

SAMPLE



Lahore University of Management Sciences (LUMS)

Written Test for Selection of Trade Officers

Ministry of Commerce, Government of Pakistan, Islamabad

Question Paper and Answer Book

Name: _____

Date of Birth: _____

Identity Card/Passport No. _____

Test ID: _____

Test Centre: _____

Signature: _____

General Instructions to Candidates

- Do not open this exam until told to do so.
- Read all questions carefully before answering them.
- This exam consists of four sections.
- Each section of the exam has a time limit of 30 minutes, which may not be exceeded.
- Please wait for the announcement before switching to the next section.
- You are allowed to use calculator.
- You may use ballpoint or pen to answer questions.
- Write on one side of the paper only.
- You must switch-off your mobile phones in the examination hall. Failure to do so may lead to cancellation of the exam.
- Marks scheme:
 - International Trade and the WTO – 1 (30%)
 - International Trade and the WTO – 2 (30%)
 - Data Response and Analytical Skills (20%)
 - Computer Skills (20%)

Section 1 **SAMPLE**

International Trade and the WTO - 1

Instructions to Candidates:

- Answer ALL questions in this section, which carry equal marks.
 - Think through your answers carefully before writing.
 - Short clear answers will receive more credit than long convoluted answers.
 - **You have 30 minutes to answer questions in this section.**
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International Trade and the WTO – 1

1. What is the place of the automobile industry in Pakistan's economy? In your opinion is car assembling segment over protected in Pakistan? If yes, should the government provide relief to consumers by allowing liberal import of used-cars? Why or why not? If no, what is the desirable policy conducive for faster economic growth in the country?

2. Is free trade a sufficient condition for growth and poverty alleviation in developing countries? Critically evaluate how recent trade liberalization experience in some South Asian countries has influenced their economic growth and poverty.

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Section 2

International Trade and the WTO - 2

Instructions to Candidates:

- Answer ALL questions in this section, which carry equal marks.
 - Think through your answers carefully before writing.
 - Short clear answers will receive more credit than long convoluted answers.
 - **You have 30 minutes to answer questions in this section.**
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1. Discuss the economic costs and benefits of being part of a Regional Trade Agreement (RTA) such as SAFTA under the institutional umbrella of the World Trade Organization.

2. Write short notes on the following:
 - a. The reasons behind choosing a quota on imports rather than a unit or ad valorem tariff as a protective policy instrument.
 - b. The rationale and nature of trade which might arise between countries with same technological level and similar factor endowments, i.e., labor and capital.

Section 3

SAMPLE

Data Response and Analytical Skills

You have 30 minutes to answer questions in this section.

1. The following table shows foreign direct investment in Pakistan.

Table 1. Foreign Direct Investment
(million US Dollar)

	FY02	FY03	FY04
Food, beverages & tobacco	- 8.1	7.9	4.6
Textiles	18.4	26.1	35.4
Chemicals, pharmaceuticals & fertilizers	17.8	92.4	28.6
Petro chemicals & petroleum refining	5.0	3.0	72.4
Cement	0.4	-0.4	1.9
Machinery	10.6	10.9	9.4
Electronics	15.9	6.7	7.5
Power	36.4	32.8	-14.2
Construction	12.8	17.6	32.0
Trade, transport, storage & communication	68.3	153.2	266.3
Financial business	3.5	207.5	242.1
Mining & quarrying-oil & gas explorations	274.8	188.2	203.5
Others	29.2	52.1	60.0
Total	485.0	798.0	949.4

- a) Based on the numbers in the table, describe the most significant trends in FDI during FY04.
- b) How does the data in this table help to explain the percentage increase in foreign direct investment in FY04 from the preceding year?
- c) Explain what do the negative value in the power sector show in FY04?

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2. The following table shows the average retail price of milk and the consumer price index (CPI) from 1980 to 1998.

	1980	1985	1990	1995	1998
CPI	100	130.58	158.62	184.95	197.82
Retail price of milk (Rs.)	10	12	16	18	20

- Calculate real milk price of 1985 in 1998 constant rupee.
- Calculate real milk price of 1998 in 1980 constant rupee.
- Calculate real price of 1995 in 1990 constant rupee.

Note: Now answer the next **SIX** questions. For each question there are several possible answers, i.e., A, B, C, D, E. Circle the one you consider correct.

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- A supermarket owner has found out that 25% of his customers buy eggs and bread together and 10% of his customers buy milk and bread together. From this information, he can make the conclusion:
 - Less than 10% of his customers buy eggs, bread, and milk together
 - A greater percentage of his customers buy bread than eggs
 - 35% of his customers buy bread
 - 15% of his customers buy eggs and milk together
 - Two-and-a-half times as many customers buy eggs than milk

- Some analysts are warning that long-range warming or cooling trends in weather patterns will drastically reduce wheat production. More optimistic reports, however, point out that even if such drifts in average temperature do occur we should expect little change in wheat production because there is little evidence that changes in rainfall patterns will occur. Moreover, for most crops, climate induced yield trends will be masked by both the year-to-year fluctuation of yields and by the enhancement of yields because of technological factors.

Which of the following is an assumption on which the more optimistic reports mentioned in the passage are based?

- Long-range changes in weather patterns cannot be accurately predicted
- The growing of wheat is so highly dependent on technological factors that improvements in yield are unlikely, regardless of climatic conditions
- Trends in rainfall patterns are more difficult to isolate than are trends in temperature
- Long-range warming or cooling trends are more damaging to wheat production if they are accompanied by changes in rainfall patterns than if they are not
- Long-range cooling trends are potentially more destructive to wheat production than are long range warming trends

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For questions 3 to 4 refer to the following description:

Two maps are being designed by the Peshawar Transportation Authority. One will show railway lines; the other will show bus routes. There are three railway lines and four bus routes and each line or route must be represented on the maps by a unique color. The colors available to the designer of the maps are blue, green, orange, purple, red, tan and yellow. Any assignment of colors to lines and routes is acceptable provided the following conditions are met:

- Blue cannot be used on the same map as purple
- Orange cannot be used on the same map as red or on the same map as yellow

3. If blue is used on the railway map which of the following must be true?

- (A) Orange is used on the railway map
- (B) Yellow is used on the railway map
- (C) Purple is used on the bus map
- (D) Green is used on the bus map
- (E) Red is used on the bus map

4. If red is used on the bus map, which of the following colors must be used on the railway map?

- (A) Blue
- (B) Orange
- (C) Purple
- (D) Tan
- (E) Yellow

For questions 5 to 6 refer to the following description:

A kindergarten class consists of three boys (Hassaan, Inam, Javed) and four girls (Kanwal, Lubna, Mariam, Naila). Five students from the class are going to act in a play. The characters in the play are of two categories: three animals (Cow, Dog, Elephant) and two persons (Farmer, Farmer's Wife). The class teacher has to pick the cast according to the following constraints:

- A boy must play the farmer.
- A girl must play the farmer's wife.
- The elephant must be played by Kanwal.
- Hassaan must not play the cow.
- Javed and Lubna must either both be in the play or both must not be in the play.
- Inam and Mariam must not be in the same category, i.e. both must not be animals or both must not be persons.
- Exactly one of Hassaan and Naila is in the play; i.e. both cannot be in the play, and both cannot sit out.
- The cast must contain at least two boys and at least two girls.

Given the above information, answer the following questions:

5. If Lubna is playing the cow, then which of the following must be true:

- (A) Javed is playing the dog.
- (B) Either Hassaan or Naila are not in the play.
- (C) Three boys are acting in the play.
- (D) Inam is the farmer's wife.
- (E) Kanwal and Hassaan are both in the play.

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6. If Hassaan, Lubna and Inam are all acting in the play, then all of the following must be true except:

- (A) Both the kids left out of the play are girls.
- (B) Lubna is playing the farmer's wife.
- (C) The cow is being played by a boy.
- (D) Naila cannot play the dog.
- (E) Hassaan is playing the dog.

Section 4 **SAMPLE**

Computer Skills

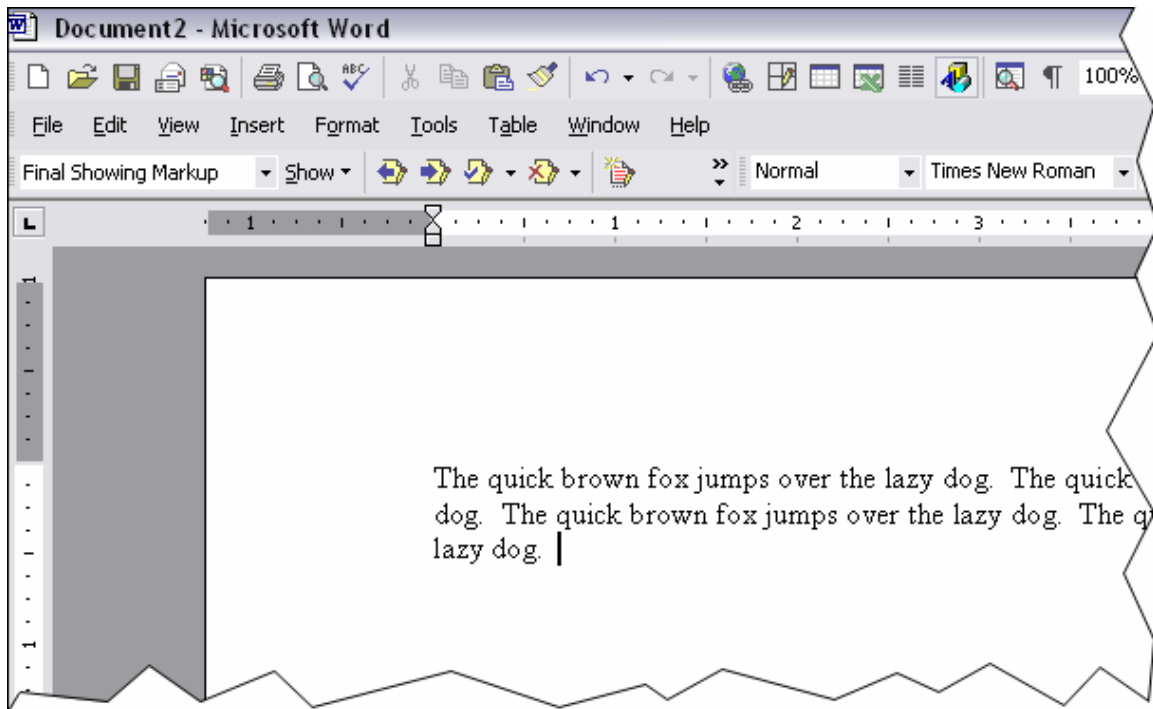
Instructions to Candidates:

- This section does NOT contain multiple choice answers. Provide the answer in the space provided under each question, or as instructed in a specific question. Partial credit may be awarded in cases where the answer is partly correct.
- **You have 30 minutes to answer questions in this section.**

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1. I am typing a document in a word processor software. If I press the SHIFT key, and while holding it down, type the next word, what will be the effect?

Answer space for Question 1 only.

2. I am typing a document. The window portion shown below shows the current state.



Which key on the keyboard should I press if I now want to start typing in a new paragraph?

Answer space for Question 2 only.

3. While typing the above document, if I want to repeat whatever I have written in the first paragraph exactly in the next paragraph, what sequence of actions can I do, so I do not have to retype it again? (Provide exact sequence of steps, including the sequence of which keys to press or where to click)

Answer space for Question 3 only.

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For the next THREE questions, refer to the following figure:



4. Explain what will happen if I click on the button marked **A**.

Answer space for Question 4 only.

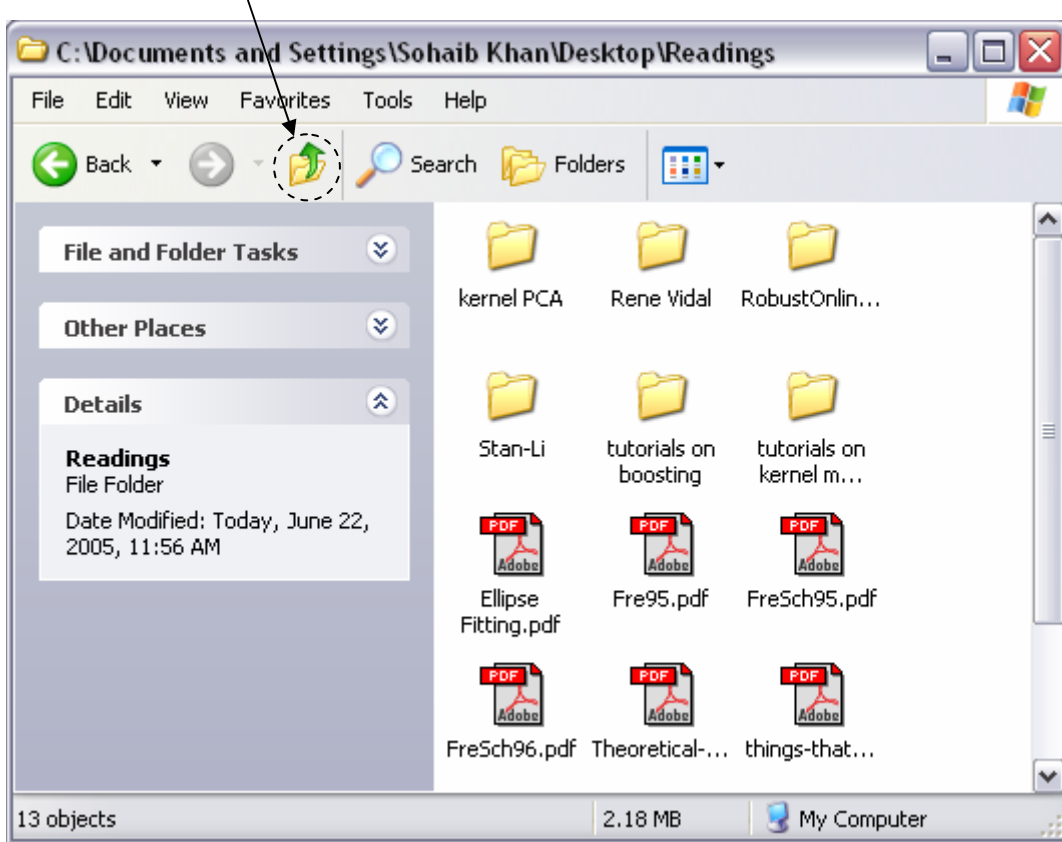
5. Explain what will happen if I click on the button marked **B**.

Answer space for Question 5 only.

6. If I want to read the complete story, where should I click to scroll down the webpage? (Mark your answer on the figure by circling the location which should be clicked)



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For the next TWO questions, refer to the figure below



7. If I click on the button marked by the arrow, which folder will I reach? (Provide name of the folder)

Answer space for Question 7 only.

8. What is the difference in the function of the symbol  and the symbol  ?

Answer space for Question 8 only.

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For the next TWO questions, refer to the figure below



9. Circle the location on the screen where I will have to click, if I have accidentally deleted a file and want to recover it. (Mark your answer on the figure by circling the location which should be clicked)

10. With reference to the figure above, state the sequence of steps that will be need to shut down the computer.

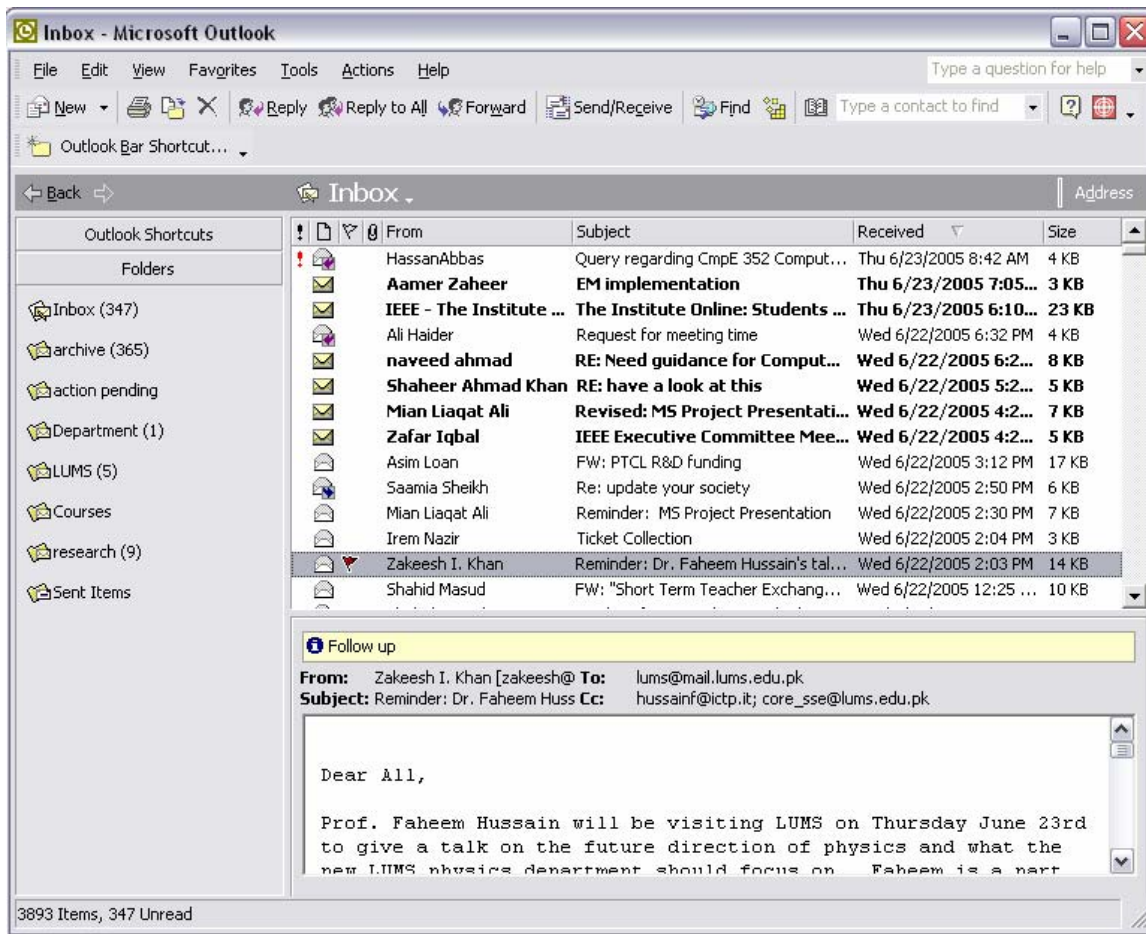
Answer space for Question 10 only.

11. In a valid email address, which symbol is used to indicate that the words appearing after it designate the address of the server to which the email will be delivered?

<i>Answer space for Question 11 only.</i>	
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For the next TWO questions, refer to the following figure



12. On the current screen, identify the emails that the user has already replied to:



Answer space for Question 12 only.

13. What will be the difference between the following two actions:
a. On the current screen, I press the 'Reply' button
b. On the current screen, I press the 'Reply to All' button

Answer space for Question 13 only.

14. What is the difference between the functionality of the left-button on a mouse and the right-button?

Answer space for Question 14 only.

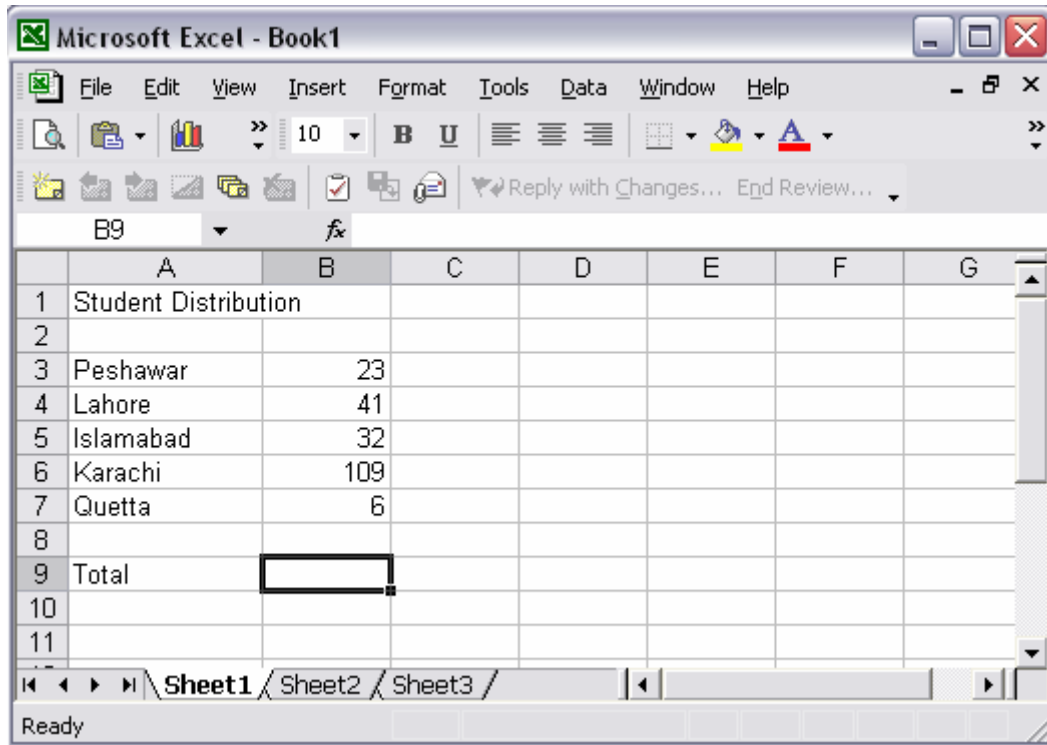
15. While browsing a webpage, when I move my mouse pointer over a particular word, its shape changes from the standard shape, i.e.  to a shape like this: .

What does this change of shape indicate?

Answer space for Question 15 only.

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For the next two questions, refer to the following figure



16. What formula should be typed in the current cell to compute the total number of students?

Answer space for Question 16 only.

17. Describe the sequence of steps that I will have to perform to generate a pie-chart of the student distribution, similar to the one shown on the right.

Answer space for Question 17 only.

