

Question No : 1 of 27

Marks: 1 (Budgeted Time 1 Min)

According to which institution of Pakistan, a business will fall into a medium industry sector if it has productive assets less than Rs.100 million and there is no limit of number of employees?

Answer (Please select your correct option)

- ☐ Youth Investment Promotion Scheme (YIPS)
- ☐ Small Business Finance Corporation (SBFC)
- ☐ Directorate of Industries Balochistan (DIB)
- ☐ Small Industries Development Board (SIDB)

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Question No : 2 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following is the city of King Hammurabi who developed the first law to protect the customers from unscrupulous traders?

Answer (Please select your correct option)

- ☐ Balgium
- ☐ Babylon
- ☐ Nippur
- ☐ Eshunna

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Question No : 3 of 27

Marks: 1 (Budgeted Time 1 Min)

What is the general trend of the international economy?

Answer (Please select your correct option)

- ☐ Socialism to Industrialization
- ☐ Industrial to Capitalism
- ☐ Capitalism to Industrial
- ☐ Industrial to Knowledge-based

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Question No : 4 of 27

Marks: 1 (Budgeted Time 1 Min)

What is the basic theme behind nationalization?

Answer (Please select your correct option)

- ☐ Even distribution of Wealth and Asset
- ☐ Protection of Rich families
- ☐ Creation of an unbalanced justice system
- ☐ Trigger the speed of development

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Question No : 5 of 27

Marks: 1 (Budgeted Time 1 Min)

SME policy was made in 1966 but in which of the following year it was partially implemented?

Answer (Please select your correct option)

- ☐ 1970
- ☐ 1976
- ☐ 1988
- ☐ 1998

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Question No : 6 of 27

Marks: 1 (Budgeted Time 1 Min)

The SMEs of Pakistan are facing problem of access to debt and equity. Which of the following cause this problem?

Answer (Please select your correct option)

- ☐ Shortage of Assets or Collaterals
- ☐ Limitation of Financial Resources
- ☐ Poor Debt Recovery Rate of Banks
- ☐ Interest Rates

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Question No : 7 of 27

Marks: 1 (Budgeted Time 1 Min)

How SME arrange finances for new investment and for working capital?

Answer (Please select your correct option)

☐ By Retained Earning

☐ By Banks

☐ By Other Financial Institutions

☐ By Selling their Assets

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Question No : 8 of 27

Marks: 1 (Budgeted Time 1 Min)

The best way to avoid marketing myopia is to answer which of the following questions.

Answer (Please select your correct option)

☐ Why our customers are buying our products?

☐ What attributes make our product superior?

☐ How we can reduce our cost to increase the profit?

☐ Which competitor is more threatening for the business?

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Question No : 9 of 27

Marks: 1 (Budgeted Time 1 Min)

Which one of the following is defined as, "An amount kept in reserve to guard against possible losses"?

Answer (Please select your correct option)

☐ Contingency Fund

☐ Patent Fund

☐ Personal Fund

☐ Unseen Fund

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Question No : 10 of 27

Marks: 1 (Budgeted Time 1 Min)

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

Answer (Please select your correct option)

- ☐ Brochure of Business
- ☐ Your Profile
- ☐ Family Information
- ☐ Previous Lending History

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Question No : 11 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following serve as primary purpose of building a business plan?

Answer (Please select your correct option)

- ☐ Raise capital for the industry
- ☐ Attract potential customer
- ☐ Provide direction, to create a "target" to shoot for
- ☐ Take advantage of low interest debt opportunities

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Question No : 12 of 27

Marks: 1 (Budgeted Time 1 Min)

Why small business became an object of contempt in Egyptians, Arabs, Babylonians, Jews, Greeks and Roman eras?

Answer (Please select your correct option)

- ☐ Poor salesmanship of entrepreneurs
- ☐ Cheating and degrading of consumers
- ☐ Lack of desired skills of workforce
- ☐ Competitors' negative propaganda

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Question No : 13 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following is **NOT** included in main internal factors for an entrepreneur which were described by Albert Shapiro in his psychological analysis?

Answer (Please select your correct option)

- ☐ Vision
- ☐ Determination
- ☐ Luck
- ☐ Insight

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Question No : 14 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following explains the concept of Nationalization?

Answer (Please select your correct option)

- ☐ It is an act of taking a private industry or assets into the public ownership of a national government.
- ☐ It is an act of taking a provincial industry or assets into the federal ownership of a national government.
- ☐ It is an act of taking a federal industry or assets into the provincial ownership of a provincial government.
- ☐ It is an act of taking a public industry or assets into the private ownership of a national government.

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Question No : 15 of 27

Marks: 1 (Budgeted Time 1 Min)

SMEDA performs following different activities **EXCEPT**:

Answer (Please select your correct option)

- ☐ Identifying projects
- ☐ Preparing feasibility reports
- ☐ Monitoring developments
- ☐ Developing sectors

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Question No : 16 of 27

Marks: 1 (Budgeted Time 1 Min)

Which one of the following statement is NOT true about entrepreneurship?

Answer (Please select your correct option)

☐

Entrepreneurship does not breed in a Vacuum.

☐

Entrepreneurship is a continuous process of development and growth.

☐

Entrepreneurship is widely regarded as an integral player in the business culture.

☐

Entrepreneurship is often an easy undertaking, as vast majorities of new businesses succeed.

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Question No : 17 of 27

Marks: 1 (Budgeted Time 1 Min)

In which of the following source of information, an entrepreneur can get new idea by screening the product physically?

Answer (Please select your correct option)

☐

Trade Fair

☐

Ancillarisation

☐

Trade Journal

☐

Catalogue

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Question No : 18 of 27

Marks: 1 (Budgeted Time 1 Min)

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

Answer (Please select your correct option)

☐

Technical

☐

Customer

☐

Market

☐

Technology

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Question No : 19 of 27

Marks: 1 (Budgeted Time 1 Min)

For your retail business, which of the following factors has least important post operational threat for your business in steady circumstances?

Answer (Please select your correct option)

- ☐ Intensive Competition
- ☐ Political Situation
- ☐ Sudden Strike and Lockout
- ☐ Inflationary Pressure

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Question No : 20 of 27

Marks: 1 (Budgeted Time 1 Min)

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?

Answer (Please select your correct option)

- ☐ Your negative cash flow
- ☐ Non -availability of adequate security
- ☐ Your shopping round activity
- ☐ Less liquidity ability of an asset

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Question No : 21 of 27

Marks: 1 (Budgeted Time 1 Min)

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?

Answer (Please select your correct option)

- ☐ Your shopping round activity
- ☐ Too much cautious attitude for risk sharing
- ☐ Mistrust on bank policy
- ☐ Shorter due date of payable against receivable

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Question No : 22 of 27

Marks: 1 (Budgeted Time 1 Min)

Which of the following organizations started "Rural Industrialization Program"?

Answer (Please select your correct option)

☐ Punjab Small Industries Corporation (PSIC)

☐ Sindh Small Industries Corporation (SSIC)

☐ Small Industries Development Board (SIDB) NWFP

☐ Directorate of Industries (Balochistan)

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Question No : 23 of 27

Marks: 3 (Budgeted Time 6 Min)

What kind of policy adopted by UK, when an entrepreneur or business has faced "*Force majeure*"?

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

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Question No : 24 of 27

Marks: 3 (Budgeted Time 6 Min)

"A drain having polluted water from one factory may be used by some other industry and suffer the bad effects of pollution" This is an example of 'externality'. What do you understand by term "externality"? Do you think externalities are positive or negative or both. Explain with examples.

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

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Question No : 25 of 27

Marks: 3 (Budgeted Time 6 Min)

What are the most frequent occurring problems that can be solved by short-term loans?

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

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Question No : 26 of 27

Marks: 5 (Budgeted Time 10 Min)

Why government of Pakistan created SME Credit Endowment Fund? On what basic principle government created this fund. Explain with example.

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

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Question No : 27 of 27

Marks: 5 (Budgeted Time 10 Min)

Distinguish the following as cash outflow or cash inflow:

Accounts	Cash Inflow / Cash Outflow
Initial Expense	
Fixed Investment	
Operating Expense	

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

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