GRE Type Objective Questions (30%)	Weight	No. of Questions		
1) Verbal Reasoning	10%	8 (8 Marks)		
2) Quantitative Reasoning	10%	8 (8 Marks)		
3) Analytical Reasoning	10%	8 (8 Marks)		
Subject Related Questions (70%)				
1) Subjective Question:	25%	1 (20 Marks)		
2) Objective Questions.	1 - 0/	12 (12 Marka)		
<ul> <li>Accounting / Finance / Economics</li> </ul>	15%	12 (12 Marks)		
<ul> <li>HRM / Management / OB</li> </ul>	10%	8 (8 Marks)		
<ul> <li>Marketing</li> </ul>	10%	8 (8 Marks)		
<ul> <li>Research Methods</li> </ul>	10%	8 (8 Marks)		

# **M.COM 1.5 ADMISSION TEST – DIVISION OF MARKS**

Total Marks: 80

Passing Marks: 50%

Total Time for M. Com Test: 2 Hours (10:00 AM to 12:00 PM)

Reporting/Sitting Time for M. Com Test: 9:30 am

Test Date: 05 November 2023

Test Venue: Anis Block, Hailey College of Commerce, University of the Punjab, New Campus,

(Quaid-e-Azam Campus), Canal Road, Lahore

(042) 99231273

# Hailey College of Commerce Sample Questions for Entry Test M.Com 1.5 (Hons.)

These questions and content may or may not be representative of questions you may see in the entrance test. They are meant for the help of the candidates and in no way are a full representative of level of difficulty or exact type of questions or number of questions that will be given in the entrance test.

The test will contain MCQs of different categories and, in addition, may have an essay type question that requires the students to write a comprehensive answer. The total duration of the test is **120 minutes** and total number of questions will be **around 80 marks (60 MCQs and 1 Subjective Long Question)**.

For the convenience of the candidates, the answers to the MCQs are given in bold. On the test day, candidates will be required to fill an appropriate circle on an answer sheet depending on the correct answer. Only lead pencil is allowed. A specimen of answer sheet can be found with this sample test.

#### Section 1: English/Verbal Reasoning (10% → 8 Questions)

- 1. Because the superintendent was a \_\_\_\_\_\_rather than a professional plumber, it's no surprise that he proceeded mostly by guesswork.
  - a. Lummox
  - b. Bureaucrat
  - c. Layperson
  - d. Administrator
  - e. Official
- 2. One must adhere \_\_\_\_\_some principles in life
  - a. to
  - b. of
  - c. for
  - d. with
  - e. in

Read the following passage and answer question no. 3 (You may be asked to answer several questions from a bit longer passage):

Reading comprehension is defined as the level of understanding of writing. Proficient reading depends on the ability to recognize words quickly and effortlessly. If word recognition is difficult, students use too much of their processing capacity to read individual words, which interferes with their ability to comprehend what is read. Many educators believe that students need to learn to analyze text (comprehend it) even before they can read it on their own, and comprehension instruction generally begins in pre-Kindergarten or Kindergarten. But some other educators consider this reading approach to be completely backward for very young students, arguing that the students must learn how to decode the words in a story through phonics before they can analyze the story itself.

- 3. Reading comprehension test helps to gauge the level of
  - a. How students understand English
  - b. How students understand written English

#### c. How students understand writings in the language under consideration

- d. Ability of speaking a language
- e. Understanding very difficult words and phrases

#### Section 2: Logical/Analytical Reasoning (10% → 8 Questions)

Nine individuals: Ahmed, Bilal, Danish, Faisal, Haroon, Liaquat, Maryam, Shiza and Zeeshan are to serve on three committees labeled A, B and C.

- Each candidate should serve on exactly one of the committees
- Every committee must have atleast one member
- Committee A should consist of exactly one member more than that of committee B
- Among Maryam, Shiza and Zeeshan none can serve on committee A
- Among Faisal, Harron and Liaquat none can serve on committee B
- Among Ahmed, Bilal and Danish none can serve on committee C
- 1) In case Danish and Zeeshan are the individuals serving on committee B, how many of the nine individuals should serve on committee C?
  - a. 2
  - b. 3
  - c. 4
  - d. 5
  - e. 6

2. In case Ahmed is the only individual serving on committee B, which among the following should serve on committee A?

- a. Bilal and Danish
- b. Bilal and Faisal
- c. Bilal and Liaquat
- d. Faisal and Haroon
- e. Danish and Haroon

#### Section 3: Quantitative Reasoning (10% → 8 Questions)

- 1. If the correlation between body weight and annual income were high, positive and significant, we could conclude that:
  - a. high incomes cause people to eat more food.
  - b. low incomes cause people to eat less food.
  - c. high income people tend to spend a greater proportion of their income on food than low income people, on average.

#### d. high income people tend to be heavier than low income people, on average.

- e. high incomes cause people to gain weight.
- 2. If A and B can complete a piece of work in 15 days and B alone in 20 days, in how many days can A alone complete the work
  - a. 60
  - b. 40
  - c. 45
  - d. 30
  - e. None of the above
- 3. If quantity A is the average (arithmetic mean) of x and y and quantity B is the average (arithmetic mean) of x-1 and y+1
  - a. the quantity A is greater than B
  - b. the quantity B is greater than A.
  - c. Both quantities A and B are equal.
  - d. x-1 is always equal to y+1
  - e. The relationship cannot be determined from the information given

#### Section 4: Accounting/Finance/Economics (15% → 12 Questions)

- 1. Which of the following equations properly represents a derivation of the fundamental accounting equation?
  - a. Assets + liabilities = owner's equity.
  - b. Assets = owner's equity.
  - c. Cash = assets.
  - d. Assets liabilities = owner's equity.
  - e. Cash = Assets + owner's equity
- 2. The trading securities owned by a company are:
  - a. reported on the balance sheet as a current asset.
  - b. reported on the balance sheet as a noncurrent asset.
  - c. reported on the balance sheet as a contra-equity account.
  - d. reported on the balance sheet as a reduction of liabilities.
  - e. Reported no where
- 3. Interest rate risk is a type of
  - a. Credit risk
  - b. Market risk
  - c. Operational risk
  - d. All the above
  - e. none of the above
- 4. Arbitrage is
  - a. Buying and selling in two markets simultaneously
  - b. A rate of interest
  - c. A Fee
  - d. Arbitrage is a dispute
  - e. None of these

- 5. The demand for a product would be more inelastic:
  - a. the greater is the time under consideration
  - b. the greater is the number of substitutes available to buyers
  - c. the less expensive is the product in relation to incomes
  - d. all of the above
  - e. none of the above is true
- 6. Which of the following represents the fisher's equation?
  - a. Nominal interest rate = real interest rate + inflation
  - b. Nominal interest rate + inflation = real interest rate
  - c. Nominal interest rate = real interest rate inflation
  - d. Nominal interest rate = real interest rate / inflation
  - e. Real interest rate = nominal interest rate + inflation

#### Section 5: HRM/Management/OB (10% → 8 Questions)

- 1. Organizational culture is similar to an individual's
  - a. skills

#### b. personality

- c. Motivation
- d. ability
- e. rationality
- 2. Which one of the following is not the specific goal of human resource management
  - a. attracting applicants
  - b. retaining employees
  - c. separating employees
  - d. motivating employees
  - e. all of the above
- 3. Organizational behaviour focuses at 3 Levels
  - a. Individuals, Organisation, Society
  - b. Society, Organisation, Nation
  - c. Employee, Employer, Management
  - d. Individual, Groups, Organisation.
  - e. All of the above

#### Section 6: Marketing (10% → 8 Questions)

- 1) According to Philip Kotler marketing is \_\_\_\_?
  - a. A science
  - b. An art
  - c. Both science and art
  - d. None of the above
  - e. All of the above

2) In the SERVICE industry how many Ps comprise the marketing mix?

- a. 4 Ps
- b. 7 Ps
- c. 10 Ps
- d. 8 Ps
- e. 5 Ps

3) Marketing is a process which aims at \_\_\_\_\_

- a. Production
- b. Profit-making.
- c. The satisfaction of customer needs
- d. Selling products
- e. All of the above

### Section 7: Research Methods (10% → 8 Questions)

- 1. Which of the following statements is INCORRECT about the sampling distribution of the sample mean:
  - a. The standard error of the sample mean will decrease as the sample size increases.
  - b. The standard error of the sample mean is a measure of the variability of the sample mean among repeated samples.
  - c. The sample mean is unbiased for the true (unknown) population mean.
  - d. The sampling distribution shows how the sample mean will vary among repeated samples.
  - e. The sampling distribution shows how the sample was distributed around the sample mean.
- 2. A mediator variable is
  - a. Another name for the dependent variable.
  - b. Responsible for the relationship between two other variables.
  - c. Another name for the independent variables
  - d. All of the above
  - e. None of the above

# Section 8: Subject Related Subjective Question (25% → 1 Question)

Risk is an inherent element of a business. Nowadays, what are the risks for a common businessman in Pakistan? Justify your answers with solid multiple examples.

# Hailey College of Commerce Sample Answer Sheet

You need to fill in the appropriate circle depending on the correct answer. For example, you should fill in circle in column 'c' for question number 1. Filling in more than one circle is not allowed. Once you fill a circle, you cannot change your answer. For filling in the answer sheet, only lead pencil is allowed.

Q #	а	b	С	d	е	Q #	Α	b	С	d	е
1.	0	0		0	0	15.	0	0	0	0	0
2.	0	0	0	0	0	16.	0	0	0	0	0
3.	0	0	0	0	0	17.	0	0	0	0	0
4.	0	0	0	0	0	18.	0	0	0	0	0
5.	0	0	0	0	0	19.	0	0	0	0	0
6.	0	0	0	0	0	20.	0	0	0	0	0
7.	0	0	0	0	0	21.	0	0	0	0	0
8.	0	0	0	0	0	22.	0	0	0	0	0
9.	0	0	0	0	0	23.	0	0	0	0	0
10.	0	0	0	0	0	24.	0	0	0	0	0
11.	0	0	0	0	0	25.	0	0	0	0	0
12.	0	0	0	0	0	26.	0	0	0	0	0
13.	0	0	0	0	0	27.	0	0	0	0	0
14.	0	0	0	0	0	28.	0	0	0	0	0

In the example below, only question 1 is filled.