



# LAHORE GARRISON UNIVERSITY

Main Campus, Sector-C Phase-VI, DHA Lahore

Ph: 042-37181821-22 Email: info@lgu.edu.pk

## Undergraduate Studies Admission Test (USAT) For BBA

Department of Management Sciences

Entry Test – Fall 2025

Form No. \_\_\_\_\_

Time allowed: 60 minutes

Name: \_\_\_\_\_

Total marks: 50

### For Official Use only

			Obtained			
Written			Marks	/50	%age	/85%
Interview	Interviewer 1	Name: Signature:	Marks	/5	%age	/15%
	Interviewer 2	Name: Signature:	Marks	/5		
Total obtained			Total Marks	/60	Total %age	
Remarks			Pass		Fail	

Invigilator: \_\_\_\_\_

### Instructions:

- Return the entire set of sheets inclusive of question paper to Invigilator.
- Part I – Objective – Use the below Answer Key Sheet to attempt all MCQs.
- Part II – Subjective – Use the attached empty paper to address the section.
- There is no negative marking.
- Don't write or encircle on the question paper.

### Part I: Objective (Find the MCQs in the attached sheet) [40 Marks]

#### Answer Key Sheet

Questions	Best Choice	Questions	Best Choice	Questions	Best Choice	Questions	Best Choice
1		11		21		31	
2		12		22		32	
3		13		23		33	
4		14		24		34	
5		15		25		35	
6		16		26		36	
7		17		27		37	
8		18		28		38	
9		19		29		39	
10		20		30		40	

## Section A: Verbal Reasoning

1	Which word does not belong in the group: cat, dog, rabbit, banana?						
A	Cat	B	Dog	C	Rabbit	D	Banana
2	Complete the analogy: Tree is to trunk as house is to _____.						
A	Wall	B	Door	C	Roof	D	Window
3	What is the opposite of the word "fast"?						
A	Slow	B	Quick	C	Rapid	D	Speedy
4	Choose the word that does not fit: apple, orange, banana, carrot.						
A	Apple	B	Orange	C	Banana	D	Carrot
5	Complete the sentence: The sun rises in the _____ and sets in the _____.						
A	North, South	B	East, West	C	West, East	D	South, North
6	Which of the following is a synonym for the word "happy"?						
A	Sad	B	Angry	C	Joyful	D	Upset
7	What is the opposite of the word "dark"?						
A	Light	B	Shadow	C	Black	D	Dull
8	Choose the word that best completes the sentence: The cat chased the _____.						
A	Dog	B	Mouse	C	Bird	D	Fish

Read the following passage and answer the questions (9 to 11):

In recent years, the popularity of electric cars has been steadily increasing. These vehicles are powered by electricity stored in batteries, rather than relying on traditional fossil fuels like gasoline or diesel. One of the main advantages of electric cars is their lower carbon footprint, as they produce fewer emissions compared to internal combustion engine vehicles. Additionally, electric cars offer quieter operation and often lower operating costs due to the lower cost of electricity compared to gasoline.

9	Based on the passage, what is one advantage of electric cars over traditional vehicles?						
A	Higher carbon footprint	B	Lower emissions	C	Noisy operation	D	Higher operating costs
10	Which of the following is not mentioned as an advantage of electric cars in the passage?						
A	Lower carbon footprint	B	Quieter operation	C	Higher emissions	D	Lower operating costs
11	According to the passage, what powers electric cars?						
A	Gasoline	B	Diesel	C	Batteries	D	Fossil fuels

## Section B: Quantitative Reasoning

12	What is the value of $5 + 3$ ?						
A	6	B	7	C	8	D	9
13	What is the result of 12 divided by 3?						
A	2	B	3	C	4	D	6
14	What is the product of 4 and 5?						
A	8	B	10	C	15	D	20
15	What is the next number in the sequence: 2, 4, 6, 8, ...?						
A	10	B	12	C	14	D	16
16	What is the result of 9 squared?						
A	18	B	27	C	81	D	90
17	What is the value of $2 \times (3+4)$ ?						
A	10	B	14	C	16	D	20
18	What is the name of a three-sided polygon?						
A	Circle	B	Triangle	C	Square	D	Rectangle
19	Which of the following is an equation?						
A	$5 + 3$	B	$4 \times 2$	C	$2 = 7 - 5$	D	$10 / 2$
20	What is the result of $8 - 3 \times 2$ ?						
A	2	B	5	C	10	D	16
21	What is the next number in the sequence: 1, 4, 9, 16, ...?						
A	20	B	25	C	30	D	36
22	What is the value of $3 \times 5 - 2$ ?						
A	11	B	13	C	15	D	17
23	What is the result of $10 \div 2 + 3$ ?						
A	5	B	8	C	10	D	13

<b>24</b>	<b>What is the sum of the first 5 even numbers?</b>						
A	15	B	20	C	25	D	30
<b>25</b>	<b>Amanda read 20 pages of a book on Monday and 15 pages on Tuesday. How many pages has she read in total?</b>						
A	25	B	35	C	30	D	40
<b>Section C: Islamiat/Ethics</b>							
<b>26</b>	<b>What is the month of fasting in Islam called?</b>						
A	Shawwal	B	Dhul-Hijjah	C	Ramadan	D	Muharram
<b>27</b>	<b>Which pillar of Islam refers to giving alms to the needy?</b>						
A	Shahada	B	Salah	C	Zakat	D	Sawm
<b>28</b>	<b>Which Islamic term refers to the pilgrimage to the holy city of Mecca that every Muslim is required to undertake at least once in their lifetime, if financially and physically able?</b>						
A	Hijrah	B	Eid	C	Umrah	D	Hajj
<b>29</b>	<b>What does integrity mean?</b>						
A	Being dishonest	B	Stealing from others	C	Sticking to your values and principles, even when it's difficult	D	Following others blindly
<b>30</b>	<b>What is empathy?</b>						
A	A medical condition	B	A type of food	C	Ability to understand & share another person's feelings	D	A form of exercise
<b>Section D: Pakistan Studies</b>							
<b>31</b>	<b>Who is known as the founder of Pakistan?</b>						
A	Liaqat Ali Khan	B	Allama Iqbal	C	Muhammad Ali Jinnah	D	Sir Syed Ahmed Khan
<b>32</b>	<b>Which historical event led to the creation of Pakistan in 1947?</b>						
A	The Indian Rebellion of 1857	B	The partition of Bengal in 1905	C	The Quit India Movement in 1942	D	The partition of British India
<b>33</b>	<b>What was the capital of Pakistan before Islamabad?</b>						
A	Karachi	B	Lahore	C	Peshawar	D	Quetta
<b>34</b>	<b>Which mountain range separates Pakistan from Afghanistan?</b>						
A	Himalayas	B	Karakoram Range	C	Hindu Kush	D	Pamir Mountains
<b>35</b>	<b>Which river is known as the "Lifeline of Pakistan"?</b>						
A	Indus River	B	Jhelum River	C	Chenab River	D	Ravi River
<b>Section E: General Knowledge</b>							
<b>36</b>	<b>Which planet is known as the "Red Planet"?</b>						
A	Venus	B	Mars	C	Jupiter	D	Saturn
<b>37</b>	<b>Who painted the Mona Lisa?</b>						
A	Leonardo da Vinci	B	Michelangelo	C	Vincent Van Gogh	D	Pablo Picasso
<b>38</b>	<b>What is the world's largest ocean?</b>						
A	Atlantic Ocean	B	Indian Ocean	C	Southern Ocean	D	Pacific Ocean
<b>39</b>	<b>In which year did the Titanic sink after hitting an iceberg?</b>						
A	1912	B	1908	C	1920	D	1915
<b>40</b>	<b>In which year did the Titanic sink after hitting an iceberg?</b>						
A	William Shakespeare	B	Jane Austen	C	Charles Dickens	D	Mark Twain

**PART II (SUBJECTIVE)**

**5+5=10 Marks**

**Section F: Essay Writing Skills**

**F1 – Write an Argument based Essay on any one of the following topics (5 Marks)**

1. The Importance of Recycling
2. The Benefits of Exercise
3. The Impact of Technology on Society

**F2 – Write a narrative-based essay on any one of the following topics. (5 Marks)**

1. A Memorable Vacation
2. An Unexpected Encounter
3. A Lesson Learned



# LAHORE GARRISON UNIVERSITY

Main Campus, Sector-C Phase-VI, DHA Lahore

Ph: 042-37181821-22 Email: info@lgu.edu.pk

## Bachelor's in Digital Business Undergraduate Studies Admission Test

### Department of Management Sciences

### Entry Test – Spring 2025

Applicant ID: \_\_\_\_\_

Time allowed: 60 minutes

Name: \_\_\_\_\_

Total marks: 50

#### For Official Use only

			Obtained			
Written			Marks	/50	%age	/85%
Interview	Interviewer 1	Name: Signature:	Marks	/5	%age	/15%
	Interviewer 2	Name: Signature:	Marks	/5		
Total obtained			Total Marks	/60	Total %age	
Remarks			Pass		Fail	

Invigilator: \_\_\_\_\_

#### Instructions:

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- Part I – Objective – Use the Answer Key Sheet below to attempt all MCQs.
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- There is no negative marking.
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#### Part I: Objective (Find the MCQs in the attached sheet) [40 Marks]

#### Answer Key Sheet

Questions	Best Choice	Questions	Best Choice	Questions	Best Choice	Questions	Best Choice
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6		16		26		36	
7		17		27		37	
8		18		28		38	
9		19		29		39	
10		20		30		40	

## Section A: Verbal Reasoning

1	Find the word that is opposite in meaning to 'benevolent':						
A	Kind	B	Generous	C	Cruel	D	Charitable
2	Which pair of words are most opposite in meaning:						
A	Abundant : Scarce	B	Rise : Climb	C	Love : Affection	D	High : Tall
3	Choose the word that is least like the others:						
A	Sing	B	Dance	C	Paint	D	Hammer
4	Complete the sentence: 'Despite her _____ nature, she handled the criticism gracefully.'						
A	Arrogant	B	Humble	C	Rude	D	Aggressive
5	Identify the correct analogy: 'Eye is to See as Ear is to _____'						
A	Hear	B	Touch	C	Smell	D	Taste
6	Identify the analogy: "Pen is to Writer as Brush is to _____"						
A	Painter	B	Cleaner	C	Artist	D	Designer
7	Which word is the antonym of "generous"?						
A	Kind	B	Selfish	C	Noble	D	Giving
8	Find the synonym for "precise":						
A	Vague	B	Accurate	C	Broad	D	Unclear
<b>Read the following passage and answer the questions (9 to 11):</b>							
The popularity of cycling as a mode of urban transportation has been steadily increasing. In many major cities, dedicated bike lanes, public rental services, and bike-sharing programs have been introduced to support this eco-friendly alternative to motor vehicles. Cycling reduces traffic congestion and pollution, offering a cleaner and healthier commuting option. Moreover, it provides a convenient form of daily exercise, promoting cardiovascular health and mental well-being. As more people embrace bicycles for commuting, cities are becoming more livable and less dependent on fossil fuels..							
9	What is one advantage of cycling as a means of transportation according to the passage?						
A	It increases fossil fuel consumption.	B	It causes more traffic congestion.	C	It helps reduce air pollution.	D	It eliminates the need for exercise.
10	Which of the following is an initiative supporting urban cycling mentioned in the passage?						
A	Carpool services	B	Bus-only lanes	C	Bike-sharing programs	D	Road tolls
11	How does cycling benefit a person's health, as noted in the passage?						
A	It reduces the need for physical activity.	B	It promotes heart health and mental wellness.	C	It replaces all forms of exercise.	D	It leads to increased stress levels.
<b>Section B: Quantitative Reasoning</b>							
12	If a train covers 180 km in 3 hours, what is its speed?						
A	30km/h	B	50km/h	C	60km/h	D	90km/h
13	Solve: $4x - 7 = 9$						
A	2	B	3	C	4	D	5
14	What is the perimeter of a square with side length 5 units?						
A	10	B	15	C	20	D	25
15	What is the next number in the sequence: 3, 6, 12, 24, ...?						
A	36	B	48	C	50	D	60
16	What is the mode of the following data set: 3, 7, 3, 9, 5, 3?						
A	3	B	5	C	7	D	9
17	If 10% of a number is 25, what is the number?						
A	150	B	200	C	250	D	300
18	What is the value of $5^2 - 4^2$ ?						
A	1	B	9	C	15	D	41
19	Which of the following represents an inequality?						
A	$X=5$	B	$X+3=8$	C	$x>7$	D	$2x=10$
20	What is the percentage increase from 50 to 60?						
A	10%	B	15%	C	20%	D	25%
21	What is the next square number after 49?						
A	56	B	63	C	64	D	81
22	If the ratio of boys to girls is 2:3 and there are 12 boys, how many girls are there?						

A	15	B	18	C	20	D	24
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<b>23</b>	<b>Solve for z: <math>6z + 3 = 27</math></b>						
A	3	B	4	C	5	D	6
<b>24</b>	<b>What is the sum of the first 6 odd numbers?</b>						
A	36	B	42	C	48	D	54
<b>25</b>	<b>A car uses 4 liters of petrol for every 60 km. How much petrol is needed for 180 km?</b>						
A	6 liters	B	10 liters	C	12 liters	D	15 liters

**Section C: Accounting**

<b>26</b>	<b>Which of the following is a revenue account?</b>						
A	Cash	B	Sales	C	Equipment	D	Capital
<b>27</b>	<b>What does double-entry accounting imply?</b>						
A	Recording Once	B	One Entry per transaction	C	Two entries for each transaction	D	Ignoring liabilities
<b>28</b>	<b>Which of the following is an example of a current asset?</b>						
A	Machinery	B	Goodwill	C	Inventory	D	Land
<b>29</b>	<b>Which financial statement shows income and expenses?</b>						
A	Trial Balance	B	Ledger	C	Income Statement	D	Balance Sheet
<b>30</b>	<b>Which account is NOT a liability?</b>						
A	Loan	B	Wages Payable	C	Account Receivable	D	Creditors

**Section D: Commerce**

<b>31</b>	<b>What does the term 'wholesale' refer to?</b>						
A	Selling to consumer	B	Selling in large quantities to retailers	C	Exporting goods	D	Buying raw materials
<b>32</b>	<b>What is the main function of marketing?</b>						
A	Production	B	Profit-sharing	C	Promotion and Selling	D	Auditing
<b>33</b>	<b>Which term refers to goods sent to another country for sale?</b>						
A	Import	B	Export	C	Consumption	D	Freight
<b>34</b>	<b>What is the meaning of 'capital' in business?</b>						
A	Expense	B	Loan	C	Investment	D	Salary
<b>35</b>	<b>A sole trader is a:</b>						
A	Group Business	B	Business owned by government	C	Business owned by on person	D	Non-Profit Organization

**Section E: Economics**

<b>36</b>	<b>Which system allows free market and government regulation?</b>						
A	Traditional	B	Command	C	Mixed	D	Closed
<b>37</b>	<b>Inflation referes to:</b>						
A	Fall in Price Level	B	Rise in purchasing power	C	General rise in prices	D	Stability of prices
<b>38</b>	<b>Which of these is not a factor of production?</b>						
A	Land	B	Labor	C	Money	D	Capital
<b>39</b>	<b>A luxury good is likely to have:</b>						
A	High demand at low income	B	Constant demand	C	Decreasing value	D	High demand at high income
<b>40</b>	<b>An example of a public good is:</b>						
A	Electricity	B	Roads	C	Clothing	D	Furniture

**PART II (SUBJECTIVE)**

**5+5=10 Marks**

**Section F: Essay Writing Skills**

**F1 – Write an Argument based Essay on any one of the following topics.**

1. The Impact of Technology on Human Interaction
2. Should Higher Education Be Free for All?
3. The Role of Entrepreneurship in Economic Development

**F2 – Write a Narrative based Essay on the following topic:**

How this degree will help me in my professional life?



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Main Campus, Sector-C Phase-VI, DHA Lahore

Ph: 042-37181821-22 Email: info@lgu.edu.pk

## Undergraduate Studies Admission Test (USAT) For BSAF

Department of Management Sciences

Entry Test – Fall 2025

Form No. \_\_\_\_\_

Time allowed: 60 minutes

Name: \_\_\_\_\_

Total marks: 50

### For Official Use only

			Obtained			
Written			Marks	/50	%age	/85%
Interview	Interviewer 1	Name: Signature:	Marks	/5	%age	/15%
	Interviewer 2	Name: Signature:	Marks	/5		
Total obtained			Total Marks	/60	Total %age	
Remarks			Pass		Fail	

Invigilator: \_\_\_\_\_

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- Don't write or encircle on the question paper.

### Part I: Objective (Find the MCQs in the attached sheet)

[40 Marks]

#### Answer Key Sheet

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1		11		21		31	
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4		14		24		34	
5		15		25		35	
6		16		26		36	
7		17		27		37	
8		18		28		38	
9		19		29		39	
10		20		30		40	

## Section A: Verbal Reasoning

<b>1</b>	<b>Find the synonym for "accurate":</b>						
A	Wrong	B	Correct	C	Late	D	Bold
<b>2</b>	<b>Choose the antonym of "expand":</b>						
A	Enlarge	B	Broaden	C	Contract	D	Widen
<b>3</b>	<b>Which word does not belong in the group?</b>						
A	Table	B	Chair	C	Sofa	D	Orange
<b>4</b>	<b>Find the synonym for "essential":</b>						
A	Optional	B	Necessary	C	Excess	D	Confusing
<b>5</b>	<b>Identify the analogy: Book is to Reading as Fork is to _____.</b>						
A	Drawing	B	Writing	C	Stirring	D	Eating
<b>6</b>	<b>Find the word most opposite in meaning to "confident":</b>						
A	Bold	B	Nervous	C	Proud	D	Sure
<b>7</b>	<b>Which of the following is the opposite of 'generous'?</b>						
A	Selfish	B	Kind	C	Helpful	D	Caring
<b>8</b>	<b>Find the synonym for 'quick':</b>						
A	Fast	B	Slow	C	Late	D	Weak
<b>9</b>	<b>Complete the analogy: Night is to Moon as Day is to _____.</b>						
A	Sun	B	Cloud	C	Star	D	Wind
<b>10</b>	<b>Choose the correct word: He has a good _____ of humor.</b>						
A	Sense	B	Scents	C	Since	D	Sensibility

## Section B: Quantitative Reasoning

<b>11</b>	<b>If a train travels 120 km in 2 hours, what is its average speed?</b>						
A	60 km/h	B	70 km/h	C	80 km/h	D	90 km/h
<b>12</b>	<b>Solve: <math>4x - 8 = 12</math>?</b>						
A	2	B	3	C	4	D	5
<b>13</b>	<b>What is the square root of 144?</b>						
A	10	B	11	C	12	D	13
<b>14</b>	<b>What is the perimeter of a rectangle with length 4 units and width 6 units?</b>						
A	20	B	22	C	24	D	26
<b>15</b>	<b>What is 25% of 160?</b>						
A	30	B	35	C	40	D	45
<b>16</b>	<b>What is the median of the following numbers: 1, 3, 5, 7, 9?</b>						
A	3	B	5	C	7	D	9
<b>17</b>	<b>If 10% of a number is 15, what is the number?</b>						
A	100	B	150	C	200	D	250
<b>18</b>	<b>If 6 pencils cost \$12, what is the cost of one pencil?</b>						
A	\$1	B	\$1.5	C	\$2	D	\$2.5
<b>19</b>	<b>If the mean of 5, 10, 15, x, 25 is 16, find x.</b>						
A	20	B	25	C	30	D	35
<b>20</b>	<b>What is the percentage increase from 50 to 60?</b>						
A	20	B	15	C	25	D	30
<b>21</b>	<b>What is the next square number after 16?</b>						
A	20	B	25	C	30	D	36
<b>22</b>	<b>What is the value of <math>3 \times 5 - 2</math>?</b>						
A	11	B	13	C	15	D	17
<b>23</b>	<b>What is the result of <math>10 \div 2 + 3</math>?</b>						
A	5	B	8	C	10	D	13
<b>24</b>	<b>What is the sum of the first 5 even numbers?</b>						
A	15	B	20	C	25	D	30
<b>25</b>	<b>A shopkeeper bought an item for \$80 and sold it for \$100. What is the profit percentage?</b>						
A	20%	B	25%	C	30%	D	35%

## Section C: General Knowledge

<b>26</b>	<b>Which planet is known as the 'Red Planet'?</b>				
A	Venus	B	Jupiter	C Mars	D Saturn
<b>27</b>	<b>Who wrote the famous play "Romeo and Juliet"?</b>				
A	Charles Dickens	B	William Shakespeare	C Leo Tolstoy	D Jane Austen
<b>28</b>	<b>Which organization awards the Nobel Prize?</b>				
A	United Nations	B	Nobel Institute	C Swedish Academy	D World Bank
<b>29</b>	<b>In which year did World War II end?</b>				
A	1944	B	1945	C 1946	D 1950
<b>30</b>	<b>The currency of Japan is:</b>				
A	Yen	B	Ringgit	C Peso	D Dollar
<b>31</b>	<b>Which organ purifies blood in the human body?</b>				
A	Heart	B	Liver	C Lungs	D Kidneys
<b>32</b>	<b>When did Pakistan become a member of the United Nations?</b>				
A	1947	B	1948	C 1950	D 1952
<b>33</b>	<b>The first Constitution of Pakistan was passed in:</b>				
A	1949	B	1956	C 1962	D 1973
<b>34</b>	<b>Who was the first Governor-General of Pakistan?</b>				
A	Liaquat Ali Khan	B	Iskander Mirza	C Muhammad Ali Jinnah	D Khawaja Nazimuddin
<b>35</b>	<b>Which city is known as the "City of Gardens" in Pakistan?</b>				
A	Karachi	B	Islamabad	C Lahore	D Multan
<b>36</b>	<b>The Indus River originates in:</b>				
A	Tibet	B	Gilgit	C Kashmir	D Punjab
<b>37</b>	<b>Pakistan shares the longest border with:</b>				
A	Iran	B	Afghanistan	C India	D China
<b>38</b>	<b>The national flower of Pakistan is:</b>				
A	Jasmine	B	Rose	C Sunflower	D Tulip
<b>39</b>	<b>What does CPU stand for?</b>				
A	Central Processing Unit	B	Control Processing Unit	C Computer Power Unit	D Control Power Unit
<b>40</b>	<b>Which part of a computer is considered its "brain"?</b>				
A	Monitor	B	RAM	C CPU	D Hard Disk

**Section F: Essay Writing Skills**

**F1 – Write an Argument-based Essay on any one of the following topics (5 Marks)**

1. Should Online Learning Replace Traditional Classroom Education?
2. Does Technology Do More Harm Than Good to Human Relationships?
3. The Importance of Artificial Intelligence in Human Lif

**F2 – Write a Narrative-based Essay on the following topic. (5 Marks)**

Topic: Describe a turning point in your academic journey that influenced your career goal.





# LAHORE GARRISON UNIVERSITY

Main Campus, Sector-C Phase-VI, DHA Lahore  
Ph: 042-37181821-22 Email: info@lgu.edu.pk

**Department of Management Sciences**  
**Entry Test Answer Sheet – FALL 2025**

<i>Program applied for</i>	
<input type="checkbox"/> MBA (Business Graduates)	<input type="checkbox"/> MSBA

**Applicant ID:** \_\_\_\_\_

**NAME:** \_\_\_\_\_

**Time Allowed:** 60 Minutes

**Total Marks:** 50

**Marks Obtained:** \_\_\_\_\_

**Invigilator:** \_\_\_\_\_

**Examiner(s):** \_\_\_\_\_

**Instructions:**

- Return the entire set of sheets inclusive of question paper to Invigilator.
- **Section 1 – Subject Assessment** - Use the attached Answer Key Sheet to attempt all MCQs
- **Section 2 – Analytical Writing** - Use the attached empty paper to address the section
- There is no negative marking.
- Don't write or encircle on the question paper.

**Section 1: Subject Assessment** (*Find the MCQs in the attached sheet*)

**[Marks - 40]**

Questions	Best Choice	Questions	Best Choice	Questions	Best Choice	Questions	Best Choice
1		11		21		31	
2		12		22		32	
3		13		23		33	
4		14		24		34	
5		15		25		35	
6		16		26		36	
7		17		27		37	
8		18		28		38	
9		19		29		39	
10		20		30		40	

## **Section 2: Analytical Writing**

“The transition to a green economy presents both opportunities and challenges for businesses.”  
Analyze how companies in emerging markets can innovate their business models to benefit from green growth while addressing environmental constraints.

*(Word count – 500) (Marks – 10)*

## Section 1: Subject Assessment

<b>1</b>	<b>Which of the following is a benefit of employee training programs?</b>						
A	Increased turnover	B	Higher absenteeism	C	Improved performance	D	Reduced motivation
<b>2</b>	<b>What is the primary goal of performance appraisals?</b>						
A	To demote employees	B	Core competence	C	To increase workload	D	To terminate employment
<b>3</b>	<b>The process of comparing job performance to set objectives is:</b>						
A	Training	B	Benchmarking	C	Broaden	D	Coaching
<b>4</b>	<b>Workforce diversity promotes</b>						
A	Cultural monotony	B	Uniform thinking	C	Innovation	D	Conflict
<b>5</b>	<b>Which of the following is not a type of compensation?</b>						
A	Salaries	B	Benefits	C	Job description	D	Bonuses
<b>6</b>	<b>Which theory is associated with the hierarchy of needs?</b>						
A	Maslow's Theory	B	Herzberg's Theory	C	McGregor's Theory	D	Vroom's Theory
<b>7</b>	<b>What does TQM stand for in HRM?</b>						
A	Total Quality Management	B	Total Quick Management	C	Total Quality Metrics	D	Time Quality Management
<b>8</b>	<b>The primary function of the Human Resource department is:</b>						
A	Marketing	B	Recruitment	C	Sales	D	Production
<b>9</b>	<b>Which act regulates working conditions in factories?</b>						
A	Labor Relations Act	B	Factories Act	C	Employment Act	D	Trade Unions Act
<b>10</b>	<b>The strategic approach to managing employees is called:</b>						
A	Human Resource Management	B	Workforce Administration	C	Employee Relations	D	Personnel Management
<b>11</b>	<b>The concept of 'Product Life Cycle' is used to describe:</b>						
A	The stages a product goes through in the market	B	The design process of a product	C	The production timeline of a product	D	The lifecycle of a marketing campaign
<b>12</b>	<b>Market segmentation involves:</b>						
A	Merging different markets	B	Identifying distinct groups within a market	C	Reducing market competition	D	Expanding product lines
<b>13</b>	<b>The marketing mix consists of:</b>						
A	Product, Price, Place, Promotion	B	Product, Planning, Price, People	C	Product, Place, Profit, Promotion	D	People, Place, Planning, Profit
<b>14</b>	<b>Social media marketing enables</b>						
A	Mass customers	B	Personalized engagement	C	Direct mail	D	Billboards
<b>15</b>	<b>Positioning is about</b>						
A	Product placement	B	Perceived product image	C	Sales Target	D	Shelf planning
<b>16</b>	<b>What does B2B stand for in marketing?</b>						
A	Back to Back	B	Business to Business	C	Brand to Brand	D	Business to Brand
<b>17</b>	<b>The process of setting a product's price based on its cost plus a margin is called:</b>						
A	Cost-plus pricing	B	Competitive pricing	C	Penetration pricing	D	Skimming pricing

<b>18</b>	<b>Consumer behavior is influenced by:</b>						
A	Cultural, social, personal, and psychological factors	B	Only social factors	C	Economic factors alone	D	Advertising campaigns only
<b>19</b>	<b>What is the primary objective of promotion in marketing?</b>						
A	To inform and persuade customers	B	To increase production	C	To reduce costs	D	To manage inventory
<b>20</b>	<b>The strategy of focusing on a specific group of consumers is known as:</b>						
A	Mass marketing	B	Target marketing	C	Niche marketing	D	Undifferentiated marketing
<b>21</b>	<b>The term 'liquidity' in finance refers to:</b>						
A	The profitability of a company	B	The ability to meet short-term obligations	C	The total value of assets	D	The long-term growth potential
<b>22</b>	<b>A bond issued by a corporation is considered</b>						
A	Equity	B	Debt	C	Asset	D	Liability
<b>23</b>	<b>The main purpose of financial management is:</b>						
A	Maximizing sales	B	Minimizing costs	C	Maximizing shareholder wealth	D	Managing employees
<b>24</b>	<b>The balance sheet equation is:</b>						
A	Assets = Liabilities + Owner's Equity	B	Revenue = Expenses + Profit	C	Cash Flow = Revenue - Expenses	D	Income = Assets - Liabilities
<b>25</b>	<b>The time value of money concept suggests that:</b>						
A	Money is more valuable in the future	B	Money is equally valuable over time	C	Money is less valuable in the future	D	Money loses its value over time
<b>26</b>	<b>Diversification in a portfolio helps to:</b>						
A	Increase risk	B	Eliminate all risks	C	Spread risk	D	Concentrate risk
<b>27</b>	<b>The net present value method evaluates</b>						
A	Profit margin	B	Investment worth	C	Product life	D	Market Size
<b>28</b>	<b>Dividend policy is concerned with:</b>						
A	Investment decisions	B	Financing decisions	C	Distribution of earnings	D	Cost management
<b>29</b>	<b>The internal rate of return (IRR) is:</b>						
A	The interest rate at which net present value is zero	B	The rate at which cash flows are discounted	C	The cost of capital	D	The profitability index
<b>30</b>	<b>Capital budgeting is the process of:</b>						
A	Managing daily finances	B	Planning long-term investments	C	Issuing short-term debt	D	Balancing the budget
<b>31</b>	<b>The term 'Just-in-Time' (JIT) refers to:</b>						
A	Producing goods in advance	B	Producing goods only as needed	C	Maintaining high inventory levels	D	Delivering products ahead of schedule
<b>32</b>	<b>Green logistics aims at</b>						
A	Reducing costs	B	Distribution of goods	C	Marketing strategies	D	Eco friendly distribution
<b>33</b>	<b>The bullwhip effect in supply chain management refers to:</b>						
A	Consistent supply chain performance	B	Small changes causing large variations	C	Stable demand and supply	D	Efficient inventory management

<b>34</b>	<b>Vendor-managed inventory (VMI) means:</b>						
A	Vendors deliver goods directly to customers	B	Vendors manage stock levels for retailers	C	Vendors sell directly to end users	D	Vendors provide financial support
<b>35</b>	<b>The primary goal of supply chain management is to:</b>						
A	Increase costs	B	Reduce efficiency	C	Maximize customer value	D	Decrease production
<b>36</b>	<b>Cross-docking in supply chain refers to:</b>						
A	Storing products in multiple warehouses	B	Transferring products directly from inbound to outbound	C	Long-term storage of products	D	Centralized inventory management
<b>37</b>	<b>Lead time in supply chain management is:</b>						
A	The time taken to manufacture goods	B	The time taken from order to delivery	C	The time products stay in inventory	D	The time to market a new product
<b>38</b>	<b>A third-party logistics (3PL) provider is:</b>						
A	A company that manufactures goods	B	A company that manages supply chain services	C	A retailer	D	A supplier
<b>39</b>	<b>Supply chain integration involves:</b>						
A	Isolating different functions	B	Coordinating and streamlining processes	C	Increasing production costs	D	Reducing customer satisfaction
<b>40</b>	<b>The main focus of inventory management is to:</b>						
A	Increase storage costs	B	Maintain optimal inventory levels	C	Decrease production quality	D	Increase lead times



# LAHORE GARRISON UNIVERSITY

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## Department of Management Sciences

### Entry Test Answer Sheet – FALL 2025

<i>Program applied for</i>
<input type="checkbox"/> MBA (Non-Business Graduates)

Applicant ID: \_\_\_\_\_

NAME: \_\_\_\_\_

Time Allowed: 60 Minutes

Total Marks: 50

Marks Obtained: \_\_\_\_\_

Invigilator: \_\_\_\_\_

Examiner(s): \_\_\_\_\_

#### Instructions:

- Return the entire set of sheets inclusive of question paper to Invigilator.
- **Section 1 – Subject Assessment** - Use the attached Answer Key Sheet to attempt all MCQs
- **Section 2 – Analytical Writing** - Use the attached empty paper to address the section
- There is no negative marking.
- Don't write or encircle on the question paper.

#### **Section 1: Subject Assessment** (*Find the MCQs in the attached sheet*)

[Marks - 40]

Questions	Best Choice	Questions	Best Choice	Questions	Best Choice	Questions	Best Choice
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## **Section 2: Analytical Writing**

**“E-learning platforms are reshaping education globally.”**

*Evaluate how technology is enhancing or limiting the learning experiences of students in non-business fields such as science, engineering, and the humanities in developing countries.*

*(Word count – 500)*

*(Marks – 10)*



## Section 1: General Assessment

Select the most suitable answer:					
<b>1</b>	<b>The professor's lecture was difficult to understand because it was so _____.</b>				
A	Loud	B	Clear	C Intricate	D Brief
<b>2</b>	<b>The children were _____ by the magician's tricks.</b>				
A	Bored	B	Intrigued	C Terrified	D Annoyed
<b>3</b>	<b>A _____ person always considers the feelings of others.</b>				
A	Selfish	B	Reckless	C Thoughtful	D Arrogant
<b>4</b>	<b>The new policy will _____ the efficiency of the organization.</b>				
A	Decrease	B	Enhance	C Neglect	D Ignore
<b>5</b>	<b>He was _____ in his efforts to find a job.</b>				
A	Persistent	B	Lazy	C Irresponsible	D Indifferent
<b>6</b>	<b>She spoke so softly that her words were barely _____.</b>				
A	Audible	B	Visible	C Tangible	D Palpable
<b>7</b>	<b>The athlete's performance was _____ by an old injury.</b>				
A	Improved	B	Hindered	C Assisted	D Unaffected
<b>8</b>	<b>The committee members _____ on the best course of action.</b>				
A	Agreed	B	Quarreled	C Assumed	D Inferred
<b>9</b>	<b>They decided to _____ the meeting until next week.</b>				
A	Convene	B	Postpone	C Advance	D Accelerate
<b>10</b>	<b>The _____ rain caused severe flooding in the area.</b>				
A	Heavy	B	Light	C Sporadic	D Brief
<b>11</b>	<b>The main idea of a passage is best described as:</b>				
A	The first sentence	B	A detail from passage	C Primary point/concept	D A minor point
<b>12</b>	<b>To infer something from a passage means to:</b>				
A	State it directly	B	Guess randomly	C Drive conclusion from the evidence presented	D Summarize the passage
<b>13</b>	<b>Skimming a text involves:</b>				
A	Reading every word carefully	B	Reading quickly to get the general idea	C Reading aloud	D Reading backwards
<b>14</b>	<b>What does this sentence suggest? "A bird in the hand is worth two in the bush".</b>				
A	Your own possessions are always worth more to you.	B	Birds are hard to catch, so hang on to one if you catch it.	C It's wiser to be content with what you have than to risk losing everything by trying to gain more.	D A trained bird is twice the value of an untrained one.
<b>15</b>	<b>Correct the spelling: "Ocurence"</b>				
A	Occurence	B	Occurance	C Ocurrence	D Occurrence
<b>16</b>	<b>Who is known as the father of modern physics?</b>				
A	Albert Einstein	B	Isaac Newton	C Galileo Galilei	D Nikola Tesla
<b>17</b>	<b>The capital city of Canada is:</b>				
A	Toronto	B	Vancouver	C Ottawa	D Montreal
<b>18</b>	<b>The Great Wall of China was primarily built to:</b>				
A	Attract tourists	B	Mark territory boundaries	C Protect against invasions	D Facilitate trade
<b>19</b>	<b>The longest river in the world is:</b>				
A	Amazon	B	Nile	C Yangtze	D Mississippi
<b>20</b>	<b>The chemical symbol for gold is:</b>				
A	Ag	B	Au	C Pb	D Pt

<b>21</b>	<b>The term “brexit” refers to:</b>						
A	A new technological innovation	B	Britain’s exit from the European Union	C	A financial crisis	D	A cultural event
<b>22</b>	<b>The invention of the light bulb is attributed to:</b>						
A	Thomas Edison	B	Alexander Graham Bell	C	Nikola Tesla	D	James Watt
<b>23</b>	<b>The first person to step on the moon was:</b>						
A	Yuri Gagarin	B	Neil Armstrong	C	Buzz Aldrin	D	Michael Collins
<b>24</b>	<b>The largest desert in the world is:</b>						
A	Sahara	B	Gobi	C	Kalahari	D	Arctic
<b>25</b>	<b>The currency of China is:</b>						
A	Yen	B	RMB	C	Won	D	Ringgit
<b>26</b>	<b>If <math>5x+3=23</math>, then <math>x=</math></b>						
A	2	B	3	C	4	D	5
<b>27</b>	<b>What is the area of a rectangle with a length of 10 units and a width of 4 units?</b>						
A	14 square units	B	20 square units	C	40 square units	D	80 square units
<b>28</b>	<b>If a car travels at a speed of 60 km/h for 2 hours, how far does it travel?</b>						
A	30 km	B	60 km	C	120 km	D	180 km
<b>29</b>	<b>The sum of the angles in a triangle is:</b>						
A	90 degrees	B	180 degrees	C	270 degrees	D	360 degrees
<b>30</b>	<b>What is 50% of 200?</b>						
A	25	B	50	C	75	D	100
<b>31</b>	<b>Solve for <math>y</math>: <math>3y-5=16</math></b>						
A	5	B	6	C	7	D	8
<b>32</b>	<b>What is the next number in the series: 2, 4, 6, 8, ___?</b>						
A	9	B	10	C	11	D	12
<b>33</b>	<b>The perimeter of a square with a side length of 5 units is:</b>						
A	10 units	B	15 units	C	20 units	D	25 units
<b>34</b>	<b>If a product costs Rs. 150 and is sold for Rs. 200, what is the profit?</b>						
A	Rs. 50	B	Rs. 100	C	Rs. 150	D	Rs. 200
<b>35</b>	<b>The value of <math>7^0</math> ?</b>						
A	14	B	0	C	1	D	2
<b>36</b>	<b>The impact of social media on modern communication.</b>						
A	Discuss both positive and negative effects.	B	Explain how social media impacts personal dealings.	C	Analyze the role of social media in business marketing.	D	Evaluate the effect of social media on mental health.
<b>37</b>	<b>Climate change and its implications for future generations.</b>						
A	Discuss the causes of climate change.	B	Explain the potential long-term impacts.	C	Propose solutions to mitigate climate change.	D	Analyze the role of governments in dealing climate change.
<b>38</b>	<b>The evolution of technology and its impact on the job market.</b>						
A	Discuss the benefits of technological advancements.	B	Explain the challenges posed by automation.	C	Analyze the future of work in a technology-driven world.	D	Evaluate how education systems can adapt to technological changes.
<b>39</b>	<b>The role of education in societal development.</b>						
A	Discuss importance of education for economic growth.	B	Explain how education promotes social equality.	C	Analyze the challenges faced by education systems worldwide.	D	Propose strategies to improve access to education.
<b>40</b>	<b>The largest ocean is the:</b>						
A	Pacific	B	A m a z o n	C	Arctic	D	Pacific

**PhD MS GAT Subject Level Test Objective Type**

Total Questions: 100, Time Allowed: 120 Minutes

**Area-wise Proportion of Questions**

<b>Area</b>	<b>Percentage</b>
Business Comm	10
Quantitative Reasoning	15
Management	15
Marketing	15
BRM	15
Finance	10
Accounting	10
Economics	10
Total	100