

Sample Paper NAT IIM

VERBAL

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

1. The employee found it difficult to _____ the _____ unionists.

- A. control ... trade
- B. pacify ... irate
- C. appease ... angry
- D. deal ... violent

2. Anyone who is new at a job knows that novice _____ can lead to _____.

- A. ineptitude ... problems
- B. facility ... expertise
- C. proficiency ... deficiency
- D. incapacity ... aptness

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.

3. INFORMATION: FEED BACK::

- A. Gun: recoil
- B. Aborigines: boomerang
- C. Letter: reply
- D. Action: reaction

4. STOCK: INVENTORY::

- A. Tour: itinerary
- B. Paper: stationery
- C. Figure: numerary
- D. Preparation: preparatory

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

5. PRESCIENCE

- A. Foresight
- B. Ignorance
- C. Negligence
- D. Pomposity

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

6. PHOTIC:

- A. Light
- B. Lenses
- C. Photography
- D. Darkness

Read the passage to answer question 7-10

At the turn of the twentieth century, people's attitudes toward money were far more conservative than they are today. Borrowing and being in debt were viewed as a moral failing, almost as a disgrace. Thrift and saving were highly prized, and people who needed to borrow to make ends meet were seen as careless, unreliable, or extravagant. The focus in the economy as a whole was on developing large corporations like railroads, oil companies, and other companies that produced basic goods and services.

Then, in the 1920s, the economy changed. A huge network of banks and financial institutions developed, helping money to move more quickly and easily through the economy. At the same time, the economy was increasing its focus on consumer goods— clothing, cars, household appliances and other things that individuals buy. To help promote the sale of these items, consumers were encouraged to buy on credit. If they could not afford an item right away, a store or a bank might lend them the money, which they could pay back in installments.

With the development of consumer credit and installment purchases, people's attitudes toward debt and spending changed. The model citizen was no longer someone who was thrifty, buying only what he or she needed. People were respected less for being thrifty than for knowing how to use their money to buy as many things as possible— an attitude that persists at the turn of the twenty-first century.

7. According to the passage, which of the following is NOT a belief that was commonly held in the early twentieth century?

- A. Owing someone money is a moral failing.
- B. People who save their money are respectable.
- C. People who buy as many things as possible are respectable.
- D. People who borrow money for necessities are careless and unreliable.

8. What helped money move more quickly through the economy in the 1920s?

- A. The growth of railroads
- B. The growth of banks and financial institutions
- C. The rate at which people paid back their loans
- D. The increase in installment purchases

9. The author mentions cars as an example of:

- A. A consumer good
- B. A household appliance
- C. An extravagant purchase
- D. A new invention

10. According to the passage, how did the rise of consumer credit change people's attitudes toward debt and spending?

- A. Attitudes toward debt and spending became more conservative.
- B. People used credit to buy only what they needed.
- C. Extravagant borrowing and spending became highly prized.
- D. Spending wisely became more respectable than being thrifty.

ANALYTICAL REASONING**Questions 11-16**

Nine athletes attend a sports banquet at Qadafi Stadium, Lahore. Three of the athletes J, K and L are varsity football players; two of the athletes M and N are varsity basketball players. The other four athletes O, P, Q and R belong to the hockey club. All nine athletes will be seated at three small tables, each seating three athletes. The athletes must be seated according to the following rules:

O and J do not sit at the same table.

P sits together with at least one of K or M.

There can be at most only one football player at a table.

There can be at most only one basketball player at a table.

11. Suppose just one varsity athlete sits at a certain table, and that athlete happens to be J. If so, who else sits with J?

- A. P,Q
- B. P,R
- C. Q,R
- D. O,Q
- E. O,P

12. If a table consists of L, Q and R, which of the following trios sits at one of the other tables?

- A. K with M and O
- B. K with N and O
- C. J with M and O
- D. J with K and N
- E. M with N and P

13. Which trio could sit together?

- A. P,R and O
- B. M,N and O
- C. K,N and O
- D. K,M and O
- E. J,Q and O

14. J and M are seated at one table. Which of the following are possible seating arrangements for the remaining two tables?

- A. K with O and R, L with N and P
- B. K with P and Q, L with O and R
- C. K with L and M, N with Q and R
- D. L with N and O, K with Q and R
- E. O with P and Q, K with N and R

15. Which of the following must be true?

- A. J is sitting with a basketball player
- B. Exactly one hockey player is sitting at L's table
- C. No hockey players sit at one table
- D. A basketball player is sitting with O
- E. A football player sits with two hockey players

16. Which of the following pairs will not sit with P?

- A. J, M
- B. K, L
- C. K, M
- D. K, O
- E. L, M

A poll of all voters in the state shows that only 9 percent of all people who voted were younger than 25 years old. Based on this result, many people have drawn the conclusion that young Americans are not as interested in voting as older generations are. This conclusion becomes troublesome when considered in contrast to the percentages of young people who participate in other activities.

17. Which of the following statements, if true, would most seriously weaken this author's conclusion?

- A. The number of voters in the state under the age of 25 has increased for each of the past five years
- B. The average age of all voters in the state is 60 years old
- C. Of all people in the state who are old enough to vote, only 13 percent are younger than 25 years old
- D. Most of the voters in the state are registered as either Democrats or Republicans, but the winning candidate is an Independent
- E. The total number of voters this year was the lowest it has been in 10 years

An advertisement on a billboard displays the message to passing motorists, "Honk (noise made by a horn) if you don't use Blind-O Window Cleaner."

18. Based on this advertisement, which of the following statements can be concluded?

- A. A driver who reads the sign and then honks in response to it must not use Blind-O Window Cleaner
- B. A driver who does not use Blind-O Window Cleaner will not honk after reading the sign
- C. Based on this advertisement, it is impossible to determine a motorist's use of Blind-O Window Cleaner if that motorist does not honk after reading the sign
- D. If a driver uses Blind-O Window Cleaner, he or she will not honk after reading the sign
- E. A driver who reads the sign and then does not honk must not use Blind-O Window Cleaner

Ishfaq Ahmad disparaging reviews of the book call his abilities as a critic into question since the book became an immediate best-seller.

19. Which of the following, if true, would most weaken the author's questioning of Ishfaq's critical ability?

- A. Immediate success of books is quickly forgotten
- B. Book critics often disagree with each other
- C. Sales of a book are not always indicative of its value
- D. The significance of a book is not known for years
- E. Critics often change their views about books

Educational research has demonstrated a positive correlation between high scores on a certain standardized admission test and a student's probability of graduating from college. Over the past 10 years, more girls from New England high schools have graduated from college than from any other part of the country. Therefore, girls from New England high schools must be the group of students with the highest scores on the standardized admission test.

20. The structure of the argument above is most like the structure of which of the following arguments?

- A. Most modern famous musicians get their start in very good high school music programs. More great jazz trumpeters have come from New Orleans than any other part of the country. Therefore, one can conclude that high schools in New Orleans have the best music programs
- B. More famous chefs work in San Francisco than in any other major city in the United States. As a result, one can conclude that San Francisco has more cooking schools than any other major city in the country
- C. Students from New England attend Ivy League universities more than state universities, while students in the Midwest are more likely to attend state universities. Therefore, the students in New England must have higher standardized test scores
- D. The states in the southern half of the United States are less likely to have snow than the states in the northern half of the country. Therefore, most Olympic skiers must have lived in the northern half of the country
- E. Women who have had two or more children are much less likely to develop medical problems late in life than women who have had no children. As a result, if the population continues to increase, the average age of women in the country will also increase

QUANTITATIVE

21. If Carol can finish a job in 5 hours and Steve can finish the same job in 10 hours, how many minutes will it take both of them together to finish the job?
- A. 160
 - B. 180
 - C. 200
 - D. 210
 - E. 220
22. Bill purchases an item and receives no change. Before the purchase, he had only a five-dollar bill, two ten-dollar bills, and a twenty-dollar bill. How many distinct possibilities are there for the total amount of his purchase?
- A. 3
 - B. 4
 - C. 6
 - D. 9
 - E. 10
23. Jane knits 72 stitches to the line and uses $\frac{1}{4}$ inch of yarn in each of the stitches. How many lines can she knit with 10 yards of yarn? (1 yard = 3 feet; 1 foot = 12 inches)
- A. 10
 - B. 20
 - C. 30
 - D. 40
 - E. 50
24. A lighthouse blinks regularly 5 times a minute. A neighboring lighthouse blinks regularly 4 times a minute. If they blink simultaneously, after how many seconds will they blink together again?
- A. 20
 - B. 24
 - C. 30
 - D. 60
 - E. 300
25. If a number is divisible by 102, then it is also divisible by:
- A. 23
 - B. 11
 - C. 103
 - D. 5
 - E. 2

26. $\frac{15!}{13!2!} = ?$

- A. 0
- B. 0.58
- C. 1
- D. 105
- E. 210

27. 10% of 360 is how much more than 5% of 360?

- A. 5
- B. 9
- C. 18
- D. 36
- E. 48

28. If the area of a rectangle is 12, what is its perimeter?

- A. 7
- B. 8
- C. 14
- D. 16
- E. It cannot be determined from the information given

ISLAMYIAT

29. Zakat is necessary upon the one who fulfills the following conditions?

- F. He must be a Muslim
- G. He must have reached the age of puberty
- H. The wealth must be that which increases whether in value or in quantity
- I. Complete lunar year must pass upon it
- J. All of the above

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PAKISTAN STUDIES

30. Who moved the "Objective Resolution"?

- A. Liaqat Ali Khan
- B. Sir Agha Khan
- C. Khawaja Nazimuddin
- D. I. I. Chundrigar

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PAKISTAN ECONOMY

31. Pakistan's GDP during 2005-06 was:

- A. 8.6
- B. 7.0
- C. 6.6
- D. 7.5

32. The growth rate of Agriculture in FY 06 was:

- A. 2.5
- B. 4.8
- C. 2.2
- D. 4.5

33. Pakistan's Per Capita income is:

- A. \$847
- B. \$582
- C. \$742
- D. \$669

34. The inflation in Pakistan is:

- A. 4.6
- B. 7.9
- C. 9.3
- D. 8.7

35. Total tax Revenue during FY 06 was in Billion Rupees:

- A. 704.0
- B. 690.0
- C. 590.0
- D. 458.9

36. The General Price level is determined by:

- E. CPI
- F. WPI
- G. SPI
- H. All of the above

BUSINESS ENVIRONMENT

37. Which of the following statements concerning the similarities between a general partnership and a corporation is correct?
- A. Corporate stockholders and general partners have limited personal liability.
 - B. Corporations and general partnerships have perpetual existence.
 - C. Corporations and general partnerships can declare bankruptcy.
 - D. Corporations and general partnerships are recognized as taxpayers for federal income tax purposes.
38. In which of the following situations would there be inelastic demand?
- A. 5 percent price increase results in a 3 percent decrease in the quantity demanded.
 - B. 4 percent price increase results in a 6 percent decrease in the quantity demanded.
 - C. 4 percent price increase results in a 4 percent decrease in the quantity demanded.
 - D. 3 percent price decrease results in a 5 percent increase in the quantity demanded.
39. A project should be accepted if the present value of cash flows from the project is:
- A. Equal to the initial investment.
 - B. Less than the initial investment.
 - C. Greater than the initial investment.
 - D. Equal to zero.
40. Which of the following cash management techniques focuses on cash disbursements?
- A. Lockbox system
 - B. Zero-balance account
 - C. Preauthorized checks
 - D. Depository transfer checks
41. A customer intended to order 100 units of product Z96014, but incorrectly ordered nonexistent product Z96015. Which of the following controls most likely would detect this error?
- A. Check digit verification
 - B. Record count
 - C. Hash total
 - D. Redundant data check

MANAGEMENT

42. Which option is the function of Management?

- A. Planning
- B. Organizing
- C. Leading
- D. Controlling
- E. All of the above

43. Making optimum use of the resources required to enable the successful carrying out of plans:

- A. Planning
- B. Organizing
- C. Leading
- D. Controlling

44. _____ is a business discipline focused on the practical application of marketing techniques and the management of a firm's marketing resources and activities.

- A. Financial Management
- B. Marketing Management
- C. Human Resource Management
- D. None of the above

BANKING

45. Monetary policy is prepared by:

- A. State Bank of Pakistan
- B. Ministry of Finance
- C. National Bank of Pakistan
- D. Both A and B

46. The Current Monetary Policy of State Bank of Pakistan is:

- A. Loose
- B. Tight
- C. Mix
- D. None of the above

47. ZTBL provides loans to:

- A. Agriculture
- B. Industries
- C. Business
- D. Consumer

48. The Central Bank of Pakistan is:

- A. National Bank of Pakistan
- B. Industrial Development Bank of Pakistan
- C. First Women Bank
- D. State Bank of Pakistan

49. Exchange Rate Policy is pursued by:

- A. Ministry of Finance
- B. State Bank of Pakistan
- C. National Bank of Pakistan
- D. None of the above

50. State Bank deals with:

- A. Public
- B. Exchange Companies
- C. Commercial Banks
- D. Both B and C

Answer Keys

Q #.	Right Choice
1	B
2	A
3	D
4	A
5	B
6	A
7	C
8	B
9	A
10	D
11	C
12	B
13	C
14	D
15	E
16	B
17	C
18	E
19	C
20	A
21	C
22	D
23	B
24	D
25	E
26	D
27	C
28	E
29	E
30	A
31	C
32	A
33	A
34	B
35	A
36	A
37	C
38	A
39	C
40	B
41	A
42	E
43	B
44	B
45	A
46	B
47	A

48	D
49	B
50	D

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