



NAT -IIM Sample Paper
[Management Sciences
Group]

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VERBAL ABILITY

Complete the sentences by choosing the most appropriate word, from the given lettered choices (A to D) below each.

1. There are _____ views on the issue of giving bonus to the employees.
a) Independent
b) **Divergent**
c) Modest
d) Adverse
2. Since she had not exercised in five years, Margarita attempt to jog five miles on her first day of cardio-training was a little _____.
a) Pessimistic
b) Irrelevant
c) Quixotic
d) **Relieved**
3. More insurers are limiting the sale of property insurance in coastal areas and other regions _____ natural disasters.
a) Safe from
b) According to
c) Despite
d) **Prone to**

Each question below consists of a related pair of words, followed by five lettered pairs of words. Select the lettered pair that best expresses a relationship similar to that expressed in the original pair.

4. HEIGHT: MOUNTAIN
a) **Depth : Trench**
b) Shade : Tree
c) Weight : Age
d) Speed : Highway

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Choose the lettered word or phrase that is most nearly opposite in meaning to the word in capital letters.

5. EXODUS
a) Influx
b) Home-coming
c) Return
d) Restoration
6. DETER
a) Twist
b) Intimidate
c) Encourage
d) Straighten

Choose the word most similar in meaning to the capitalized ones.

7. CANNY
a) Obstinate
b) Handsome
c) Clever
d) Stout

Read the passage to answer question

The explosion of a star is an awesome event. The most violent of these cataclysms, which produce supernovae, probably destroys a star completely. Within our galaxy of roughly 100 billion stars the last supernova was observed in 1604. Much smaller explosions, however, occur quite frequently, giving rise to what astronomers call novae and dwarf novae. On the order of 25 novae occur in our galaxy every year, but only two or three are near enough to be observed. About 100 dwarf novae are known altogether. If the exploding star is in a nearby part of the galaxy, it may create a “new star” that was not previously visible to the naked eye. The last new star of this sort that could be observed clearly from the Northern Hemisphere appeared in 1946. In these smaller explosions the star loses only a minute fraction of its mass and survives to explode again. Astrophysicists are fairly well satisfied that they can account for the explosions of supernovae. The novae and dwarf novae have presented more of a puzzle. From recent investigations that have provided important new information about these two classes of exploding star, the picture that emerges is quite astonishing. It appears that every dwarf nova – and perhaps every nova – is a member of a pair of stars. The two stars are so close together that they revolve around a point that lies barely outside the surface of the larger star. As a result the period of rotation is usually only a few hours, and their velocities range upward to within a two-hundredth of the speed of light.

8. According to the passage, our observations of nova are hampered by their extreme brightness.
- a) Loss of mass
 - b) Speed of rotation
 - c) Distance from Earth
 - d) Tremendous violence
9. The production of supernova
- a) Occurs frequently
 - b) Occurs 25 times in 1 year
 - c) Occured in 1946
 - d) Occured in 1604
10. By the term "new star" the author mean one that has recently gained in mass.
- a) Moved from a distant galaxy
 - b) Become bright enough to strike the eye
 - c) Not previously risen above the horizon
 - d) Become visible by rotating in its orbit

ANALYTICAL REASONING

11. **Testifying before the Senate committee investigating charges that cigarette manufacturers had manipulated nicotine levels in cigarettes in order to addict consumers to their products, tobacco executives argued that cigarette smoking is not addictive. The primary reason they gave in support of this claim was that cigarette smoking was not regulated by the Federal Drug Administration.**
- For the tobacco executives' argument to be logically correct, which of the following must be assumed?
- a) Substances that are not addictive are not regulated bythe Federal Drug Administration.
 - b) The tobacco executives lied when they claimed thatcigarette smoking was not addictive.
 - c) Some addictive substances are not regulated by theFederal Drug Administration.
 - d) There is no scientific proof that cigarette smoking isaddictive.
12. **People should be held accountable for their own behavior, and if holding people accountable for their own behavior entails capital punishment, then so be it. However, no person should be held accountable for behavior over which he or she had no control.**
- Which of the following is the most logical conclusion of the argument above?
- a) People should not be held accountable for thebehavior of other people.
 - b) People have control over their own behavior.
 - c) People cannot control the behavior of other people.
 - d) Behavior that cannot be controlled should not bepunished.
13. **There is clear evidence that the mandated use of safety seats by children under age four has resulted in fewer child fatalities over the past five years. Compared to the five-year period prior to the passage of laws requiring the use of safety seats, fatalities of**

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children under age four have decreased by 30 percent.

Which one of the following, if true, most substantially strengthens the argument above?

- a) **The number of serious automobile accidents involvingchildren under age four has remained steady over thepast five years.**
- b) Automobile accidents involving children have decreasedsharply over the past five years.
- c) The use of air bags in automobiles has increased by30 percent over the past five years.
- d) Most fatal automobile accidents involving children underage four occur in the driveway of their home.

- 14. Three men (Tom, Peter and Jack) and three women (Eliza, Anne and Karen) are spending a few months at a hillside. They are to stay in a row of nine cottages, each one living in his or her own cottage. There are no others staying in the same row of houses. Anne, Tom and Jack do not want to stay in any cottage, which is at the end of the row. Anne, Tom and Jack do not want to stay in any cottage, which is at the end of the row. Karen is next to Peter and Jack. Karen is next to Peter and Jack. None of the girls occupy adjacent cottages. The house occupied by Tom is next to an end cottage.**

How many of them occupy cottages next to a vacant cottage?

- a) 2
- b) 3
- c) **4**
- d) 5

- 15. An employee has been assigned the task of allotting offices to six of the staff members. The offices are numbered 1 - 6. The offices are arranged in a row and they are separated from each other by six foot high dividers. Hence voices, sounds and cigarette smoke flow easily from one office to another. Miss Robert's needs to use the telephone quite often throughout the day. Mr. Mike and Mr. Brown need adjacent offices as they need to consult each other often while working. Miss. Hardy, is a senior employee and has to be allotted the office number 5, having the biggest window. Mr. Donald requires silence in the offices next to his. Mr. Tim, Mr. Mike and Mr. Donald are all smokers. Miss Hardy finds tobacco smoke allergic and consecutively the offices next to hers to be occupied by non-smokers. Unless specifically stated all the employees maintain an atmosphere of silence during office hours.**

In the event of what occurrence, within a period of one month since the assignment of the offices, would a request for a change in office be put forth by one or more employees?

- a) Mr. Donald quitting smoking.
- b) The installation of a noisy teletype machine by Miss Hardy in her office.
- c) Mr. Robert's needing silence in the office (s) next to her own.
- d) **Mr. Tim taking over the duties formerly taken care of by Miss. Robert.**

- 16. Three girls Joan, Rita, and Kim and two boys Tim and Steve are the only dancers in a dance program, which consists of six numbers in this order: One a duet; two a duet; three a solo; four a duet; five a solo; and six a duet. None of the dancers is in two consecutive numbers or in more than two numbers. None of the dancers is in two**

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consecutive numbers or in more than two numbers. The second number in which Tim appears is one that comes after the second number in which Kim appears.

Rita must perform only in duets if

- a) Kim is in number two
 - b) Kim is in number five
 - c) **Tim is in number two**
 - d) Tim is in number six
- e) A off, B off, C on.

17. **The only people to attend a conference were four ship captains and the first mates of three of those captains. The captains were L, M, N and O; the first mates were A, D and G.**

Each person in turn delivered a report to the assembly as follows:

Each of the first mates delivered their report exactly after his or her captain. The first captain to speak was M, and captain N spoke after him.

In case A spoke immediately after L and immediately before O, and O was not the last speaker, L spoke

- a) Second
- b) Third
- c) **Fourth**
- d) Fifth

18. **A five-member research group is chosen from engineers I, J, K and L and chemists M, N, O and P. At least three engineers must be in the research group. However, I refuses to work with L, J refuses to work with M, N refuses to work with O, L refuses to work with N.**

If J and K are chosen, which is necessarily true?

- I. I is chosen
 - II. L is chosen
 - III. Either N or O is chosen
- a) I only
 - b) II only
 - c) **III only**
 - d) II and III only

19. **An increasing number of people prefer to retain their own individuality and their own identity and consequently this has led to a decline in the marriage rate.**

- a) Very few people prefer to bring up a family.
- b) Emotionally divorce is not an easy procedure.
- c) 700 couples from 1000 surveyed couples complained that they were losing their identity.
- d) **Married people have to make a considerable effort to make the marriage last.**

20. Successfully adjusting to one's environment leads to happiness. War at a universal level destroys the weaker people, who are the most unable to adjust to their environment. Thus, war at the universal level puts weaklings out of their misery and allows more space for their predators to enjoy life in a better manner. As those actions have to be performed, which maximize the level of happiness of the greatest number, war at a universal level should take place.

- I. Technology could change the environment.
 - II. War at the universal level would be an integral part of the environment.
 - III. It is possible for the strong to survive without suppressing the weak.
- a) I only
 - b) III only
 - c) II only
 - d) I and III only

QUANTITATIVE REASONING

21. Three partners shared the profit in a business in the ratio 5 : 7 : 8. They had partnered for 14 months, 8 months and 7 months respectively. What was the ratio of their investments?

- a) 5 : 7 : 8
- b) 20:49:64
- c) 38:28:21
- d) None

22. The average temperature for Wednesday, Thursday and Friday was 40C. The average for Thursday, Friday and Saturday was 41C. If temperature on Saturday was 42C, what was the temperature on Wednesday?

- a) 39 C
- b) 44 C
- c) 38 C
- d) 41 C

23. Interest obtained on a sum of Rs. 5000 for 3 years is Rs. 1500. Find the rate percent.

- a) 8%
- b) 9%
- c) 10%
- d) 11%

24. Three numbers are in ratio 1:2:3 and HCF is 12. The numbers are:

- a) 12,24,36
- b) 11,22,33
- c) 12,24,32
- d) 5,10,15

25. 1.14 expressed as a per cent of 1.9 is:

- a) 6%
- b) 10%
- c) 60%
- d) 90%

26. If $\frac{2}{3}$ of A = 75% of B = 0.6 of C, then A:B:C is

- a) 2:3:3
- b) 3:4:5
- c) 4:5:6
- d) 9:8:10

27. A sells an article to B at a profit of 10% B sells the article back to A at a loss of 10%. In this transaction:

- a) A neither losses nor gains
- b) A makes a profit of 11%
- c) A makes a profit of 20%
- d) B loses 20%

28. The ratio between the perimeter and the breadth of a rectangle is 5 : 1. If the area of the rectangle is 216 sq. Cm, what is the length of the rectangle?

- a) 16 cm
- b) 18 cm
- c) 24 cm
- d) Data inadequate
- e) None of these

29. What is the probability of getting a sum 9 from two throws of a dice?

- a) $1/6$
- b) $1/8$
- c) $1/9$
- d) $1/12$

30. A hall is 15 m long and 12 m broad. If the sum of the areas of the floor and the ceiling is equal to the sum of the areas of four walls, the volume of the hall is:

- a) 720
- b) 900
- c) 1200
- d) 1800

ISLAMMIYAT

31. Prophet Muhammad (PBUH) belonged to _____ family.

- a) **Hashmi**
- b) Quraishi
- c) Makki
- d) Madni

32. In the beginning Prophet Muhammad (PBUH) worked as a shepherd for

- a) **Banu Saad**
- b) Banu Asad
- c) Banu Ummayya
- d) Banu Makhzoom

33. Prophet Muhammad (PBUH) had _____ sons.

- a) 1
- b) 2
- c) **3**
- d) 4

34. Prophet Muhammad (PBUH) had _____ daughters.

- a) 1
- b) 2
- c) 3
- d) **4**

35. In the "Sacriligious wars", when Prophet Muhammad (PBUH) was 20 years of age, Quraish and their allies were lead by

- a) Abu Jahal
- b) Abu Lahab
- c) Umayah bin Khalaf
- d) **Harb bin Umayah**

PAKISTAN STUDIES

36. Who was the first President of the Constitution Assembly of Pakistan?

- a) Liaquat Ali Khan
- b) **Quaid-e-Azam**
- c) Moulvi Tameez-ud-Din
- d) Sardar Abdur Rab Nishtar

37. After how many years did Pakistan got its first constitution?

- a) 5 years
- b) 7 years
- c) 9 years
- d) 11 years

38. What document was firstly drafted to give pace to constitution making process?

- a) Representative Act
- b) Pakistan Act
- c) Independence Act
- d) Objective Resolution

39. When the Constituent Assembly passed the Objective Resolution?

- a) 14th February 1949
- b) 12th March 1949
- c) C. 9th June 1949
- d) D. 15th August 1949

40. When Mohammad Ali Bogra presented Bogra Formula in the assembly?

- a) January 1953
- b) April 1953
- c) September 1953
- d) October 1953

COMPUTER SCIENCE

41. A computer derives its basic strength from

- a) Speed
- b) Accuracy
- c) Memory
- d) All of the above
- e) None of the above

42. Modern computers compared to earlier computers are

- a) Faster and larger
- b) Less reliable
- c) Larger and stronger
- d) Slower but more reliable
- e) Faster and smaller

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43. The use of computer for business applications is attractive because of its

- a) Accuracy
- b) Reliability
- c) Speed
- d) Secret code facility
- e) **All of the above**

44. A computer is capable of performing almost any task provided, that it can be

- a) Coded
- b) Memorised
- c) Analysed
- d) **Reduced to a series of logical steps**
- e) Changed top mathematic equation

45. ABIT represents a

- a) Decimal digit
- b) Octal digit
- c) **Binary digit**
- d) Hexa decimal digit
- e) None

46. A company has very high speed, accuracy and reliability. Its intelligence quotient could be of the order of

- a) 100
- b) **0**
- c) 50
- d) 200
- e) 99.99

47. Computer can not do anything without a

- a) Chip
- b) Memory
- c) Output device
- d) **Program**
- e) None of the above

48. A computer possesses information

- a) As directed by the operator
- b) **Automatically**
- c) At once
- d) Gradually and eventually
- e) By truncating

49. Pick up the false statement

- a) Computer can manipulate both numeric and non-numeric symbols
- b) Computer errors can usually be traced to faulty programs or inaccurate input data
- c) **The facts or informational raw materials represented by numeric and non-numeric symbols are called information**
- d) The space in the primary storage section is divided into four areas: input, working, storage, output and program storage.
- e) Information is the relevant knowledge that results from the processing and arranging of data in an ordered and useful form.

50. Processors of all computers, whether micro, mini or mainframe must have

- a) ALU
- b) Primary storage
- c) Control unit
- d) **All of these**
- e) None of the above

BUSINESS ETHICS

51. By which act government checks restrictive trade?

- A. Industrial Policy Act 1991
- B. MRTP Act**
- C. C.FEMA act
- D. None of these

52: Which of the following does not fall within the jurisdiction of MRTP commission?

- A. Prevention of Monopolistic Trade practices
- B. Prevention of Restrictive trade practices
- C. Prohibition of Unfair Trade Practices
- D. Regulation of Combinations

53: Liberalization means

- A. Liberating the industry, trade and economy from unwanted restrictions
- B. Opening up of economy to the world by attaining international competitiveness
- C. Free determination of interest rate
- D. Reducing number of reserved industries from 17 to 8

54: When a company taken over another one and clearly becomes the new owner, the action is called

- A. Merger
- B. Acquisition
- C. Strategic Alliance
- D. None of the above

55. Relaxing the restrictions and controls imposed on Business and industry means

- A. Liberalisation
- B. Privatisation
- C. Globalisation
- D. None of the above

MARKETING (BASIC)

56. The marketer uses _____ to display, sell, or deliver the physical product or service to the buyer or user.

- A) Communication channel
- b) Distribution channel
- c) Service Channel
- d) None of the above

57. When a firm acquires its peers or expands downstream or upstream, its objective is to

- a) Capture a higher percentage of Supply Chain Value
- b) Capture a higher percentage of Demand Chain Value
- c) a & b
- d) None of the above

58. The broad environment consists of:

- a) Demographic environment, economic environment and physical environment
- b) Technological environment, political-legal environment and social-cultural environment
- c) Both a & b
- d) None of the above

59. The societal forces that spawned the Information Age have resulted in

- a) Many new consumer capabilities
- b) Many new company capabilities
- c) Many new consumer and company capabilities
- d) None of the above

60. As per the production concept, businesses concentrates on:

- a) High product efficiency
- b) Low costs
- c) Mass distribution
- d) All of the above

61. The organizations that make use of product concept focus on

- a) Quality performance
- b) Low costs
- c) Mass distribution
- d) All of the above

62. Marketing focuses on the need of _____

- a) buyer
- b) Seller
- c) Buyer and Seller
- d) None of the above

63. In proactive marketing orientation, an organization focuses on:

- a) customer's latent needs
- b) Customer's expressed needs
- c) Both a & b
- d) None of the above

64. Holistic Marketing incorporates:

- a) Relationship marketing and integrated marketing
- b) Internal marketing and performance marketing
- c) Both a & B
- d) None of the above

65. The original name of NIKE was

- a) Blue Ribbon Sports
- b) Red Ribbon Sports
- c) Blue and Red Ribbon Sports
- d) Orange Ribbon Sports

ECONOMICS

66-Demand for a commodity refers to:

- a) Need for the commodity
- b) Desire for the commodity
- c) Amount of the commodity demanded at a particular price and at a particular time
- d) Quantity demanded of that commodity

67-Which among the following statement is INCORRECT?

- a) On a linear demand curve, all the five forms of elasticity can be depicted'
- b) **If two demand curves are linear and intersecting each other then coefficient of elasticity would be same on different demand curves at the point of intersection.**
- c) If two demand curves are linear, and parallel to each other then at a particular price the coefficient of elasticity would be different on different demand curves.
- d) The price elasticity of demand is expressed in terms of relative not absolute, changes in Price and quantity demanded'

68-If the demand for a good is inelastic, an increase in its price will cause the total expenditure of the consumers of the good to:

- a) **Increase**
- b) Decrease
- c) Remain the same
- d) Become zero

69-The horizontal demand curve parallel to x-axis implies that the elasticity of demand is:

- a) Zero
- b) **Infinite**
- c) Equal to one
- d) Greater than zero but less than infinity

70-An individual demand curve slopes downward to the right because of the:

- a) Working of the law of diminishing marginal utility
- b) Substitution effect of decrease in price
- c) Income effect of fall in Price
- d) **All of the above**

71. What is customer value?

- a) Ratio between the customer's perceived benefits and the resources used to obtained these benefits.
- b) Excess of satisfaction over expectation.
- c) Post purchase dissonance
- d) None of the above.

72: The cost of capital method includes

- a) Dividend yield method
- b) Earning yield method
- c) Dividend yield + growth in dividend method
- d) All of the above

73. Which method does not consider the time value of money

- a) Net present value
- b) Internal Rate of Return
- c) Average rate of return
- d) Profitability Index

74. Risk in capital budgeting implies that the decision maker knows _ of the cash flows.

- a) Variability
- b) Certainty
- c) Probability
- d) None of these

75. Cost of capital is helpful in corporative analysis of various

- a) Source of Finance
- b) Source of Services
- c) Source of material
- d) Product

76. Which of the following is not included in the assumption on which Myron Gordon proposed a model on Stock valuation

- a) Retained earning the only source of financing
- b) Finite Life of the firm**
- c) Taxes do not exist
- d) Constant rate of return on firms investment.

77. Examine the following statements.

(i) Payback period method measure the true profitability of a project.

(ii) Capital Rationing and capital budgeting mean the same thing.

(iii) Internal Rate of Return and Time Adjusted rate of Return are the same thing.

(iv) Rate of Return takes into account the time value of money.

- a) (i), (ii) and (iii) are correct.**
- b) (ii) and (iii) are correct.
- c) Only (iii) is correct.
- d) All (i), (ii), (iii) and (iv) are false.

78. Which is called as Dividend Ratio Method?

- a) Dividend Yield Method**
- b) Debt Equity Method
- c) Asset Method
- d) Equity Method

79. If the current ratio is 2: 1 and working capital is Rs. 60,000, What is the value of the current assets?

- a) Rs. 60,000
- b) Rs. 1,00,000
- c) Rs. 1,20,000**
- d) Rs. 1,80,000

80. Which of the following has the highest cost of capital?

- a) Loans
- b) Equity shares**
- c) Bonds
- d) Preference shares

MANAGEMENT (BASIC)

81. "Shareholder wealth" in a firm is represented by:

- a) The number of people employed in the firm.
- b) The book value of the firm's assets less the book value of its liabilities.
- c) The amount of salary paid to its employees.
- d) **The market price per share of the firm's common stock.**

82. The long-run objective of financial management is to:

- a) Maximize earnings per share.
- b) **Maximize the value of the firm's common stock.**
- c) Maximize return on investment.
- d) Maximize market share.

83. What are the earnings per share (EPS) for a company that earned \$100,000 last year in after-tax profits, has 200,000 common shares outstanding and \$1.2 million in retained earnings at the year end?

- a) \$100,000
- b) \$6.00
- c) **\$0.50**
- d) \$6.50

84. A(n) _____ would be an example of a principal, while a(n) _____ would be an example of an agent.

- a) **Shareholder; manager**
- b) Manager; owner
- c) Accountant; bondholder
- d) Shareholder; bondholder

85. The market price of a share of common stock is determined by:

- a) The board of directors of the firm.
- b) The stock exchange on which the stock is listed.
- c) The president of the company.
- d) **Individuals buying and selling the stock.**

86. The focal point of financial management in a firm is:

- a) The number and types of products or services provided by the firm.
- b) The minimization of the amount of taxes paid by the firm.
- c) **The creation of value for shareholders.**
- d) The dollars profits earned by the firm.

87. The decision function of financial management can be broken down into the _____ decisions.

- a) Financing and investment
- b) **Investment, financing, and asset management**
- c) Financing and dividend
- d) Capital budgeting, cash management, and credit management

88. The controller's responsibilities are primarily _____ in nature, while the treasurer's responsibilities are primarily related to _____.

- a) Operational; financial management
- b) Financial management; accounting
- c) **Accounting; financial management**
- d) Financial management; operations

89. In the US, the _____ has been given the power to adopt auditing, quality control, ethics, and disclosure standards for public companies and their auditors as well as investigate and discipline those involved.

- a) American Institute of Certified Public Accountants (AICPA)
- b) Financial Accounting Standards Board (FASB)
- c) **Public Company Accounting Oversight Board (PCAOB)**
- d) Securities and Exchange Commission (SEC)

90. A company's _____ is (are) potentially the most effective instrument of good corporate governance.

- a) Common stock shareholders
- b) **Board of directors**
- c) Top executive officers
- d) None of these.

91. According to the accounting profession, which of the following would be considered a cash-flow item from an "investing" activity?

- a) Cash inflow from interest income.
- b) Cash inflow from dividend income.
- c) **Cash outflow to acquire fixed assets.**
- d) All of the above.

92. According to the Financial Accounting Standards Board (FASB), which of the following is a cash flow from a "financing" activity?

- a) Cash outflow to the government for taxes.
- b) **Cash outflow to shareholders as dividends.**
- c) Cash outflow to lenders as interest.
- d) Cash outflow to purchase bonds issued by another company.

93. If the following are balance sheet changes:

\$5,005 decrease in accounts receivable

\$7,000 decrease in cash

\$12,012 decrease in notes payable

\$10,001 increase in accounts payable

A "use" of funds would be the:

- a) \$7,000 decrease in cash.
- b) \$5,005 decrease in accounts receivable.
- c) \$10,001 increase in accounts payable.
- d) **\$12,012 decrease in notes payable.**

94. On an accounting statement of cash flows an "increase(decrease) in cash and cash equivalents" appears as

- a) A cash flow from operating activities.
- b) A cash flow from investing activities.
- c) A cash flow from financing activities.
- d) **None of the above.**

95. Uses of funds include a (an):
- a) Decrease in cash.
 - b) Increase in any liability.
 - c) **Increase in fixed assets.**
 - d) Tax refund.
96. Which of the following would be included in a cash budget?
- a) Depreciation charges.
 - b) **Dividends.**
 - c) Goodwill.
 - d) Patent amortization.
97. An examination of the sources and uses of funds statement is part of:
- a) A forecasting technique.
 - b) **A funds flow analysis.**
 - c) A ratio analysis.
 - d) Calculations for preparing the balance sheet.
98. Which of the following is NOT a cash outflow for the firm?
- a) **Depreciation.**
 - b) Dividends.
 - c) Interest payments.
 - d) Taxes.
99. Which of the following would be considered a use of funds?
- a) **A decrease in accounts receivable.**
 - b) A decrease in cash.
 - c) An increase in account payable.
 - d) An increase in cash.
100. The cash flow statement in the United States is most likely to appear using
- a) A "supplementary method."
 - b) A "direct method."
 - c) **An "indirect method."**
 - d) A "flow of funds method."