

VIRTUAL UNIVERSITY OF PAKISTAN

A Good Education is a Foundation For a Better Future

CORRECT ANSWER SOLVED BY HADI
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TEAM HADI(VU LAHORE)

MID TERM PAST PAPER

We Deal All Kind of VU Project
(PHP, .NET, ANDROID, PYTHON)

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



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Best of luck!



Question No : 13 of 27

Marks: 1 (Budgeted Time 1 Min)

Manager is the one, who:

Answer (Please select your correct option)

☐ Set the corporate level goals and strategies for future

☐ Accomplish goals through other organizational people

☐ Identify irregularities of the organization for corrections

☐ Impose government rules & regulations on an organization

check

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Question # 12 of 20 (Start time: 09:16:17 PM, 09 August 2018)

Total Marks: 1

Which of the following can be used to calculate the risk of the larger portfolio?

Select the correct option

☐	Standard deviation	
☐	EPS approach	
☒	Matrix approach	←
☐	Gordon's Approach	

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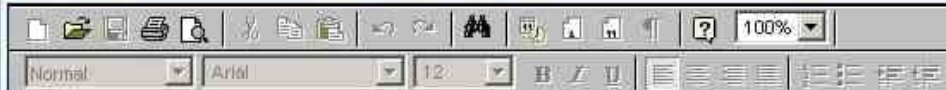
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Question No : 23 of 27

Marks: 3 (Budgeted Time 6 Min)

What are the key qualities required for an individual starting a new business?

Answer (Please [click here](#) to Add Answer)



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Question # 18 of 20 (Start time: 09:24:43 PM, 09 August 2018)

Total Marks: 1

Which of the following is EBIT?

Select the correct option

☐	Funds provided by operations	/
☐	Earnings before taxes	/
☐	Net income	/
☒	Operating profit	/



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Question No : 3 of 27

Marks: 1 (Budgeted Time 1 Min)

The notice calling the annual general meeting must be given to all its members at least _____ days before the date of the meeting.

The minimum full period of notice for all meetings is 14 days, even if a special resolution is to be proposed, except for the AGM of a PLC, which is 21 days. The company's articles may require a longer period. Note that the 'clear day rule' is found in sec360

Answer (Please select your correct option)

☐ 21 days



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☐ 30 days

☐ 45 days

☐ 51 days

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quiz.wu.edu.pk/QuizQuestion.aspx?Ver=33516039&Ses=Name=bd06H501d3d4014

MGT211-Quiz # 03

Time Left: 8:00:00

Quiz Start Time: 12:10 PM, 17 August 2010

Question # 5 of 10 (Start time: 12:21:32 PM, 17 August 2010) Total Marks: 1

Spreadsheets, database and word processing software are all types of:

Select the correct option

- ☐ Operating systems
- ☐ Utility programs
- ☒ Application software
- ☐ Firmware

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MGT211: Quiz # 03

Quiz Start Time: 12:02 PM, 17 August 2018

Question # 9 of 10 (Start Time: 12:11:23 PM, 17 August 2018)

Total Marks: 1

An organization wants to send an important and urgent parcel to Iran; which of the following mode of transportation will be most suitable?

Select the correct option

- ☐ By train
- ☐ By Sea
- ☒ By air
- ☐ By road



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Question No : 20 of 27

Marks: 1 (Budgeted Time 1 Min)

_____ is an output of employee's effort offered by organization to maintain equity.

Answer (Please select your correct option)

☐ Development opportunity

☐ Skill level

☐ Educational background

☐ Gained experience

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MGT211: Quiz # 03

Quiz Start Time: 12:02 PM, 17 August 2018

Question # 4 of 10 (Start Time: 12:05:39 PM, 17 August 2018)

Total Marks: 1

_____ is the two-way flow of communication between a buyer and seller, often in a face-to-face encounter, designed to influence a person's or group's purchase decision.

Select the correct option

- | | |
|----------------------------------|--------------------------|
| ☐ | Sales management |
| ☒ | Personal selling |
| ☐ | Sales promotion |
| ☐ | Transformational selling |



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MGT211: Quiz # 03

Quiz Start Time: 12:02 PM, 17 August 2018

Question # 8 of 10 (Start time: 12:10:47 PM, 17 August 2018)

Total Marks: 1

Nesle dairy farm sells its products by helping the buyer; it is called

Select the correct option

- | | |
|----------------------------------|--------------------|
| ☐ | Creative selling |
| ☒ | Missionary selling |
| ☐ | Industrial selling |
| ☐ | Consumer selling |



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Time Left 33 (40%)

MGT211: Quiz # 03

Quiz Start Time: 12:16 PM, 17 August 2018

Question # 7 of 10 (Start time: 12:24:12 PM, 17 August 2018)

Total Marks: 1

A product can be:

Select the correct option

- ☐ Tangible
- ☐ Intangible
- ☐ Something that is offered for sale
- ☒ All of the given options



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Time Left 74
MCQ

MGT211: Quiz # 03

Quiz Start Time: 12:18 PM, 17 August 2010

Question # 10 of 10 (Start time: 12:28:24 PM, 17 August 2010)

Total Marks: 1

When organizations convert raw material into finished goods, it is called

Select the correct option

- | | |
|----------------------------------|--------------|
| ☐ | Planning |
| ☒ | Production |
| ☐ | Coordination |
| ☐ | Promotion |

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Time Left 50
WCS

MGT211-Quiz # 03

Quiz Start Time: 12:18 PM, 17 August 2018

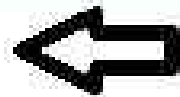
Question # 6 of 10 (Start Time: 12:21:18 PM, 17 August 2018)

Total Marks: 1

Star Electronics sales TV of different styles: color TV, black & white TV, different sizes of screen. It is called .

Select the correct option .

- | | |
|----------------------------------|--------------------------|
| ☒ | Product line |
| ☐ | Product mix |
| ☐ | Product development |
| ☐ | Product support services |



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MGT211: Quiz # 03

Quiz Start Time: 12:18 PM, 17 August 2018

Question # 11 of 16 (Start time: 12:25:35 PM, 17 August 2018)

Total Marks: 1

Management, marketing and finance are key parts of a/an

Select the correct option

- ☐ Accounting plan
- ☐ Production strategy
- ☒ Business plan
- ☐ Information systems



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Question No : 5 of 27

Marks: 1 (Budgeted Time 1 Min)

The difference between a country's merchandise exports and its merchandise imports is the:

Answer (Please select your correct option)

☐ Current account.

☐ Capital account

☐ Balance of trade.

☐ Balance of payments.

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Time Left 39

MGT211: Quiz # 03

Quiz Start Time: 12:02 PM, 17 August 2018

Question # 5 of 10 (Start time: 12:07:23 PM, 17 August 2018)

Total Marks: 1

A strategy in which promotional campaign is targeted on end buyer is called?

Select the correct option

- | | |
|----------------------------------|----------------------|
| ☒ | Push strategy |
| ☐ | Pull strategy |
| ☐ | Penetration strategy |
| ☐ | Skimming strategy |

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Time Left 20
00:00

MGT211: Quiz # 03

Quiz Start Time: 12:02 PM, 17 August 2010

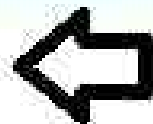
Question # 7 of 10 (Start time: 12:08:10 PM, 17 August 2010)

Total Marks: 1

Four cost concepts are important in pricing decisions: total cost, fixed cost, variable cost, and:

Select the correct option

- | | |
|----------------------------------|----------------|
| ☐ | Spending cost |
| ☒ | Promotion cost |
| ☐ | Product cost |
| ☐ | Marginal cost |



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Time Left 24 (0:24)

MGT211: Quiz # 03

Quiz Start Time: 12:18 PM, 17 August 2018

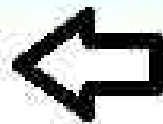
Question # 9 of 10 (Start time: 12:27:02 PM, 17 August 2018)

Total Marks: 1

At the time of midnight, Amir visits 2KM away hospital photocopy shop due to unavailability of the facility in University. It is called

Select the correct option

- | | |
|----------------------------------|-------------------|
| ☐ | Time utility |
| ☒ | Form utility |
| ☐ | Place utility |
| ☐ | Ownership utility |



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Time Left 61
49:51

MGT211: Quiz # 03

Quiz Start Time: 12:02 PM, 17 August 2018

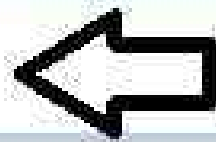
Question # 6 of 10 (Start time: 12:00:33 PM, 17 August 2018)

Total Marks: 1

A firm can charge a higher price without loosing its customers if it does not have much

Select the correct option

- | | |
|----------------------------------|-----------------|
| ☐ | Production |
| ☒ | Competition |
| ☐ | Advertising |
| ☐ | Industry demand |



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Question No : 16 of 27

Marks: 1 (Budgeted Time 1 Min)

In factories, application of safety equipments is made mandatory for the labors. It is a compliance of

Answer (Please select your correct option)

☐ Physiological needs

☐ Security needs

☐ Esteem needs

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Question No : 6 of 27

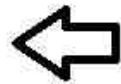
Marks: 1 (Budgeted Time 1 Min)

The degree to which a tool or test measures what it is supposed to measure is known as:

Answer (Please select your correct option)

☐

Validity



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☐

Reliability

☐

Dependability

☐

Goodness of fit

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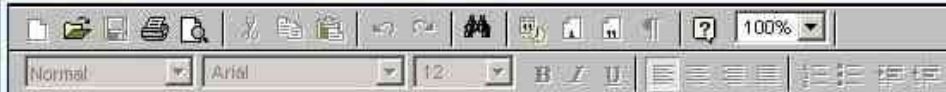
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Question No : 24 of 27

Marks: 3 (Budgeted Time 6 Min)

Define mission statement.

Answer (Please [click here](#) to Add Answer)



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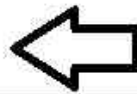
Question No : 21 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following is NOT included as a basic idea in the definition of marketing concepts?

Answer (Please select your correct option)

☐ Total company effort



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☐ Profit

☐ Productivity

☐ Customer satisfaction

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Question No : 15 of 27

Marks: 1 (Budgeted Time 1 Min)

Using test development technique reflects the important issues of

Answer (Please select your correct option)

☐ Who to interview and when to interview

☐ Reliability and validity

☐ Choosing the right candidate

☐ Honesty and full information

DOUBT

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Question No : 8 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following is the oldest form of business organization?

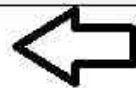
Answer (Please select your correct option)

☐ Cooperative Society

☒ Sole proprietorship

☐ Partnership

☐ Company



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Question No : 22 of 27

Marks: 1 (Budgeted Time 1 Min)

Mr. Mohsen is a software developer and has its own business in the same field. Most of the time he purchased different kinds of softwares from some where else and sold them domestically. Mr. Mohsen is involved in:

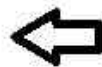
Answer (Please select your correct option)

☐ Imports

☐ Trading

☐ Globalization

☒ Exports



check.... bcz sold account as
exp0rts

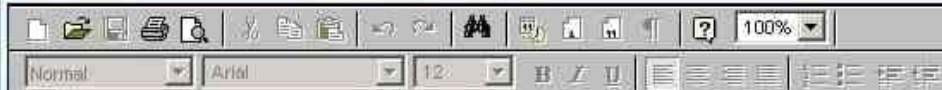
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Question No : 27 of 27

Marks: 5 (Budgeted Time 10 Min)

Differentiate between on the job and off the job training. What do you think is the best method of training?

Answer (Please [click here](#) to Add Answer)



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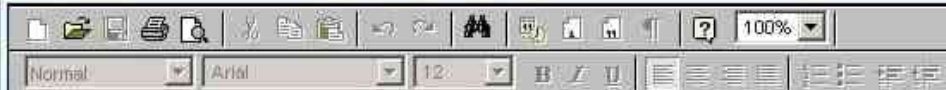
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Question No : 26 of 27

Marks: 5 (Budgeted Time 10 Min)

Differentiate between job description and job specification

Answer (Please [click here](#) to Add Answer)



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Question No : 14 of 27

Marks: 1 (Budgeted Time 1 Min)

Human resource management is the formal part of an organization, responsible for all of the following EXCEPT:

Answer (Please select your correct option)

- ☐ Management of the organization's finances
- ☐ Strategy development and analysis
- ☐ Policy making, implementation, and enforcement
- ☐ Systems, processes, and procedures

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Question No : 17 of 27

Marks: 1 (Budgeted Time 1 Min)

Severe organizational penalties are drafted to control the employees' behavior. Which of the given theory strengthens this assumption?

Answer (Please select your correct option)

☐ Theory X

☐ Theory Y

☐ Need for safety

☐ Need for esteem

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Question No : 10 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following feature of partnership is NOT applicable in case of limited partners?

Answer (Please select your correct option)

☐ Rights of suggestion

☐ Participation in management

☐ Transferability of shares

☐ Inspection of books

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Question No : 18 of 27

Marks: 1 (Budgeted Time 1 Min)

In learning organizations, managers believe in delegating their authorities. According to McGregor Theory of motivation, these managers are demonstrating

Answer (Please select your correct option)

☐ Theory X behavior

☐ Self-actualization need

☐ Self-esteem need

☐ Theory Y behavior

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Question No : 19 of 27

Marks: 1 (Budgeted Time 1 Min)

Titles like Dr, Prof, Lt, attached with the names to recognize the designation is applied to satisfy:

Answer (Please select your correct option)

☐ Safety need

☐ Social need

☐ Esteem need

☐ Actualization need

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Question No : 25 of 27

Marks: 3 (Budgeted Time 6 Min)

Define the term "psychological contract"

Answer (Please [click here](#) to Add Answer)



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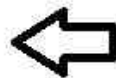
Question No : 1 of 27

Marks: 1 (Budgeted Time 1 Min)

All of the following are true for a partnership business except _____.

Answer (Please select your correct option)

- ☐ It must be a business for profit
- ☐ There may be more than 10 partners
- ☐ The partners entered in partnership contract with their mutual consent
- ☐ None of the given options



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check plz 90% true

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Question No : 2 of 27

Marks: 1 (Budgeted Time 1 Min)

In a registered company one can normally find out the extent of liability of members from its _____.

Answer (Please select your correct option)

☐ Memorandum of association

☐ Articles of association

☐ Shareholder agreements

☐ Register of members

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Question No : 11 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following statements is false?

Answer (Please select your correct option)

- ☐ Franchising is very common
- ☐ A franchise enables one to use a larger company's trade name
- ☐ A franchisee never has to pay the franchiser a percentage of sales revenues
- ☐ A franchise may constrain the franchisee's independence

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Question No : 12 of 27

Marks: 1 (Budgeted Time 1 Min)



An entrepreneur chooses a franchise over an independent startup most likely because of

Answer (Please select your correct option)

- ☐ Initial high cost
- ☐ Decision freedom it provides
- ☐ Restrictions on franchisee from franchisor
- ☐ High probability of success

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Question No : 4 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following business type can avail some concessions from the government?

Answer (Please select your correct option)

☐ Sole proprietorship

☐ Partnership

☐ Joint stock company

☐ Cooperative society



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Question No : 7 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following would generally have *unlimited* liability?

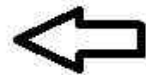
Answer (Please select your correct option)

☐ A limited partner in a partnership

☐ A shareholder in a corporation

☒ The owner of a sole proprietorship

☐ A member in a limited liability company (LLC)



Correct answer solved by hadi

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Question No : 9 of 27

Marks: 1 (Budgeted Time 1 Min)

In which of the following type of business usually the risk factor is very high on the part of the owner?

Answer (Please select your correct option)

☐ Partnership

☐ Corporation

☐ Joint stock company

☒ Sole proprietorship



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