and improvement of SME sector?

Select correct option:

Protect Small First

<http://www.vuaskari.com/>

**Think Small First**

Develop Small First

Design Small First

What kind of resource utilizes abysmal amount of resources to large business?

Select correct option:

Primary Resources

**Secondary Resources**

Macro Resources

Surplus Resources

In technical feasibility, you can identify all of the following specifications EXCEPT:

Select correct option:

Durability

Reliability of performance

Safety

**Sales volume and profitability**

How many industrial estates were developed by Punjab Small (PSIC)? (as per survey 2001)

Select correct option:

10

**14**

18

22

Which of the following can be abbreviated as ILO?

Select correct option:

International Labour Order

Industrial Legal Order

Industrial Labour Order

**International Labor Organization**

How many SMEs are the members of business associations?

Select correct option:

50%

**52%**

54%

56%

IMF stands for:

Select correct option:

International Monetary Forecast

International Monetary Finance

**International Monetary Fund**



<http://www.vuaskari.com/>

International Monopoly Function

Which of the following enlists the 12 common business in the  
Select correct option:

- Vesper
- Weber
- Wilson
- Vickie

Due to lack of experience, an entrepreneur may face all of the  
problems EXCEPT:

Select correct option:

- Unfamiliarity in product or services line
- Control over sales
- Inappropriate marketing strategy
- High production costs

According to Viet Nam a business is said to be a small business  
than US \$ 0.4 million and number of employees are \_\_\_\_\_

Select correct option:

- Less than 10
- Less than 50
- Less than 150
- Less than 200

EPB stands for:

Select correct option:

- Employee Promotion Bureau
- Export Producing Benefits
- Employee Pension Benefits
- Export Promotion Bureau

In which year Small & Medium Development Authority (SMEDA)

Select correct option:

- July, 1994
- August, 1988
- October, 1998
- December, 2001

What kind of resource utilized by small business as compared

Select correct option:

- Primary Resources
- Secondary Resources
- Macro Resources
- Surplus Resources

<http://www.vuaskari.com/>

Which of the following is NOT a financial institution developed in Pakistan?

Select correct option:

[Small Business Fund Corporation \(SBFC\)](#)

Youth Investment Promotion Scheme (YIPS)

Regional Development Finance Corporation (RDFC)

Industrialized Development Bank of Pakistan (IDBP)

Government of Pakistan, according to which a business with 250, paid up capital up to 25 million and sales up to Rs 100 million is considered small business and medium business coins the latest definition. In which year was this definition adopted?

Select correct option:

SME Policy 2002

SME Policy 2004

[SME Policy 2005](#)

SME Policy 2007

<http://www.vuaskari.com/>

Which of the following industries is most affected by poor electricity infrastructure in Pakistan?

Select correct option:

[Micro Sector](#)

Small Sector

Medium Sector

Large Sector

According to which country an industry will be a small industry if it has less than 10 employees?

Select correct option:

USA

Russia

[France](#)

Japan

Question # 2 of 15 ( Start time: 07:50:15 PM ) Total Marks: 1

When National Planning Committee (NPC) was developed?

Select correct option:

1935

1936

1937

[1938](#)

Question # 1 of 15 ( Start time: 07:48:47 PM ) Total Marks: 1

The rate of interest charged for soft loan is at

\_\_\_\_\_ <http://www.vuaskari.com/>

Select correct option:

[Below market rate](#)

Above market rate

Twice the market rate

<http://www.vuaskari.com/>

Zero present rate

Question # 3 of 15 ( Start time: 07:51:04 PM ) Total Marks: 1  
Which of the following term is defined as: The initial equity  
venture or business.  
<http://www.vuaskari.com/>

Select correct option:

**Venture Capital**

Seed Money

Seed Capital

All of the given options

Question # 4 of 15 ( Start time: 07:52:12 PM ) Total Marks: 1  
Which model of SME was replicated in 1988?

Select correct option:

Indian Model of Economic Development

USA Model of Economic Development

Japanese Model of Economic Development

**Ayubian Model of Economic Development**

Question # 5 of 15 ( Start time: 07:53:34 PM ) Total Marks: 1  
With which of the following ministries SMEDA is directly attached?

Select correct option:

Ministry of Commerce

Ministry of Economic Affairs & Statistics

Ministry of Industry and Production

**Ministry of Planning & Development**

Question # 6 of 15 ( Start time: 07:55:00 PM ) Total Marks: 1  
Which of the following is the expressed form of PCSIR?

Select correct option.  
<http://www.vuaskari.com/>

Pakistan Centre of Systematic and Institutional Research

**Pakistan Council for Scientific and Industrial Research**

Pakistan Commission for Skill and Instructional Record

Pakistan Core Scientific Information Resources

Question # 7 of 15 ( Start time: 07:57:15 PM ) Total Marks: 1  
How many industrial estates were developed by Punjab Small  
(PSIC)? (as per survey 2001)

Select correct option:

10

**14**

18

22

Question # 8 of 15 ( Start time: 07:58:01 PM ) Total Marks: 1  
What is the percentage of those entrepreneurs who get financing  
according to survey conducted by Punjab Small Industries  
<http://www.vuaskari.com/>

<http://www.vuaskari.com/>

Select correct option:

10%

30%

60%

80%

Question # 9 of 15 ( Start time: 07:58:10 PM )

Which of the following is the MOST important parameter to do business?

<http://www.vuaskari.com/>

Select correct option:

Number of workers

Share in the economy

Business turnover

Total assets

Question # 10 of 15 ( Start time: 07:59:34 PM ) Total Marks: 1

In which city the head office of Regional Development Finance Corporation is located?

Select correct option:

Islamabad

Lahore

Karachi

Sailkot

Question # 11 of 15 ( Start time: 08:00:20 PM ) Total Marks: 1

Which one of the following is the expressed form of BOI?

Select correct option: <http://www.vuaskari.com/>

Board of Investment

Board of Investigation

Broad Opportunity of Investment

Bureau of Inquiry

Question # 12 of 15 ( Start time: 08:00:47 PM )

To which category SME belongs if the number of employees is less than 50 and assets up to 50 million and sales not exceeding Rs. 300 million?

Select correct option:

Manufacturing

Trading/Services

Industry

Exporting

Question # 13 of 15 ( Start time: 08:02:07 PM ) Total Marks: 1

What kind of link is occurred between small and business sector? If the material is procured by the small unit who manufactures a specific product for a large company?

Select correct option: <http://www.vuaskari.com/>

Merchandising

<http://www.vuaskari.com/>

~~Purchase contracting~~  
Complementary products  
~~Job subcontracting~~

Question # 14 of 15 ( Start time: 08:03:24 PM ) Total Marks: 1  
What is the percentage of new investment is generated by SMEs that came from retained earning?

Select correct option:

- 40 %
- 49 %
- 57 %**
- 63 %

Question # 15 of 15 ( Start time: 08:04:30 PM ) Total Marks: 1  
What type of industry it will be if number of employees range from 10 to 50 and productive assets range from 10 to 20?

Select correct option:

- Micro
- Small
- Medium**
- Macro

Question # 1 of 15 ( Start time: 11:40:07 PM ) Total Marks: 1  
There are too many laws regarding labour force in Pakistan that SME. It was proposed that existing laws be simplified and rationalized. How many basic laws are there?

Select correct option:

**Six**

Ten

Fifteen

Twenty

Question # 2 of 15 ( Start time: 11:40:41 PM ) Total Marks: 1  
When you submit an application to a bank that introduces your business, the bank has a form called \_\_\_\_\_ in which condition you will provide the bank.

Select correct option:

<http://www.vuaskari.com/>

In case of Sole Proprietorship

In case of Private Limited Company

In case of ~~Co~~operation

In case of Partnership

Question # 3 of 15 ( Start time: 11:41:11 PM ) Total Marks: 1  
Which of the following is NOT available in job description?  
Select correct option:

Job content

Job environment

**Abilities** required

Condition of employment

Question # 4 of 15 ( Start time: 11:41:40 PM ) Total Marks: 1  
Which of the following problems is/are served as hurdle in the  
Pakistan?  
Select correct option:

56 Labours Laws

Labour Inspections

<http://www.vuaskari.com/>

Export Reservation regarding Labour

All of the given options

Question # 5 of 15 ( Start time: 11:42:09 PM ) Total Marks: 1  
In which year Environment Protection Ordinance in Pakistan  
Select correct option:

1993

1995

1997

1999

Question # 6 of 15 ( Start time: 11:42:33 PM ) Total Marks: 1  
How the large and small sectors are interlinked?  
Select correct option:

By foster changes

By risk sharing

By Merchandising

By serving the same market

<http://www.vuaskari.com/>

Question # 7 of 15 ( Start time: 11:43:00 PM ) Total Marks: 1  
If a person is evaluated high on many traits because of a belief on one trait. This perception is affected by which of the following? Select correct option:

Contrast

Dominance

**Halo**

Perceptual

Question # 8 of 15 ( Start time: 11:43:27 PM ) Total Marks: 1  
All of the following are the problems that can be faced by an entrepreneur in the construction phase EXCEPT  
Select correct option:

Acquisition of land

Acquisition of machinery

Prospecting about marketing

Poor location



<http://www.vuaskari.com/>

Question # 9 of 15 ( Start time: 11:43:58 PM ) Total Marks: 1  
Which of the following term is defined as: The initial equity capital  
venture or business ?  
Select correct option:

Value Capital

Working Capital

Seed Capital

Gross Capital

Question # 10 of 15 ( Start time: 11:44:16 PM ) Total Marks: 1  
For which purposes the activity of performance appraisal is NOT  
Select correct option:

To punish employee

To motivate employee

To evaluate employee

To give reward to employee

Question # 11 of 15 ( Start time: 11:44:50 PM ) Total Marks: 1

<http://www.vuaskari.com/>

What is the maximum limit of loan that Punjab Small Industries Corporation can issue? (As per survey 2001)

Select correct option:

5 Lac

7.5 Lac

10 Lac

12.5 Lac

Question # 12 of 15 ( Start time: 4:08 PM ) Total Marks: 1  
\_\_\_\_\_ is a business term means an extraordinary circumstance beyond the control of entrepreneur such as war, strike, earthquake which prevents him from continuing the business.  
Select correct option:

Force Majeure

Force Mortigue

Force Montague

Force Meringue

<http://www.vuaskari.com/>

Question # 13 of 15 ( Start time: 11:45:30 PM ) Total Marks:  
In recent years, how much per worker productivity of Pakistan decreased as compared to India.  
Select correct option:

☒ 25 %

☐ 30 %

☐ 35 %

☐ 40 %

Question # 14 of 15 ( Start time: 11:45:46 PM ) Total Marks:  
In which year first appropriate definition of small business was given?  
Select correct option:

☐ 1935

☒ 1940

☐ 1945

☐ 1950

<http://www.vuaskari.com/>

Question # 15 of 15 ( Start time: 11:46:04 PM ) Total Marks: 1  
Which of the following is/are the result/s of implementation of economic development during 1980s?  
Select correct option:

Promotion of small enterprises

Expansion of large enterprises

Large loans offered by financial institutions

All of the given options

question # 1 of 15 ( Start time: 10:37:50 AM ) Total Marks: 1  
What was the outcome due to which the SME policy adopted by government was rejected and was reverting to the Ayubian model of economic development?  
Select correct option:

Inefficient labor

Political Instability

Society injustice

Technological revolution

Question # 2 of 15 ( Start time: 10:39:18 AM ) Total Marks: 1  
Which of the following can be assessed by cash flow statement?  
Select correct option:

Amount required for depreciation

Withdrawal of amount for personal use

<http://www.vuaskari.com/>

Generation of positive cash flows

Need of cash for procurement

Question # 3 of 15 ( Start time: 10:40:50 AM ) Total Marks: 1

In which year Small & Medium Development Authority (SMEDA) was established?  
Select correct option:

July, 1994

August, 1988

October, 1998

December, 2001

Question # 4 of 15 ( Start time: 10:41:17 AM ) Total Marks: 1

How many labor laws that exist in Pakistan to control the labor market?  
Select correct option:

50

52

54

56

Question # 5 of 15 ( Start time: 10:42:03 AM ) Total Marks: 1

<http://www.vuaskari.com/>

Which of the following is an expressed form of YIPS?  
Select correct option:

Youth Investment Promotion Scheme

Youth International Project Scheme

Youth Information Platform Sector

Youth Inclusive Program System

Question # 6 of 15 ( Start time: 10:42:52 AM ) Total Marks: 1  
According to research conducted at Harvard University, USA, following  
main objectives for a technology entrepreneur EXCEPT:  
Select correct option:

Creating something novel and useful

Creditability

Building-learning value

Freedom

Question # 7 of 15 ( Start time: 10:44:11 AM ) Total Marks: 1  
SME Stands for \_\_\_\_\_.  
Select correct option:

<http://www.vuaskari.com/>

Self Managed Entrepreneur

Small Manageable Enterprise

Small and Medium Enterprise

Self Manageable Enterprise

Question # 9 of 15 ( Start time: 10:40:40 AM ) Total Marks: 1

All of the following are the components managed under Operating heading during the preparation of Financial Requirement Statement. Select correct option:

Material

Rent, Interest

Insurance, Taxes

Patent

Question # 10 of 15 ( Start time: 10:47:16 AM ) Total Marks: 1  
The acronym UNDP stands for:  
Select correct option:

United Nation Diagnostic Plan

United Nation Development Program

United Nation Dynamic Profile

<http://www.vuaskari.com/>

United Nation Development

Question # 11 of 15 ( Start time: 10:47:56 AM ) Total Marks:  
What kind of an entrepreneur will he/she be, IF he/she follow risk taking and responds to change only in situations where it is so?

Select correct option:

Innovative

Imitating

Fabian

Drone

Question # 12 of 15 ( Start time: 10:49:32 AM ) Total Marks:  
Which of the following international organization conducted a study on salient features of soft Pakistan?

Select correct option:

World Bank

World Trade Organization

International Monetary Fund

UNO



<http://www.vuaskari.com/>

Question # 13 of 15 ( Start time: 10:50:46 AM ) Total Marks: 100  
Which of the following statement is incorrect?  
Information represents about the sources from which cash has been generated and has been used during a specific period.  
<http://www.vuaskari.com/>  
Select correct option:

Income Statement

Balance Sheet

Cash Flow Statement

Owner s Equity Statement

Question # 14 of 15 ( Start time: 10:52:16 AM ) Total Marks: 100  
In recent years, how much per worker productivity of Pakistan has decreased as compared to India.  
Select correct option:

25%

30%

35%

40%

Question # 15 of 15 ( Start time: 10:53:21 AM ) Total Marks: 100  
If you divide the SME industry into wholesale, retail, manufacturing and service sectors, then the definition of SME will be based on which of the following criteria?  
Select correct option.  
<http://www.vuaskari.com/>

<http://www.vuaskari.com/>

Financial Basis

Classification Basis

Man Power Basis

Asset Basis

Question # 1 of 15 ( Start time: 10:03:43 AM ) Total Marks: 1  
What is the average mean age of entrepreneurs and founders according to a survey by World Bank?

Select correct option:

40 Years

44 Years

48 Years

None of the given options

Question # 2 of 15 ( Start time: 10:05:07 AM ) Total Marks: 1  
Which of the following is the primary factor in the development of SMEs?  
Select correct option: <http://www.vuaskari.com/>

Education

Taxation

Finance

Labour

Question # 3 of 15 ( Start time: 10:06:27 AM ) Total Marks: 1  
Which of the following term is defined as capital that is initially used to start a venture or business ?

Select correct option:

<http://www.vuaskari.com/>

Value Capital

Working Capital

Seed Capital

Gross Capital

Question # 4 of 15 ( Start time: 10:07:56 AM ) Total Marks: 1

What is the percentage of new and existing small and medium enterprises that came from retained earnings?

Select correct option:

40%

49%

57%

63%

Question # 5 of 15 ( Start time: 10:09:00 AM ) Total Marks: 1

Which of the following term is used for the head of board of Industries Corporation (PSIC)?

Select correct option:

CEO of PSIC

Governor of Punjab

Chief Minister of Punjab

Minister of Planning and development, Punjab

Question # 6 of 15 ( Start time: 10:09:34 AM ) Total Marks: 1

The relationship between government and SME seems to be fundamental which of the following reason/s?

Select correct option:

<http://www.vuaskari.com/>

Government under estimates potential of SME sector

Policy makers have preference towards large

Implementation is a continuous process

All of the given options

Question # 7 of 15 ( Start time: 10:11:03 AM ) Total Marks: 1  
During which year Punjab Small Industries Corporation (PSIC)  
Select correct option:

1970

1972

1974

1976

Question # 8 of 15 ( Start time: 10:11:41 AM ) Total Marks: 1  
Which of the following can be expressed as PITAC?  
Select correct option:

Pakistan Industrial Technical Assistance Center

Pakistan Industrial Technological Aid Council

Pakistan Industrial Aid Commission

Pakistan Industrial Teaching Association Council

Question # 9 of 15 ( Start time: 10:12:29 AM ) Total Marks: 1  
Following are the financial institutions developed to promote  
Select correct option:

Segmented Small Business Fund Corporation (SBFC)

Youth Investment Promotion Scheme (YIPS)

<http://www.vuaskari.com/>

Regional Development Finance Corporation (RDFC)

Industrial Development Bank of Pakistan (IDBP)

Question # 10 of 15 ( Start time: 10:13:21 AM ) Total Marks: 1  
Which of the following is the MOST important parameter to declare a business?

Select correct option:

Number of workers

Share in the economy

Business turnover

Total assets

Question # 11 of 15 ( Start time: 10:13:51 AM ) Total Marks: 1  
What was the average age of an enterprise in Pakistan if the mean age was 42 years, according to a survey conducted by World Bank?

Select correct option:

14 Years

16 Years

18 Years

None of the given options

Question # 12 of 15 ( Start time: 10:14:01 AM ) Total Marks: 1  
In which year World Bank had conducted a survey in Pakistan?

Select correct option:

2000

2001

2002

<http://www.vuaskari.com/>

2003

Question # 13 of 15 ( Start time: 10:16:43 AM ) Total Marks: 1  
Which of the following is true about a bond my?  
Select correct option:

## Knowledge Based Economy

## Industrial Based Economy

# Economy of Socialism

## Capital Economy

Question # 14 of 15 ( Start time: 10:17:01 AM ) Total Marks: 70  
What is the debt equity ratio of a doian Punjab Small Industries Corporation (PSIC)? (as per survey 2001)  
Select correct option:

80:20

70:30

60:40

50:50

Question # 15 of 15 ( Start time: 10:17:50 AM ) Total Marks: 1  
How the large and small sectors are interlinked?  
Select correct option:

## By fostering changes

By subcontracting

By sharing risk

By serving the same market

<http://www.vuaskari.com/>

Question No: 1 (-Marks: choose one)

Who introduced the first ever business laws to protect the customers and traders?

Hammurabi

Samsu-Iluna

Shamshi Adad

Simuballit

Question No: 2 (-Marks: choose one)

Following are the main internal factors for an entrepreneur in his psychological analysis EXCEPT:

Vision

Determination

Decision making power

Fate

Question No: 3 (-Marks: choose one)

Following are the different functions an innovative entrepreneur performs EXCEPT:

Launches new products

Discovers new markets

Establishes new methods of production

Duplicate the technology

Question No: 4 (-Marks: Please choose one)

According to a survey conducted by World Bank, what is the percentage of people who get formal education in colleges?

10%

30%

60%

80%

Question No: 5 (-Marks: choose one)

Following are the factors that affect the period of development of SME in Pakistan EXCEPT:

High level financing

Uneven profit distribution

Technological revolution

Monopoly of resources

Question No: 6 (-Marks: choose one)

Under what condition an entrepreneur can get a loan from bank or government to fulfill the requirements of the contract?

Force Majeure

Fraud

Bankrupt

None of the given options

Question No: 7 (-Marks: choose one)

Following are the basic reasons behind the low tax base in Pakistan EXCEPT:

High cost of book keeping

Harassment of tax authorities

Non cooperative role of CBR

<http://www.vuaskari.com/>

High physiological cost

Question No: 8 (Marks: choose one)

While making different strategies for development, which of the following is the top priority of Government of Pakistan?

Poverty Reduction Strategy Paper (PRSP)

Micro Finance Sector Development Program

Reform of Financial Sector

Reforms in Tax Administration

Question No: 9 (Marks: choose one)

Which of the following is defined as: The additional value of a commodity over and above the cost of commodities used to produce it from the previous stage?

Value Added

Value Imbedded

Value Extracted

Value Injected

Question No: 10 (Marks: choose one)

In recent years, how much per worker productivity of Pakistani decreased as compared to China.

25%

30%

35%

40%

Question No: 11 (Marks: choose one)

Which of the following is correct regarding per worker productivity?

Pakistan < India < China

China < India < Pakistan

Pakistan < China < India

India < China < Pakistan

Question No: 12 (Marks: choose one)

Which of the following is a major hurdle to the growth of technology, in Pakistan?

Inadequate R&D facilities

Lack of skills & experience

Insufficient information on technological cooperation

Abundance of appropriate metrology and testing equipments

Question No: 13 (Marks: choose one)

Which of the following has biggest scope in term of capital raising?

Sole Proprietorship

Partnership

Private Limited Company

Public Limited Company

Question No: 14 (Marks: choose one)

In Financial Requirement Statement, you keep some amount against possible losses. Which of the following will show this in the statement?

Contingency Fund



<http://www.vuaskari.com/>

Miscellaneous Fund

Adversity Fund

Concealed Fund

Question No: 15 (Marks: choose one)

The personal credentials that will be attached with the application follow EXCEPT

Brochure of Business

Your Profile

Family Information

Previous Lending History

Question No: 16 (Marks: choose one)

In a bank loan application, your personal profile has a document it stands for

Curriculum Vitae

Customer Verification

Client Validity

Computerized Valuation

Question No: 17 (Marks: choose one)

Which of the following is defined as A formal statement of a reasons why they are able, learned and a plan for reaching those goals

Business Plan

Business Strategy

Business Forecast

Business Sketch

Question No: 18 (Marks: choose one)

According to which country, an industry will be a small industry if it has less than 100 employees?

USA

Russia

France

Japan

Question No: 19 (Marks: choose one)

According to Singapore, a business is said to be a small business if its sales are less than US \$ 85 million and number of employees are \_\_\_\_\_

Less than 1

Less than 50

Less than 200

Less than 150

Question No: 20 (Marks: choose one)

If you follow the old traditions, avoid risk taking and responsible situations where it becomes necessary to do something, then what kind of behavior will be?

Innovative

Imitating

Fabian

Drone

<http://www.vuaskari.com/>

Question No: 21 (PMarks:choose one

In which year, Sindh Small Industries Corporation (SSIC) was

1970

1972

1974

1976

Question No: 22 (PMarks:choose one

Which of the following is the key change in SMEDA after restructuring

One Window Operations

Lengthy Legal Documentations

Unilingual Documents

Conversion of Sectors into Industry

Question No: 23 (PMarks:choose one

Which of the following is a reason for the improvement of tax base

High tax rate

High cost of book keeping

High bargaining role of tax collector

High cost of consultancy

Question No: 24 (PMarks:choose one

Which one of the following institutions has been developed to train the workforce?

There is mismatch between the output of these institutions and industry.

These institutions are fully aware of the needs of the SME industry.

The output of these institutions is fully capable to run the industry.

There is equilibrium between the demand of SME industry and these institutions.

Question No: 25 (PMarks:choose one

If you are interested in protecting a title, slogan, or other similar thing, which of the following?

Trademarks

Copyrights

Patents

All of the given options

Question No: 26 (PMarks:choose one

Following are the examples of intellectual property rights

Copyright

Patent

Trademark

Brand Image

Question No: 27 (PMarks:choose one

Following are the activities related to cash outflow of a firm

Depreciation

Dividend

Interest Payment

Tax

<http://www.vuaskari.com/>

Question No: 28 (Marks: choose one)

A bank can reject your application for a loan for many reasons.

Which of the following may be the least important factor for

Your negative cash flow

Nonavailability of adequate security

Your shopping round activity

**Less liquidity ability of an asset**

Question No: 29 (Marks: choose one)

A bank raises some objection against your application for a salary advance for a salary of employees. Which of the following may be the most likely reason for rejection?

**Your shopping round activity**

Too much cautious attitude for risk sharing

Mistrust on bank policy

Shorter due date of payable against receivable

Question No: 30 (Marks: choose one)

In the rental car industry, there is a practice in which automakers lease their cars at a set price per period of time. This practice is an example of which of the following?

**Buy Back Agreement**

Sell Back Agreement

Purchase Return Agreement

Sell Return Agreement

The location of the business is especially important for what type of business?

% Manufacturing.

% Service.

% Computer-based service.

**% Retail**

Question No: 2 (Marks: choose one)

A key characteristic of a successful entrepreneur is:

**% Never having failed.**

% Expert technical knowledge of the product.

% Learning to think intelligently.

% Earning at least a 25% return for investors.

Question No: 3 (Marks: choose one)

The key ingredient in avoiding the failure of a new business is:

% The business plan.

**% Knowing the business.**

% Technical expertise regarding the product.

% Differentiating the business and product from the competition.

Question No: 4 (Marks: choose one)

The key to effective financial management in a start-up business is:

% Excellent controls.

% The use of ABC accounting process.

**% Have sufficient capital.**

% Have an adequate inventory on hand.

<http://www.vuaskari.com/>

Question No: 5 (-Marks: choose one)

Which of the following is true about avoiding business failure?

- %0 You must understand statements.
- %0 You need to learn how to manage others.
- %0 You must differentiate your product from the competition.
- %0 You must do all of these.

Question No: 6 (-Marks: choose one)

U.S. economic structure is moving:

- %0 Away from agricultural economy
- %0 Away from an industrial based knowledge
- %0 Back to agricultural economy
- %0 Away from an agricultural based knowledge

Question No: 7 (-Marks: choose one)

A knowledge based business economy favors small business because:

- %0 The cost of managing and transmitting knowledge is very low
- %0 Small businesses are more successful
- %0 Information technology is driving cost of managing and transmitting knowledge
- %0 Both a & c

Question No: 8 (Marks: choose one)

Money driven and wild risk takers are both:

- %0 Common characteristics of entrepreneurs
- %0 Entrepreneur's techniques to success
- %0 Common misconceptions of entrepreneurs
- %0 None of the given options

Question No: 9 (-Marks: choose one)

Small businesses are those that employ:

- %0 More than 100 employees
- %0 Fewer than 20 employees
- %0 Fewer than 100 employees
- %0 Number doesn't matter

Question No: 10 (Marks: choose one)

The most important change due to Expansion occurs in:

- %0 Organizational structure
- %0 Inventory and financial control procedures
- %0 Managerial expertise
- %0 Personnel assignments

Q # 02: The mental ability of a successful entrepreneur consists of the following EXCEPT:

Intelligence

<http://www.vuaskari.com/>

Creative Thinking  
Analytical Ability

Emotional Stability

-----  
Q # 03: The emergent entrepreneur is eager to lead business venture despite he is energetic, risk bearer and have inclination towards to be a gambler.

- A  
True
- B  
False

-----  
Q # 04: Which of the following is NOT a quality of a successful entrepreneur?

- A  
Exhibit Mental Ability (Intelligence, Creative Thinking and Analytical Ability)
- B  
Have Technical Knowledge (Analysis and interpretation of financial data)
- C  
Risk Taker like Gambler (Go for profit, put every thing in business)
- D  
Demonstrate Human Relationships (Emotional stability, social skills)

-----  
Q # 05: For an entrepreneur money is not a principal obsession and he values money but not for itself but for as a means to accomplish his intent.  
<http://www.vuaskari.com/>

- A  
True
- B  
False

<http://www.vuaskari.com/>

Q # 01: You are studying SME Management as a course because of:

- A  
Has become extremely popular
- B  
Universities are not able to meet the demand
- C  
More courses are being offered in entrepreneurship
- D  
**All of the Given Options**

-----  
Q # 02: Entrepreneurs can be characterized by:

- A  
A desire for money
- B  
An inability to organize but strong conceptual skills
- C  
A desire to work alone because of weak management skills and
- D  
**A high energy level**

-----  
Q # 03: The owners of small businesses start their businesses that:

- A  
**They work harder on their own than if they worked for someone else**
  - B  
They earn less than if they worked for someone else
  - C  
They are less satisfied than if they worked for someone else
  - D  
They have high inclination towards power and autonomy
-

<http://www.vuaskari.com/>

Q # 04: More businesses are started by individuals between age.

- A  
Under 25
- B  
25-34
- C  
35-44
- D  
45-54

-----  
Q # 05: Family businesses face which of the following as a major threat?

- A  
Having Kids
- B  
Unbalance Social Life
- C  
Management Succession
- D  
There is no such Threat

Q # 01: Two characteristics common to entrepreneurs are creativity and opportunity.

- A  
True
- B  
False

-----  
Q # 02: Forces driving the entrepreneurial trend in our economy include all of the following?

<http://www.vuaskari.com/>

- A  
Technological advancement
- B  
Shift to a service economy
- C  
World Wide Web
- D  
All of the given options

-----

Q # 03: People who once saw launching a business risky now way to create their own job security.

- A  
True
- B  
False

-----

Q # 04: Which of the following is Non characteristic of entrepreneurs?

- A  
Desire for responsibility
- B  
Business plan expertise
- C  
Preference for moderate risk
- D  
High energy level

-----

Q # 05: In start-ups, it is often as a first business, follow the leader in the market until sufficient cash flow develops to permit R products.

- A  
True
- B  
False



<http://www.vuaskari.com/>

-----  
Q # 02: Money driven and risk taking are both:

A

Common characteristics of entrepreneurs

B

Entrepreneur s techniques to success

C

Common misconceptions of entrepreneurs

D

Familiar requirements of every entrepreneur

-----  
Q # 03: Small businesses create more jobs than either medium or large businesses.

A

True

B

False

-----  
Q # 04: Small businesses thrive in every industry but the most successful are found in which of the following?

A

General Construction Industry

B

Retail Businesses

C

Manufacturing

D

Service Industries

-----

<http://www.vuaskari.com/>

Q # 05: In most of the cases, the primary cause of business failure is r  
which of the following?

- A  
Improper managerial attitude
- B  
Poor financial controls
- C  
**Incompetent management**
- D  
Location

Q # 03: The personal objectives of small business owners te  
-----, as opposed to those of managers of large firms  
-----.

- A  
Prestige oriented; independence oriented
- B  
**Achievement oriented; prestige oriented**
- C  
Power oriented; independence or
- D  
Prestige oriented; achievement oriented

Q # 01: Which of the following is NOT a common barrier in th  
entrepreneurship?

- A  
Not Have of Viable Concept
- B  
Little of Market Knowledge
- C  
**Efficient in Technical Skills**
- D  
Lacking Capital

<http://www.vuaskari.com/>

Q # 02: Entrepreneurship has a role in increasing productivity. Which of the following factors that increase productivity include all of the following EXCEPT:

A

Research and Development

B

Investment in Plant and Machinery and Human Resources

C

Imitation Ability to Utilize and Allocation of Resource

D

Realization of Internal and External Economies of Scale

Q # 04: A small business stays in touch with its customers, serves the community better than a large business does:

A

True

B

False

-----

Q # 01: According to the text, how do small firms differ from large competitors?

-----

Q # 02: The main reason for the formation of SMEs policy is mainly due to which of the following factor?

A

Poor Performance of SME Sector

B

Central Role of Landlord in Policy Making

C

Changing Priorities of Government and Political Instability

D

There is effort is made to develop a SME Policy

<http://www.vuaskari.com/>

-----  
Q # 03: In Pakistan, due to least involvement of SME sector, following trends was emerged in early 70s?

- A  
Emergence of Large Scale Units Only
- B  
Convergence of Wealth in Few Hands
- C  
Supply of Large Loans only by Banking Sector
- D  
[All of the Given Options](#)

-----  
Q # 04: Lack of experience is the number one cause of small business failure.

- A  
[True](#)
- B  
False

-----  
Q # 05: Which of the following factors encourage the development of entrepreneurship EXCEPT:

- A  
Low Level of Financing
- B  
Employment generation
- C  
Vendor Based Development
- D  
[Shaky Confidence of Businessmen](#)

Q # 01: Energetic aptitude is the prime psychological drive of an entrepreneur towards accomplishment and achieving a goal through challenge to individual's competence.

<http://www.vuaskari.com/>

A

True

B

False

A

They encourage innovation and flexibility.

B

They do not maintain close relationships with customers and

C

They make larger firms uncompetitive

D

They generate less employment.

Q #1: In today's economy, entrepreneurs are seen as heroes

A

True

B

False

Q # 05: Small business owners tend to be power and prestige

A

True

B

False

Q # 01: Which of the following factor contributes positively in SME sector?

A

Entrepreneurial Development

B

Vendor Based Development

C

Just Distribution of Resources and Profits

<http://www.vuaskari.com/>

D

All of the Given Options

-----

Q # 02: The IMF conditions and drop of foreign borrowings played a major role in creating a negative point for the progress curve

A

True

B

False

-----

Q # 03: The prerequisites for the development of SME sector are which of the following?

A

Infrastructure to fulfill the needs of SME sector

B

A banking system customized for SME development

C

One window operation

D

All of the Given Options

-----

Q # 04: One hallmark of true entrepreneurs is their ability to adapt to the demands of their customers and businesses.

A

True

B

False

-----

Q # 05: Which of these represent a small business character

A

<http://www.vuaskari.com/>

Focus on efficiency

B

Preferred funding source is other people's money

C

Approach to human resource is to professionalize

D

Delegation is essential

Q # 01: Studies indicate that the opportunity to make a difference is a benefit in the eyes of most entrepreneurs.

A

True

B

False

-----  
Q # 02: The institution Directorate of Industries established in which of the province of Pakistan?

A

Punjab

B

Sindh

C

NWFP

D

Balochistan

-----  
Q # 03: In 1972, for the development of SME sector, government established provincial departments. In which province/s these were established?

A

<http://www.vuaskari.com/>

In Punjab only

B

In Punjab and Sindh only

C

In Punjab, Sindh and NWFP

D

In all Provinces

-----

Q # 04: In order to meet the financial requirements of SME s Finance Corporation was established but this institution failed to of which of the following reasons?

A

Weak Internal Control System

B

Poor Work Ethics

C

Highly Ineffective and Poor Human Resources

D

All of the given Options

-----

Q # 05: In year 2000, after restructuring of Small Business F (SBFC), how many branches were reduced to increase the eff

A

23

B

33

C

43

D

53



<http://www.vuaskari.com/>

Q # 01: The implementation of a creative idea or opportunity leading to effective outcomes refers to which of the following?

A

Innovation

B

Technology Transfer

C

Entrepreneurial Alertness

D

Opportunity Recognition

-----

Q # 02: Which of the following NGO types has broad functional interest?

A

Association Type Organizations

B

Support Organizations

C

Community Organizations

D

Technical intervention NGOs

-----

Q # 03: One of the main objectives of SMEDA is policy formulation to promote the growth of SMEs in the country and to advise the Government on issues related to SMEs.

A

True

B

False

-----

Q # 04: Which of the following is true about Golden Handshake?

A

It can be sweeteners for mandatory retirement

<http://www.vuaskari.com/>

B

It is a form of Employee Benefits

C

Is almost used like a punishment

D

Statements are correct within certain context

-----

Q # 05: The activities like conducting sector studies, development and doing analysis for SMEs development, are beyond the scope of

A

True

B

False

Q# 01: The policy issues regarding SME development emerge from policy makers have more inclination towards:

A

Their own personal gains

B

Large Scale Businesses

C

Trade Liberalization

D

Political Bribery

-----

Q # 02: Which of the following institutions is NOT facilitating business activity of SME sector in Pakistan?

A

Board of Investment (BOI)

B

Export Promotion Bureau (EPB)

C

<http://www.vuaskari.com/>

Federal Board of Revenue (FBR)

D

Karachi Stock Exchange (KSE)

-----

Q # 03: For development of SME sector, market driven support is important to attain substantiality, maximize the potential for the sector, and minimize its in the economy.

A

True

B

False

-----

Q # 04: Under the SME Sector Development Program, it is expected to execute following activities EXCEPT:

A

Prepare Government documents on SME Policy

B

Develop drafts relevant for laws and regulations

C

Create coordination among different departments of Government

D

Develop programs to attract foreign investment for SME

-----

Q # 05: Stability and consistency in the policy making are necessary for achieving and sustaining high levels of economic development.

A

True

B

False

<http://www.vuaskari.com/>

Q # 01: Why a division of small, medium and large is made for businesses?

A

Due to Amount Business Activity

B

Due to Volume of Capital Involved

C

Plan to sublease your premises and relocate to larger quarters

D

Provide for this contingency in your lease

Q # 02: In early definitions of SMEs, following factors has primary importance?

A

Level of Capital

B

Number of Employees

C

Capacity of Production

D

Annual Revenues

-----  
Q # 03: According to Committee on Economic Development, to decide as 'small', how many minimum number of parameters should be

A

Two

B

Three

C

All parameters given by committee

D

There is no such restriction

<http://www.vuaskari.com/>

Q # 04: In most of SMEs the management is:

- A  
Least Centralized
- B  
Highly Decentralized
- C  
Highly Centralized
- D  
Not a important matter

Q # 05: According to latest definition, a business is said to employees are

- A  
More than 9
- B  
More than 49
- C  
More than 79
- D  
More than 99

Q # 01: Every country has adopted a standard definition of SMEs regional differences.

- A  
True
- B  
False

Q # 02: The letter SME stands for which of the following?

<http://www.vuaskari.com/>

A

**Enterprise**

B

Entrepreneur

C

Entrepreneurship

D

Entrapreneurship

-----

Q # 03: Each country especially Pakistan, has revised the de  
certain interval of time because of which following reasons?

A

Fluctuating Performance of SME Sector

B

Change in priorities of Government

C

**Lack of understanding about importance of SME sector**

D

Lack of connecting different institutions linked with SME sector

-----

Q # 04: Small business does well in developing markets as it  
changes in the business world.

A

**True**

B

False

-----

Q # 05: In most of the countries, there is no difference betw  
and micro industry .

A

True

B

**False**

<http://www.vuaskari.com/>

Q # 01: If large business provides materials and components process the same into finished goods, then this is called:

A

[Job Subcontracting](#)

B

Purchase-Order Contracting

C

Franchise-Order Contracting

D

Trade-Subcontracting

-----

Q # 02: If a product is manufactured by small company purchase an accessory like plastic dust covers for video recorders, electronic packaging than this relationship between is called business a complimentary business.

A

[True](#)

B

False

-----

Q # 03: In job-subcontracting, small business procures material manufactures a specific part or component needed by a parti

A

True

B

[False](#)

-----

<http://www.vuaskari.com/>

Q # 04: In Pakistan, each province has adopted how many proper definition of SMEs?

- A  
Two
- B  
Three
- C  
Four
- D  
It varies from each province

-----

Q # 05: In Pakistan, the business is divided in how many levels?

- A  
3 Levels (Small, Medium, Large)
- B  
4 Levels (Micro, Small, Medium, Large)
- C  
5 Levels (Cottage, Micro, Small, Medium, Large)
- D  
There is no such division

Q # 01: Which one of the following institutions has introduced micro business for the first time in Pakistan?

- A  
State Bank of Pakistan
- B  
SMEDA
- C  
Ministry of Commerce
- D  
Chamber of Commerce and Industry

-----



<http://www.vuaskari.com/>

Q # 02: Which of the following is true to transfer a business medium level?

A

When the number of employees increases but productive assets

B

When the number of employees remains same but productive

C

When both; the number of employees and productive assets

D

There is no such division in medium level

-----

Q # 03: The economic power of both small business and large business because the small business is in no position to influence its involvement but large business

A

True

B

False

-----

Q # 04: Small businesses are unable to survive well in a bad due to having slow and inflexible capability of bringing change

A

True

B

False

-----

Q # 05: Which of the following countries deduce the definition legal purposes only and other deciding factors were kept as

A

West Germany, Australia and Norway

B

India, China and Japan

C

<http://www.vuaskari.com/>

Denmark, Australia and USA

D

There is not a single country that is following such criteria

Question # 1 of 10 ( Start time: 10:49:26 AM ) Total Marks: 1  
For MBS, receipts are the example of which type of following I  
Select correct option:

ShortTerm Loan

MediumTerm Loan

LongTerm Loan

Unlimited Loan

Question # 2 of 10 ( Start time: 10:51:05 AM ) Total Marks: 1  
In recent years, which of following country has highest per w  
Select correct option:

India

Pakistan

China

All are at same Level

<http://www.vuaskari.com/>

Question # 3 of 10 ( Start time: 10:52:29 AM ) Total Marks: 1

Following are the methods which can be used to find new ideas  
Select correct option:

- Novel Use of Known Products
- Ancillarisation
- Watching Trends in Fashions
- Market Myopia**

Question # 4 of 10 ( Start time: 10:53:53 AM ) Total Marks:

Which of the following is the expressed form of WEBCOP?  
Select correct option:

**Workers Employers Bilateral Council of Pakistan**

Welfare of Employees Bilateral Convention of Pakistan

Workers Employees Bilateral Committee of Pakistan

Welfare Employers Bilateral Commission of Pakistan

Question # 8 of 10 ( Start time: 11:00:57 AM ) Total Marks:

A loan for a period of less than 5 years is said to be:

Select correct option:

- ShortTerm Loan
- MediumTerm Loan**
- LongTerm Loan
- Unlimited Loan

<http://www.vuaskari.com/>

Question # 9 of 10 ( Start time: 11:01:42 AM ) Total Marks:  
Which of the following features is not a cash flow statement?  
Select correct option:

- Company s ability to generate positive cash flows
- Company s ability to pay dividends
- Company s amount required for depreciation
- Company s need for external financing

<http://www.vustudents.net>

Join Us on <http://vustudents.ning.com/>

**Come & Join Us at VUSTUDENTS.net**

For Assignment Solution, GDB, Online Quizzes, Helping Study material,  
Past Solved Papers, Solved MCQs, **Current Papers**, E-Books & more.

**PSKT01**

~~~GhAuR!~~~ & ~~~FaZ!~~~

~~~MC110200779~~~ ~~~MC110200778~~~



Go to <http://www.vustudents.net> and click Sign up to register.

» » Regards » »

VUSTUDENTS.NET TEAM.

Virtual University of Pakistan

<http://vustudents.ning.com/>

Leading Student's Social Network Worldwide!