



**FEDERAL PUBLIC SERVICE COMMISSION  
SPECIAL COMPETITIVE EXAMINATION-2023 FOR  
RECRUITMENT TO POSTS IN BS-17 UNDER THE FEDERAL  
GOVERNMENT**

Roll Number

**BUSINESS ADMINISTRATION**

**TIME ALLOWED: THREE HOURS**

**PART-I (MCQs) (MAXIMUM 30 MINUTES)**

**(PART-I MCQs) MAXIMUM MARKS: 20**

**(PART-II) MAXIMUM MARKS: 80**

**NOTE: (i) First attempt PART-I (MCQs) on separate OMR Answer Sheet which shall be taken back after 30 minutes.**

**(ii) Overwriting/erasing of the options/answers will not be given credit.**

**(iii) There is no negative marking. All MCQs must be attempted.**

**PART-I (MCQs) (COMPULSORY)**

**Q.1. (i) Select the best option/answer and fill in the appropriate box ☐ on the OMR Answer Sheet (20x1=20)**  
**(ii) Answers given anywhere else, other than OMR Answer Sheet, will not be considered.**

1. The responsibility of the operations manager includes:
  - (A) Planning, organizing, staffing, leading, and controlling.
  - (B) Designing and operating.
  - (C) Planning, organizing, staffing, procuring, and reviewing.
  - (D) None of these.
2. Stability strategy is a \_\_\_\_\_ strategy.
  - (A) Corporate Level
  - (B) Business Level
  - (C) Strategic Level
  - (D) None of these
3. Which of the following statement is false?
  - (A) Organizations are now less hierarchical in nature.
  - (B) Organizations are now generally focusing upon domestic rather than international matters.
  - (C) Organizations have adopted more flexible norms.
  - (D) None of these
4. Job Characteristics Model is proposed by:
  - (A) Hackman and Wageman
  - (B) Hackman and Oldham
  - (C) Hackman and Oldham
  - (D) None of these
5. The prime objective of Financial Manager is:
  - (A) Profit Maximization.
  - (B) Shareholder's wealth maximization.
  - (C) Ensuring financial discipline in the firm.
  - (D) None of these
6. \_\_\_\_\_ of the firm is the result of trade-off between risk and return.
  - (A) The Face Value
  - (B) The Book Value
  - (C) The Market Value
  - (D) None of these
7. \_\_\_\_\_ is a form of security which is also known as variable income security.
  - (A) Bonds
  - (B) Ordinary Shares
  - (C) Preference Shares
  - (D) None of these
8. If a company issues bonus shares to its shareholders then the debt equity ratio will:
  - (A) Remain Unchanged
  - (B) Decline
  - (C) Improve
  - (D) None of these
9. \_\_\_\_\_ form of market efficiency states that current prices fully reflect the historical sequence of prices.
  - (A) Weak
  - (B) Semi-Strong
  - (C) Strong
  - (D) None of these
10. \_\_\_\_\_ is the minimum required rate of earnings or the cut off rate of capital expenditure.
  - (A) Cost of Capital
  - (B) Working Capital
  - (C) Equity Capital
  - (D) None of these
11. \_\_\_\_\_ is the first step in capital budgeting process.
  - (A) Screening the proposal
  - (B) Implementing the proposal
  - (C) Analyzing the proposal
  - (D) None of these
12. Security of assets is determining factor for using:
  - (A) Cost of Capital
  - (B) Debt Capital
  - (C) Equity Capital
  - (D) None of these
13. Which of the following observations concerning a "reference price" is true?
  - (A) Reference price is the company's cost to produce the product.
  - (B) Reference price is set by regulators.
  - (C) Demand may increase if a firm's price is less than a customer's reference price.
  - (D) None of these
14. Budgeting for promotion expenditures by computing a percentage of past or expected sales:
  - (A) Is the most common method of setting the promotion budget.
  - (B) Is a complex method of budgeting.
  - (C) Will increase promotional expenditures when business is poor.
  - (D) None of these
15. Regarding promotion blends, which of the following statements is True?
  - (A) Consumer products producers should rely almost completely on personal selling in the market maturity stage.
  - (B) Reminding becomes important in the market introduction stage.
  - (C) Mass targeted promotion is needed during the sales decline stage of the product life cycle.
  - (D) None of these
16. The "total cost approach" to physical distribution management:
  - (A) Seeks to eliminate the storing function.
  - (B) Seeks to minimize the cost of transportation.
  - (C) Might suggest a high-cost transporting mode if storing costs could be reduced enough to lower total distribution costs.
  - (D) None of these
17. For coordinating logistics activities among firms, which of the following statements is True?
  - (A) Wholesalers in the channel should coordinate storage activities.
  - (B) Competitive firms usually share logistics coordination similarly.
  - (C) Retailers in the channel should coordinate transportation activities.
  - (D) None of these

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**Michael Watson, Derek Nelson, Peter  
Cacioppi**



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## **Table of Contents Imm Business Management May 2012 Exam Papers**

1. Understanding the eBook Imm Business Management May 2012 Exam Papers
  - The Rise of Digital Reading Imm Business Management May 2012 Exam Papers
  - Advantages of eBooks Over Traditional Books
2. Identifying Imm Business Management May 2012 Exam Papers
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Imm Business Management May 2012 Exam Papers
  - User-Friendly Interface
4. Exploring eBook Recommendations from Imm Business Management May 2012 Exam Papers
  - Personalized Recommendations
  - Imm Business Management May 2012 Exam Papers User Reviews and Ratings
  - Imm Business Management May 2012 Exam Papers and Bestseller Lists

5. Accessing Imm Business Management May 2012 Exam Papers Free and Paid eBooks
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  - Imm Business Management May 2012 Exam Papers Budget-Friendly Options
6. Navigating Imm Business Management May 2012 Exam Papers eBook Formats
  - ePub, PDF, MOBI, and More
  - Imm Business Management May 2012 Exam Papers Compatibility with Devices
  - Imm Business Management May 2012 Exam Papers Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Imm Business Management May 2012 Exam Papers
  - Highlighting and Note-Taking Imm Business Management May 2012 Exam Papers
  - Interactive Elements Imm Business Management May 2012 Exam Papers
8. Staying Engaged with Imm Business Management May 2012 Exam Papers
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Imm Business Management May 2012 Exam Papers
9. Balancing eBooks and Physical Books Imm Business Management May 2012 Exam Papers
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Imm Business Management May 2012 Exam Papers
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Imm Business Management May 2012 Exam Papers
  - Setting Reading Goals Imm Business Management May 2012 Exam Papers
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Imm Business Management May 2012 Exam Papers
  - Fact-Checking eBook Content of Imm Business Management May 2012 Exam Papers
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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