

PREPARED BY ADIL ALVI

UNSOLVED MGT211 MIDTERM SUBJECTIVE QUESTIONS 2010 - 2019

- 1) private limited company
 - 2) Mr. sohail wants to start a new business what purposes are necessary
 - 3) aik tha k apka frnd apny city m net cafe opn kr ra as a bussines student ap usy kya instruction dy gyn
 - (4) tratigical alliance
- Dec 19, 2019

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- 1) Write the definition of tariffs. Why government imposes tariffs?
 - 2) What is marketing? And history type another portion.
 - 3) What is transactional marketing and relational marketing?
 - 4) Why people like to invest in corporations or Joint Stock Company?
- Dec 19, 2019

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- 1) effects of legal entity
 - 2) define balance of payments, when balance of payment favorable and unfavorable
 - 3) Mr. Ahsan who is Canadian citizen wants to start a business in Pakistan give suggestions him to start a business (#long)
 - 4) Mr. ali is a governments officers and want to start business he don't have any experience give him recommendations he go for partnership or franchise (#long)
- Jan 4, 2019

- 1) Performance appraisal is an effective technique of motivation. Discuss.
- 2) Differentiate between limited partner and unlimited partner.
- 3) Mr. Ali and Mr. Adeel have started to open a fast food restaurant as partners. Being a business student what are the duties of both partners for newly started business
- 4) Write down the objectives of annual general meetings. - *5 marks*
- 5) briefly discuss relationship marketing and its importance for organizations. *- 5 marks*

1. Briefly describe the parties involved in franchise agreement. (3)
2. Discuss the legal position of sole proprietor. (3)
3. What do you mean by "aids to trade"? Discus any three aids to trade. (5)
4. Briefly discuss the common motivator for entrepreneur to start a new venture. (5)
5. Define "marketing" & briefly discuss the stages of marketing. (5)

1. What's is the primary functions of CEO of organization?
2. What is the government policies for welfare of economy?
3. If u r the member of xyz company then how u winded up your company because of some critical conditions?
4. What is private limited company and public limited company explain by name title and number of members?
5. What is corporate social responsibilities explain briefly?

1. Responsibilities of CEO of 3 marks
2. Advantages and disadvantages of sole trade business of 5 marks

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3. Benefits of strategic alliance of 5 marks
4. Characteristics of partnership of 3 marks

Dec 29, 2018

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- 1) balance of trade and deficit and surplus trade(5 marks)
- 2) problems of sole proprietorship (5 marks)
- 3) any 5 key points of statutory report (marks)
- 4) difference b/w diddolution of partnership firm and dissolution of partnership (3 marks)
- 5) one question is about motivation(3 marks)

Jun 3, 2017

- 1-corporation business me profit kis tarra taqseem kiya jata hai... (3)
- 2-type of partnership of management byaan kary... (5)
- 3-agar ap aik global level par fast food open kar rhy ho to ap ko is ki promotion or taraqqi k liye kia kia karna parry ga... (5)
- 4-agar Mr. Ali ka kissi government company me experience 10 saal ka hai. Or ab wo apna bisnus start karna chata hai laikin us k paas capital (paissy) nai hai. To wo kis tarra patnrship business kar sakta hai is par note likhy (5)

Jun 3, 2017

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- 1) What is meant by double taxation policy in Joint Stock Company? (3 marks)
- 2) Difference btw limited and unlimited partnership. (3 marks)
- 3) One question was related to disadvantages of proprietorship business. (5 marks)
- 4) Managers use different techniques to motivate their employees. Explain participative management and empowerment and objective management. (5 marks)
- 5) What is a business plan? Explain (5 marks)

Jun 10, 2017

- 1-how to divide profit in corporation business (3 marks)
 - 2-explain the type of partnership of management (5 marks)
 - 3-if you are opening a fast food business on global level. What should you do for its promotion and success (5 marks?)
 - 4- Write a note on, if Mr. ali has 10 years' experience in a government company. And now he wants to start his own business, but he does not has capital amount. So how can he do partnership business? (5 marks)
- Q1. Differentiate between extractive and genetic industry (3 marks)
- Q2. What are the kinds of partners according to their part in management in the firm (5 marks)
- Q3. Ms.xyz has a clothes shop in Lahore. She wishes to open branches of her shop in other cities as well but due to capital shortage she can't. Being a business student suggest some measures to sell her product without a personal shop. (5 marks)
- Q4. Give some motivation strategies, for employee's motivation (3 marks)
- Objectives were mostly from sole proprietorship, partnership and company

Jun 8, 2017

- 1) Causes of the failure in the business (3 marks)
- 2) In business plan the objectives of the business and marketing plan (5 marks)
- 3) Suggest Ali which type of business he start (1) sole ownership (2) partnership (5 marks)

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4) Sole ownership in future your opinion. (3 marks)

Over all sara paper conceptual tha mcq's bhi conceptual thy

Jun 2, 2016

1: Mr. Ghani importing product from European countries to Pakistan. In your opinion what sort of requirements he needed in general? Marks 03

2: is registration of a partnership necessary? Marks 03

3: after completion of mba you got a job in newly started venture which is started by an entrepreneur. As a silent observer and part of this venture what kind of characteristics the owner of this venture has and can u start new venture on these grounds? Marks 05

4: nabeel planned to start a business of serving fresh juices and milkshakes, he rented out a shop in market and initiated operations. After 6 months he realized that his business isn't as much successful as he supposed. What will be the possible causes of failure of business? Marks 05

5: distinguish b/w limited company and public limited in terms of following:

1. Title or name of the company. 2. No of member's marks 05

Dec 19, 2016

Q1: factor to import the business?

Q2: who have the right to call the annual general meeting?

Q3: which factors threaten the economic stability?

Dec 18, 2016

Q: feature of partnership, private and public company?

Q: a manger how to motivate subordinate in organization?

Q one question related to share holder

Dec 19, 2016

1. Entrepreneur

2. Validation

3. Sole proprietorship

Dec 23, 2015

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1) Benefits of performance appraisal 3 marks

2) Discuss the effects of company as a separate single entity 3

3) Marketing and discuss its stages 5 number

4) U want to start a new business of fast food restaurant globally what should be required for the promotion and expansion of business 5 marks

5) Ik question tha k business start krne sa pehle kia krtay haen wo jo promotion stage kartey

Dec 26, 2015

1) What is psychological contract?

2) What are the factors of marketing plan?

3) What are the basic factors of making new business successful?

4) What is equal opportunity employment and its factor?

Jan 16, 2015

1) Pinpoint the potential issues of evaluation of performance. 3 number ka sawal tha

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- 2) Recruitment procedure and ways of recruit the human resources 5 num ka sawal tha
- 3) Hawthorn effect and hawthorn's behavior per 1 question tha

Jun 24, 2015

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- 19) What are the factors contributing in organization? (3 marks)
- 20) Job enlargement and job enrichment are used interchangeably. How will you comment to this statement? (3 marks)
- 21) Entrepreneurial characterizes? Any five (5 marks)
- 22) What practices organization adopt to fulfill the physical and safety need for their employees? (5 marks)
- 23) What positive perspectives are attended will the employees recruitment? (5 marks)

Jun 14, 2014

- 1) differentiate between pattern interviews and unpattern interviews 3 marks
- 2) discuss the various disadvantages of franchising marks 3
- 3) why employ turn-over is considers bad for the organization marks 3
- 4) what is the job analysis? Why the job analysis is important for an organization? Marks 5
- 5) describe reinforcement theory?

May 30, 2013

- 1) What is job analysis? Why it's important for company?
- 2) Define article of association?
- 3) In organization (theory x n y) which one is more preferred?
- 4) Term goal n strategy are interchangeably"comment on statement
- 5) What off line job training techniques?

May 31, 2013

- 1) What are the tasks in human resource development plan? (3 marks)
- 2) Identify any cooperative society in your locality, and what are its objectives? (3 marks)
- 3) Being at managerial position, it is our responsibility to deal ethically with the local and
- 4) Government bodies, list down the name of these local and government bodies. (3 marks)
- 5) What is the difference b/w leadership and management? (5 marks)
- 6) Organizational sole responsibility is the well-being of its employees." how would you evaluate this statement? (5 marks)

Jun 1, 2013

1. What is the role of a member in a cooperative society regarding his liability? 3
2. Who are stake holders? 3
3. What is relationship marketing and why it is important? 3
4. What is Douglas Murray McGregor theory of x & y? 5
5. A detailed story of a person in an organization regarding the it's role. The answer was about whistle blowers. 5
6. What is whistle blowers role in an organization and why management dislikes them?

Dec 22, 2013

1. What is article of association?
2. Define utility and its forms.

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3. If I had been a marketing manager for hilal food. What elements can affect hilal food business directly & indirectly?

4. How hygiene factors are related to Maslow's hierarchy need theory.

5. Hrm important strategic tools.

Dec 20, 2013

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Q 1:- Who are stakeholders? (3)

Q 2:- Define business plan and explain it briefly? (3)

Q 3:- What measures organizational usually take to weaken the effect of monotonous job by enhancing means of socialization of employees? (3)

Q 4:- Differentiate between job description and job specification? (5)

Q 5:- What do you mean by the term "utility"? What are the different forms of utility?

Dec 31, 2013

1) Difference b/w job description & job specification

2) suppose u r owner of restaurant then as a government is stakeholder. How will they affect in your business

3) define business plan

4) from which school few Taylor was? What was his contribution?

Dec 17, 2012

1) Sole proprietorship is the oldest form of business organization.

2) Easy dissolution in sole proprietorship.

3) Sole proprietorship is the only form of business organization where the owner enjoys entire profit.

4) It is an independent form of business organization, sole proprietorship.

5) In case of sole proprietorship a single person bears all the losses. Risk of loss.

6) A joint stock company can get a huge amount of capital from banks.

7) The liability of each member in cooperative society is limited to the share capital.

8) Franchising question.

9) How many type of job analysis? 2

10) Age, not included in equal employee opportunity.

Q. What is entrepreneurship, write the characteristics of entrepreneurs? 5

Q. What is equity theory?

Q. What is relationship marketing? And its benefits? 3

Q. What is disadvantages of franchising? 3

Q. What are the major rts of Pakistan? 3

Dec 17, 2012

1) What measures organizations usually take to weaken the effect of monotonous job by enhancing means of socializations of employees?

2) Consider yourself as an employee of ABC incorporation and list down all those concerns which directly show your interest towards the organization's affair.

3) Define business ethics. What is the importance of business ethics?

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4) What were factors that gave emergence to the concept of equal employment opportunity (eeo)?

May 20, 2012

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1. Differentiate between job enrichment and job redesign
2. What is globalization? What is the role of GATT and WTO in globalization?
3. Differentiate between merger and acquisition?
4. Criticism on Maslow's theory of needs

May 16, 2012

- 1 legal and political barriers of trade of international business? (5 marks).
- 2 Mr. Ali has been using Haier electronics last 2 years he is happy about the product of Haier electronics. Now he needs the air conditioner for his home so again he preferred the Haier's product, he is what type of customer? (5 marks).
- 3 how to relate the Herzberg's hygiene factors with the Maslow's hierarchy of need? (3 marks).
- 4 if you want to trade European countries what types of requirements do you need to do international trade? (3 marks).

May 16, 2012

- Q. Why are strategic alliances formed? (3)
- Q. What measures organizations usually take to weaken monotonous jobs for the employees and create socialization of employees? (3)
- Q. What management approach did Gomitted Taylor contribute? What were his findings?
- Q. Mr. Salman has been working in an organization from a few years. He is very committed to his job and is very straight forward. If he sees any irregularity in the organization he straightly speaks about it and tells the management about it. But he is disliked by the management and he was also threatened to be fired but he still continues to play this role. What role is Mr. Salman playing? And why is he disliked? (5)

May 13, 2012

- 1) Differentiate b/w salary and wages. Marks 3
- 2) define "mission statement". Marks 3
- 3) define four core management functions. Marks 5
- 4) describe how equity theory explains motivation of employees? Marks 5

May 14, 2011

1. Define stakeholder? (3 marks)
2. How will you relate the Herzberg factors hygiene on Maslow's hierarchy theory of needs? (3marks)
3. write about the disequilibrium in the balance payment of the country? (5marks)
4. define utility and write its form of utility? (5marks)

May 22, 2011

- 1) Your opinion, constitution, document of obligation. 5 marks
- 2) effects of delegation in organization. 5 marks
- 3) what kind of factors of departmentalization. 3 marks

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4) police act of British period. 3 marks

5) explain public goods. 3 marks

Nov 30, 2011

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1) Difference between ministry and department 3 marks

2) in your point of view rational decision making modal 3 marks

3) what you know about the regulating 1773 act passed by British parliament. 3 marks

4) Advantages of planning commission 5 marks

5) list of advantages or disadvantages of "departmentalization by time" 5 marks

Nov 30, 2011

1. Human resource planning.

2. Which behavior (type-x or type-y) is preferable for today's organizations?

3. What are various off-the-job training techniques?

4. What is meant by strategy and what are three level of strategies.

Dec 9, 2010

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