



**Ministry of Commerce & Textile
Recruitment Test for Trade Officer Positions
March 20, 2019 – Sample Paper**

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Name: _____	
Father's Name: _____	
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Room Number: _____	Test Center: _____
Candidate's Signature: _____	

GENERAL INSTRUCTIONS: Candidates must carefully follow the instructions given below and by the instructor / announcer.

1. Please compare & check that the **Seat Number, Your Name & Other information** given on the answer sheet and on the sticker on your chair are correct. Please also write this information in the above box.
2. Use of calculator / mobile phone / smart watch is strictly not allowed.
3. The test is divided into five parts. (Total duration of the test is **2 hours 10 minutes**):
 - Title Page. All Instructions Should Be Examined Carefully – Time allowed: 05 minutes.
 - Concepts of International Trade Multiple Choice Questions - 70 MCQs of 1 Mark Each (1 to 70) (from page 1 to 17) [Weightage 70%] – Time allowed: 70 minutes.
 - Mathematics, Logic and Data Analysis Multiple Choice Questions – 10 MCCs of 1 Mark Each (71 to 80) (from page 18 to 23) [Total Marks 10, Weightage 10%] – Time allowed: 15 minutes
 - IT Skills Multiple Choice Questions – 10 MCQs of 1 Mark Each (81 to 90) (from page 24 to 29) [Total Marks 10, Weightage 10%] – Time allowed: 10 minutes
 - Essay Questions (page 30) – [Total Marks 10, Weightage 10%] - Time allowed: 30 minutes

Note: While working on an allowed part, candidates are not allowed to go forward or backward to other parts. These parts should be attempted in the order given above.
4. Each question has only one correct answer (**A / B / C / D**). All answers must be given by marking a CROSS SIGN ☐ at the chosen option on the answer sheet.
5. In case candidate crosses more than one option for the same question, the answer will be treated as incorrect answer. Over writing is not acceptable. Such answers will be treated as incorrect answers.
6. There will be **NO NEGATIVE MARKING** in all parts of the test. However, if a candidate does not want to answer any question he / she MUST CROSS ☐ the option ☐ on the answer sheet.
7. When the instructor announces "**STOP**", candidate must close the test booklets and cover it with the answer sheet. Any evidence of cheating or non-compliance with instructions or tearing pages will lead to disqualification from the test and legal action.
8. Removing the question booklet or answer sheet in their entirety or parts of it from the exam room is strictly prohibited.
9. The candidate should not mark answers on the question booklet and all answers must be given in CROSS SIGN ☐ on the answer sheet with the **pen**. However, **rough work can be done on the question booklet**. Make sure you do not write anything other than your signature and marking of Cross ☐ against your answers on the answer sheet.
10. IBA reserves the right to revoke/modify any question or part of it.

WAIT... Do not turn over this page until you are told to do so

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SAMPLE PAPER
THE ACTUAL QUESTIONS MAY VARY IN DIFFICULTY LEVEL
INSTRUCTIONS ON THIS SAMPLE PAPER ARE FOR ACTUAL PAPER

ALL ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET
BY CROSSING THE CORRESPONDING LETTER

Concepts of International Trade M.C.Qs (Total Marks 70)

No. of Questions: 70 (from 1 to 70) 1 Mark Each

Time: 70 Minutes

Questions on Page Numbers: 1 To 17

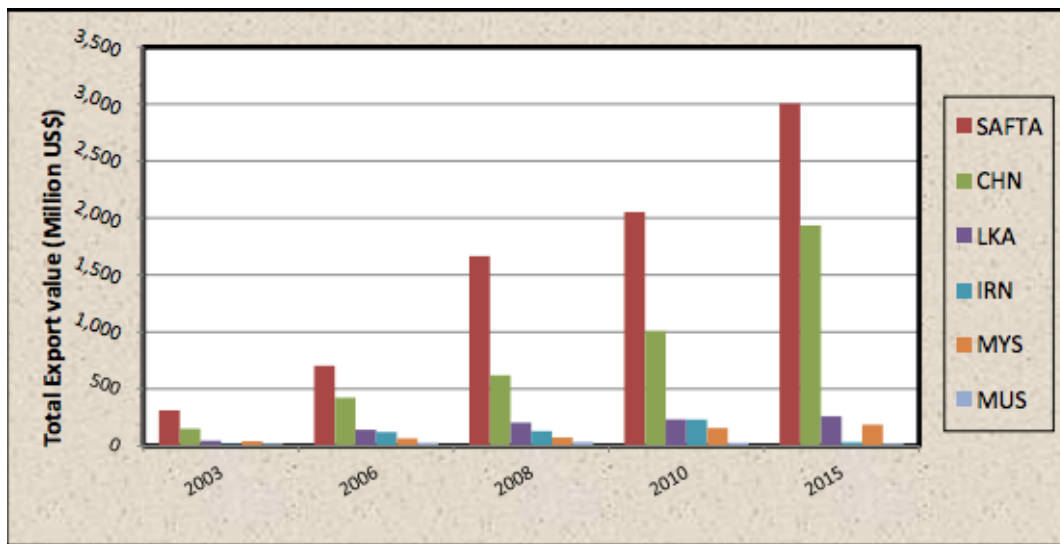
Negative Markings: **No**

1. Pakistan is relatively abundant in labour, while Canada is relatively abundant in capital. In both countries the production of shirts is relatively more labour intensive than the production of computers. According to the factor endowment theory, Pakistan will have a(n)
 - A. Absolut advantage in production of shirts and computers.
 - B. Absolute advantage in production of computers
 - C. Comparative advantage in production of shirts.
 - D. Comparative advantage in production of computers.
2. Which of the following is one of the conclusions of New Trade Theory?
 - A. Countries as a whole must gain from trade.
 - B. A country can only hurt itself by using government policies to promote exports.
 - C. Consumers gain from the increased variety of goods that trade makes available
 - D. A country may export a good or import it, but not both.
3. According to Ricardo, a country will have a comparative advantage in:
 - A. Industries in which there are neither imports nor exports
 - B. Import competing industries
 - C. Industries that sell to domestic and foreign buyers
 - D. Industries that sell to only foreign buyers
4. Specialization, according to the theory of absolute advantage, enables countries to increase their efficiency for all of the following reasons except:
 - A. labor can become more skilled by repeating the same tasks
 - B. developing countries reduce their dependence on former colonizing countries
 - C. labor does not lose time by switching from the production of one kind of product to another
 - D. long production runs provide incentives for the development of more effective working methods
5. Which of the following is false regarding the limitations of the Porter Diamond in explaining countries' competitive advantage?
 - A. The existence of the four favorable conditions does not guarantee that an industry will develop in a given locale.
 - B. Companies in a country with favorable conditions may not try to compete in some industries because they prefer to specialize in the production of other products.
 - C. A limitation of the Porter diamond concerns the increased ability of companies to gain market information, production factors, and supplies from abroad.
 - D. The absence of any of the four conditions from the Porter diamond domestically will prevent companies and industries from becoming globally competitive.

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Years	Export-GDP ratio	Import-GDP ratio	Trade balance-GDP ratio
1990	14.8	20.3	-5.5
1991	17.0	18.6	-1.6
1992	17.4	20.5	-3.2
1993	16.3	22.4	-6.1
1994	16.3	19.0	-2.8
1995	16.7	19.4	-2.7
1996	16.9	21.4	-4.5
1997	16.1	20.8	-4.7
1998	16.5	17.5	-1.0
1999	15.4	17.0	-1.6
2000	13.4	14.7	-1.2
2001	14.7	15.7	-1.1
2002	15.2	15.3	-0.1
2003	16.7	16.1	0.6
2004	15.7	14.6	1.0
2005	15.7	19.6	-3.9
2006	15.2	23.8	-8.0
2007	14.2	21.3	-7.2
2008	12.9	23.9	-11.0
2009	12.4	19.7	-7.3
2010	13.5	18.4	-5.8
2011	14.0	19.0	-5.0
2012	12.4	20.4	-8.0
2013	13.3	20.1	-6.8
2014	12.3	18.7	-6.4
2015	10.9	17.1	-6.2

6. Exports of a country are considered to be a main pillar of the economy, a source of earnings and foreign exchange, employment opportunities and ability to achieve strong and sustainable growth for a country. The table above shows trade performance of Pakistan from 1990 to 2015. Based on the table above which of the statement below can be inferred?
- A. Only in early 2000s, Pakistan's export performance has been favorable, registering an average growth of 16.7 per cent per annum on the back of strong macroeconomic policies pursued at home and a favorable international trading environment.
- B. The export to gross domestic product (GDP) ratio from 2000 to 2003 is increasing continuously, whereas it is decreasing after 2003. As far as trade balance to GDP ratio is concerned, trade deficit also declined during that period; it became surplus in 2003 and 2004.
- C. During 2000 till 2003 export to GDP ratio showed decreasing trend and trade deficit became wider. Rising domestic demand due to strong economic growth increased the level of investment, which ultimately increased the country's demand for capital goods and machinery imports.
- D. The export to gross domestic product (GDP) ratio from 2000 to 2005 is increasing continuously. As far as trade balance to GDP ratio is concerned, trade deficit also declined during that period; it became surplus in 2003 and 2004



7. The figure above explains the rapid and substantial growth of Pakistan's total exports values to South Asia and China over eight-year span, after establishment of South Asian Free Trade Area (SAFTA) and bilateral FTA with China. Which of the statements below can be deduced from the figure above?
- Pakistan's export in terms of values with other PTAs like Sri Lanka (LKA), Iran (IRN) and Malaysia (MYS) shows slower growth than export with SAFTA and China
 - Textile and clothing export to Iran, Malaysia and Mauritius shows decline during the period of study, whereas for Sri Lanka, it displays increasing trend. Conversely, total export value to Mauritius has shown no development; even it declines in later period.
 - Cotton and clothing export to Iran, Malaysia and Sri Lanka shows decline during the period of study, whereas for Mauritius, it displays increasing trend. Conversely, total export value to Sri Lanka has shown no development; even it declines in later period.
 - Textile export to Sri Lanka, Malaysia and Mauritius shows decline during the period of study, whereas for Iran, it displays increasing trend. Conversely, total export value to Mauritius has shown no development; even it declines in later period.
8. A tariff that prohibits imports has only
- a revenue effect and redistribution effect
 - revenue effect and protection effect
 - consumption effect and protection effect
 - redistribution effect and consumption effect
9. Pakistan is the 68th largest export economy in the world and the 98th most complex economy according to the Economic Complexity Index (ECI). In 2017, Pakistan exported \$24.8B and imported \$55.6B. The major export partners of Pakistan include
- USA, UAE, China, UK
 - USA, Italy, South Korea
 - UK, China, Canada, Morocco
 - China, USA, UAE, Kuwait

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10. Pakistan exports primary products such as fruits (Kinnows, Mangoes, etc.), rice, and vegetables. Because supply and demand conditions for primary products are very price inelastic, their prices
- A. have been steadily rising in recent decades
 - B. have been more stable than the prices of manufactured goods
 - C. fluctuate about as much as the prices of manufactured goods
 - D. tend to be very unstable from year to year
11. Currently, Pakistan is pursuing Export-led growth following footsteps of economies like Kuwait and Singapore. Export-led growth strategies tend to emphasize
- A. resource allocation based on the principle of absolute advantage
 - B. resource allocation based on the principle of comparative advantage
 - C. trade protection for import-competing firms
 - D. trade protection for exporting-competing firms
12. Developing countries like Pakistan that emphasize the production of raw materials such as cotton or agricultural goods such as rice may realize a long-run deterioration in the international terms of trade because of
- A. relatively low import tariffs maintained by advanced countries
 - B. highly elastic demand for these products in advanced countries
 - C. declines in the supplies of these products on world markets
 - D. sluggish demand for these products in advanced countries
13. Pakistani Rupee has depreciated against US Dollar. Economic theory predicts that a currency depreciation will least lead to an improvement in the home country's trade balance when:
- A. home demand for imports is inelastic and foreign export demand is inelastic
 - B. home demand for imports is elastic and foreign export demand is inelastic
 - C. home demand for imports is inelastic and foreign export demand is elastic
 - D. home demand for imports is elastic and foreign export demand is elastic
14. Export growth in Pakistan has been hampered by the high cost of doing business in Pakistan. Exporters in Pakistan are facing stringent competition from Bangladesh, India and Vietnam. What are the plausible causes for high cost of doing business in Pakistan?
- A. Hyperinflation, rising energy prices and high taxes
 - B. High inflation and interest rate, rising energy prices and adverse security situation
 - C. No support from government and extensive competition from abroad
 - D. Devaluation in major importing partners of Pakistan resulting in cheaper imports
15. Which sectors have showed positive growth in exports during first six months of the fiscal year 2017-18?
- A. Textile, Agro & Food, Engineering goods, Mineral & Metal
 - B. Textile and Services
 - C. Manufacturing and Services
 - D. Agro & Food, Mineral & Metal

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16. According to Pakistan Bureau of Statistics, leather industry ranks the _____ biggest export-oriented industry of the country and its share in world leather trade is almost 1%. Leather exports from Pakistan can be categorized under _____ broad categories:
- A. First; Six
 - B. Second; Six
 - C. Second, Five
 - D. Third; Five
17. Consider the following three statements
- I. Pakistan is the only country in South Asia that experienced a negative growth in exports for the last three years.
 - II. Regional competitors namely India, China and Bangladesh have positive growth in exports for the last three years.
 - III. Regional competitors China and Bangladesh have positive growth in exports, while India have experienced a decline in exports during the last three years.
- Which of the following is correct?
- A. Statement I and II
 - B. Statement I and III
 - C. Statement III only
 - D. None of the above
18. The leather and leather made-ups industry plays a significant role in the economy of Pakistan and its share in Gross Domestic Product (GDP) is _____. Industry experts revealed that Pakistan is leading in leather technology, and quality wise our leather is at _____ number.
- A. 4 percent, Second
 - B. 5 Percent, Third
 - C. 4 percent, Third
 - D. 5 percent, Second
19. Pakistan is the _____ largest exporter of textile commodities in Asia and textile sector contributes _____ to the GDP of Pakistan. The total textile sector exports reached _____ billion value wise in 2017-18.
- A. Eighth, 8.5%, \$7.72
 - B. Third, 8.5%, \$10.72
 - C. Fifth, 10.4%, \$10.72
 - D. Eighth, 10.4%, \$7.72
20. Being the _____ largest cotton producer, Pakistan has the _____ spinning capacity in Asia after _____. The significance of the textile sector can be measured from its contribution to the total GDP of the country which stands at about _____
- A. Fourth, third largest, China and India, 8.0%
 - B. Fourth, second largest, China and India, 7.0%
 - C. Fourth, third largest, China and Bangladesh, 8.0%
 - D. Fourth, third largest, India and Bangladesh, 7.0%

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21. What is the most common ignored takeaway from trade shows and business conferences?
- Free Samples
 - Information
 - Education
 - Networking
22. According to the Global Travel and Tourism Report 2017 by the World Economic Forum, Pakistan ranked _____most unsafe country for tourists?
- 1st
 - 2nd
 - 3rd
 - 4th
23. When exporting some common pitfalls include:
- failure to use an export management company
 - failure to print service, sales, and warranty messages in local languages
 - chasing orders around the world instead of establishing a basis for profitable operations and orderly growth
 - all of the above
24. From the viewpoint of the foreign investor, which of the following is a disadvantage associated with investment in Pakistan?
- Poorly skilled workers
 - Weak protection of intellectual property
 - Small consumer markets
 - Slow economic growth
25. Which industrialization policy have developing countries such as Pakistan used which places emphasis on the comparative advantage principle as a guide to resource allocation:
- export promotion
 - import promotion
 - international commodity agreements
 - multilateral contracts
26. Concerning economic sanctions, export embargo induces greater losses in consumer surplus for the target country the:
- lesser its initial dependence on foreign produce goods.
 - more elastic the target country demand schedule
 - greater than available output from alternative suppliers
 - more inelastic the target country supply schedule

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27. To help developing nations strengthen their international competitiveness many industrial nations have granted non-reciprocal tariff reductions to developing nations under the
- A. international commodity agreements program
 - B. multilateral contract program
 - C. generalized system of preferences program
 - D. export-led growth program
28. The campaign, initiated from Great Britain and also cover Europe and Gulf countries, is aimed at convincing overseas Pakistanis buy 'Pakistan Banao Certificates', (PBC) which is a _____denominated _____retail instrument for expats offering attractive incentives.
- A. US dollar, retail
 - B. Euro, retail
 - C. US dollar, wholesale
 - D. Euro, Wholesale
29. The _____is an international trade fair and congress for chemicals, dyes and pigments.
- A. TEXPO
 - B. POGEE
 - C. ICADEX
 - D. IFTECH
30. Health Asia International Exhibition & Conferences incorporating Pharma Asia International Exhibition & Conferences is the biggest annual health & pharmaceutical industry event of Pakistan. The conference is held in which city/cities of Pakistan?
- i. Karachi
 - ii. Lahore
 - iii. Islamabad
- A. i
 - B. ii
 - C. i and ii
 - D. all of the above
31. "Most-Favored-Nation" ("MFN") treatment — requires Members to accord the most favorable tariff and regulatory treatment given to the product of any one Member at the time of import or export of "like products" to all other Members. This is a bedrock principle of the WTO. Under the MFN rule, if WTO Member A agrees in negotiations with country B, which need not be a WTO Member, to reduce the tariff on product X to five percent, this same "tariff rate" must also apply to all other WTO Members as well. While MNF status helps smaller countries in gaining access to larger markets, reduce cost of exports, and benefit from economies of scale, it
- A. Leaves infant industries vulnerable and exposes economy to dumping practices
 - B. Fails to reduce ill effects of trade protectionism
 - C. does not encourage competition
 - D. Increases red tape and associate costs

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32. A strategic trade policy involves promoting:
- A. self-sufficiency in production of military equipment.
 - B. development of industries that are competitive in export markets.
 - C. favorable balances of trade for political reasons.
 - D. less dependence on commodities for export earnings.
33. Which of the following statements is false regarding strategic trade policy?
- A. A country may target an industry for which global demand never reaches expectations.
 - B. There has been a tendency for too many countries to identify the same industries, so excessive competition has led to inadequate returns.
 - C. When relative conditions change in an industry, relative capabilities change as well.
 - D. It has usually resulted in significantly large payoffs.
34. A tariff that prohibits imports has only
- A. a revenue effect and redistribution effect.
 - B. revenue effect and protection effect.
 - C. consumption effect and protection effect.
 - D. redistribution effect and consumption effect.
35. Suppose that the domestic government allows a specific number of goods to be imported each year, but it does not specify from where the product is shipped or who is permitted to import. Such a trade barrier is known as
- A. an import tariff
 - B. a tariff-rate quota
 - C. a selective quota
 - D. a global quota
36. Incoterms' or International Commercial Terms, first published in 1936, are a set of 11 rules defining who's responsible for what during international transactions. Incoterms defines DAT as 'Delivered at Terminal'. All of the below but one is not a feature of DAT
- A. Seller covers the costs and risk of transporting goods to an agreed terminal
 - B. The terminal could be an airport, warehouse, road or container yard
 - C. Seller organises customs clearance and unloads the goods at the terminal
 - D. It's the seller's job to get the goods to the buyer's carrier at an agreed location
37. _____ is said to exist when the formation of a regional trading group leads to the reduction of trade with nonmember countries in favor of member countries.
- A. trade creation
 - B. trade diversion
 - C. trade exclusion
 - D. trade distortion

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38. _____ is said to exist when the formation of a regional trading group leads to an expansion of trade above pre-group levels.
- A. trade creation
 - B. trade diversion
 - C. trade exclusion
 - D. trade distortion
39. Suppose that tomatoes from India face a 20 percent tariff in the Pakistan and a 25 percent tariff in China. If the Pakistan and China maintain free trade between each other, then these two countries belong to a
- A. free-trade area
 - B. customs union
 - C. common market
 - D. monetary union
40. The trading community over the globe have created and maintained a systematic method for the transfer of documents of the goods in international trade and international banking system. Which of the following is not a basic objective of documentation in foreign trade?
- A. to assure that the exporter will receive the payment
 - B. to assure that the importer will receive the goods
 - C. to eliminate risk of noncompletion
 - D. none of the above
41. Documentation in foreign trade is designed in such a way to ensure that the exporter will receive payment and the importer will receive the merchandise. Which of the following is not an important document in foreign trade?
- A. a check for the value of goods
 - B. a draft
 - C. bill of lading
 - D. a letter of credit
42. Trade transaction means the activity of buying and selling in between two parties, namely Buyer and Seller. Below are five steps involved in a typical trade transaction. Which step is out of order:
- A. exporter agrees to ship under a letter of credit
 - B. exporter ships the product to the importer
 - C. importer's bank issues the letter of credit
 - D. exporter prepares a 60-day draft on importer in accordance with the letter of credit.
43. A consular invoice is a document certifying a shipment of goods. Which of the following is not true of a consular invoice?
- A. provides customs officials with all information
 - B. facilitates easy customs clearance
 - C. helps customs officials assess duties
 - D. issued by the consulate of the exporting country

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44. A bill of lading is a legal document issued by a carrier to a shipper that details the type, quantity, and destination of the goods being carried. If a carrier is instructed to deliver goods to an importer, a _____ bill of lading is used.
- A. straight
 - B. order
 - C. on-board
 - D. clean
45. When used in foreign trade, a commercial invoice is a customs document. A commercial invoice is issued by _____.
- A. exporter
 - B. exporter's bank
 - C. importer
 - D. importer's bank
46. Pakistan and the United States began negotiating a Bilateral Investment Treaty (BIT) in _____ and closed the text in _____ but the agreement has not been signed due to reservations from Pakistani stakeholders.
- A. 2004, 2012
 - B. 2003, 2011
 - C. 2002, 2011
 - D. 2005, 2012
47. Pakistan and the United States signed a Trade and Investment Framework Agreement (TIFA) in 2003, which provides a forum for discussion of bilateral trade issues. The most recent TIFA intercessional meeting was held in _____ in June 2017.
- A. New York
 - B. Washington
 - C. Dubai
 - D. Islamabad
48. Pakistan has free trade agreements with _____, _____ and _____.
- A. Sri Lanka, China, Malaysia.
 - B. Iran, Sri Lanka, Malaysia
 - C. Malaysia, Afghanistan, Bangladesh
 - D. China, Iran, Turkey

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49. The United States and Pakistan have had a bilateral tax treaty in force since _____. Pakistan also has double taxation agreements with _____ countries.
- A. 1959, 52
 - B. 1958, 53
 - C. 1959, 54
 - D. 1960, 55
50. Pakistan is a member of the Multilateral Investment Guarantee Agency (MIGA), an arm of the
- A. International Monetary Fund
 - B. Asian Development Bank
 - C. World Bank.
 - D. All of the above
51. Pakistan is a part of the South Asian Association for Regional Cooperation (SAARC) and has preferential trade agreements with
- A. Iran and Mauritius.
 - B. Bangladesh and Iran
 - C. India and Sri Lanka
 - D. Afghanistan and Maldives
52. How many agreements and Memorandums of understanding (MoUs) have signed b/w Pakistan and Saudi Arabia on Feb 18, 2019.
- a. 12
 - b. 7
 - c. 2
 - d. 20
53. On May 16, Pakistan signed an MoU with _____ to promote country's worldwide exports by SMEs through e-commerce.
- A. Google
 - B. Alibaba Group
 - C. BidPay
 - D. Amazon
54. Why have bilateral agreements between countries proliferated in recent years?
- A. Because they benefit countries more than multilateral agreements
 - B. Because they can be negotiated more quickly than multilateral agreements
 - C. Because they are preferred by MNEs
 - D. Because countries tend to be of equal bargaining power

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55. Consider the following four statements about Quartet Agreement of Transit Trade (QATT), which is an agreement of two CARs (Central Asian Republics) with two emerging economies of the world.
- I. QATT was concluded in 1995 by Pakistan, China, Kazakhstan and Kyrgyzstan,
 - II. QATT was concluded in 1995 by Pakistan, China, Kazakhstan and Turkmenistan
 - III. QATT is more in favour of Pakistan because Pakistani ports (Gwadar Port, Karachi Port and Port Qasim) are used for trade and transit.
 - IV. QATT is not in favour of Pakistan because Pakistani ports cannot be used for transit, since it does not connect the countries in question.

Which of the follow is true?

- A. Statement II and IV
 - B. Statement I and III
 - C. Statement II and III
 - D. Statement I and IV
56. Trade Development Authority Pakistan (TDAP) works towards promotion of export and trade development in Pakistan. TDAP participates/arranges which of the following?
- i. International trade exhibitions
 - ii. Send and Receive Trade delegations
 - iii. Organizes EXPO Pakistan
 - iv. Arrange bilateral and multilateral trade agreements
- A. All of the above
 - B. I & II
 - C. I, II & III
 - D. II & III
57. Which of the following below includes strategic objectives of International Trade Center?
- i. Exporter Competitiveness
 - ii. Inclusive and Sustainability
 - iii. Building Awareness
 - iv. Minimizing Price Distortions in International Markets
- A. All of the above
 - B. I, II & III
 - C. II
 - D. III & IV
58. Which of the following comes under the General category of Trade Support Institutions?
- A. Chamber of Commerce
 - B. DEPO
 - C. PSEB
 - D. PHDEC

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59. The balance of payments is an official account of international payments maintained by State Bank of Pakistan. The current account of the balance of payments is made up of:
- A. Trade in goods and services by a country's businesses.
 - B. Current sales overseas for either products or services.
 - C. The merchandise trade account and service account plus the profits and interest earned from overseas assets.
 - D. Transactions involving the sale and purchase of assets.
60. Trade Facilitation Agreement of WTO is projected to reduce trade cost in Asia and Pacific by
- A. 35%
 - B. 30%
 - C. 26%
 - D. 15%
61. In 1950s Pakistan engaged _____ policies to foster industrialization by establishing high barriers to imports of foreign goods to promote local production
- A. absolute advantage
 - B. comparative advantage
 - C. export-led growth
 - D. import substitution
62. Special Economic Zone (SEZ) Act in Pakistan was promulgated in:
- A. 2011
 - B. 2012
 - C. 2016
 - D. 2017
63. To become a leading country in the field of export of value-added textile products the Ministry of Textile promulgated Textile Policy 2014-19. All of the above but one is not amongst the goals set out by the Textile Policy.
- A. To double value-addition from \$1 billion per million bales to \$2 billion per million bales in five years.
 - B. To double textiles exports from \$13 billion per annum to \$26 billion per annum in next five years.
 - C. To improve fiber's mix in favor of non-cotton i.e. 14% to 30%
 - D. Set up domestic and single country exhibitions to facilitate exports

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64. Foreign direct investment (FDI) means an individual, a group of individuals, an incorporated or unincorporated entity or a public or private company investing its money in other country. What are the indicators of FDI?
- i. Market Size
 - ii. Skill Level
 - iii. Availability of Infrastructure
 - iv. Political Stability
- A. III
B. I & III
C. IV
D. All of the above
65. Pakistan was basically an agricultural economy upon its independence in 1947. Its industrial capacity was negligible for processing locally produced agricultural raw material. This made it imperative for succeeding governments to improve the country's manufacturing capacity. In order to achieve this objective, however, changing types of industrial policies have been implemented in different times with a changing focus on either the private sector or the public sector. Which of the statement below is true regarding policies Pakistan adopted?
- A. During the 1960s, government policies were aimed at encouraging the public sector while during the 1970s, the private sector was given the dominant role. In the 1980s and 1990s, the public sector was again assigned a leading role.
- B. During the 1960s, government policies were aimed at encouraging the private sector while during the 1970s, the public sector was given the dominant role. In the 1980s and 1990s, the private sector was again assigned a leading role.
- C. During the 1960s, government policies were aimed at encouraging the public sector while during the 1970s, the private sector was given the dominant role. In 1980s and 1990s Public-Private partnerships gained momentum
- D. Between 1960s and 1970, Public sector had a prominent role, while during 1970s and 1980 private sector gained momentum
66. Till early 1980s, agricultural trade in Pakistan was affected indirectly by manufacturing trade reforms and currency devaluations. During the Uruguay Round of trade negotiations, Pakistan agreed to liberalize its agricultural sector. The _____ was one of the most promising agreements, as it was considered to benefit the developing countries by eliminating market distortions.
- A. Agreement on Agriculture
B. GATT
C. TRIPS
D. Antidumping Agreement

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BY CROSSING THE CORRESPONDING LETTER

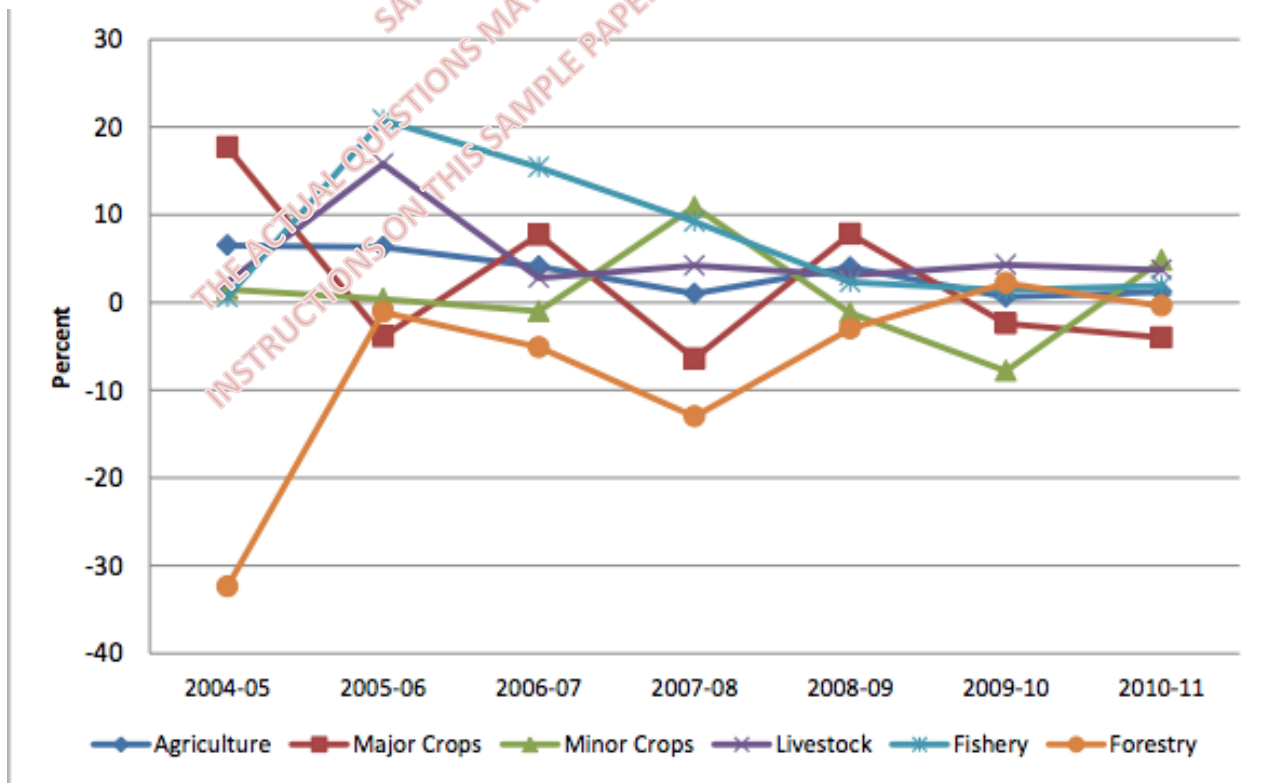
67. Empirical work suggests which policy is most effective in Pakistan in relation to economic growth?

- A. Fiscal Policy
- B. Monetary Policy
- C. Trade Policy
- D. Supply side policies

68. The impact of government policy on agricultural incentives is measured by?

- i. Effective Rate of Protection
- ii. Nominal Rate of Protection
- iii. Tariffs
- iv. Export Revenue

- A. I & II
- B. IV
- C. III & IV
- D. All of the Above



69. The graph above shows yearly changes to value added (%) by Agricultural Subsector in Pakistan (2004-11). Which of the statements below can be inferred from the graph above?

- A. changes in value added by subsector have been more pronounced in case of major and minor crops
- B. changes in value added by subsector have been more pronounced in case of livestock
- C. Livestock's share of agricultural value added increased from 10 percent to 40 percent over this period.
- D. Agricultural growth has been slowing since 2000

70. What is the impact of FDI on Pakistan's exports and imports?

- A. Inflow of FDI increases imports and reduces exports
- B. Inflow of FDI has no impact on imports or exports
- C. It is uncertain
- D. Inflow of FDI reduces imports

This is the end of International Trade M.C.Qs.

SAMPLE PAPER
THE ACTUAL QUESTIONS MAY VARY IN DIFFICULTY LEVEL
INSTRUCTIONS ON THIS SAMPLE PAPER ARE FOR ACTUAL PAPER

NOTE

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If you finish before time is called, you may check your work on this section only.

Next section is Mathematics, Logic and Data Analysis M.C.Qs.

Do not move to the next page unless you are asked to do so

ALL ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET
BY CROSSING THE CORRESPONDING LETTER

Mathematics, Logic and Data Analysis M.C.Qs (Total Marks 60)

No. of Questions: 10 (from 71 to 80) 1 Mark Each

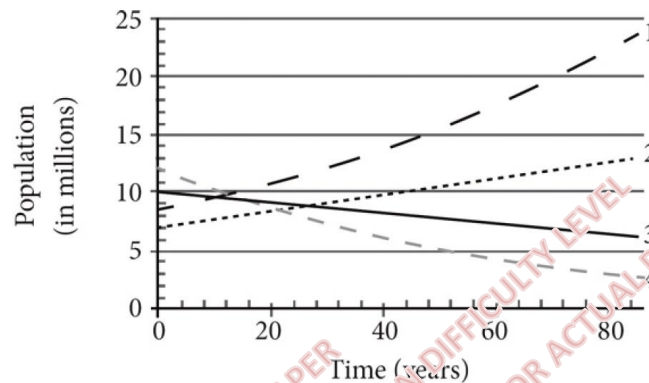
Time: 15 Minutes

Questions on Page Numbers: 18 To 23

Negative Markings: **No**

71. The table below shows a country's birth rate (number of births per year per 1,000 people), and death rate (number of deaths per year per 1,000 people). Immigration and emigration are the number of people in absolute values. A country's population growth is determined by these four variables mentioned in table below. The lines 1-4 in Figure model the population for the four countries shown over time.

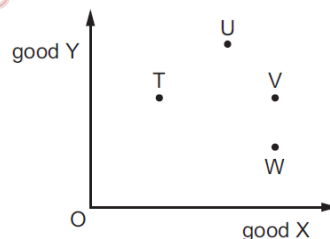
	Birth	Death	Immigration	Emigration
Country A	20	X	1,000	1,000
Country B	21	21	12,100	Y
Country C	36	24	Z	500
Country D	13	13	82,000	9,600



Line 1 represents which country's population?

- A. Country A
- B. Country B
- C. Country D
- D. Country C

72. The diagram represents different combinations of good X and good Y. A consumer prefers more units of both goods to fewer units but prefers, as far as possible, not to give up any of good Y to obtain more of good X.

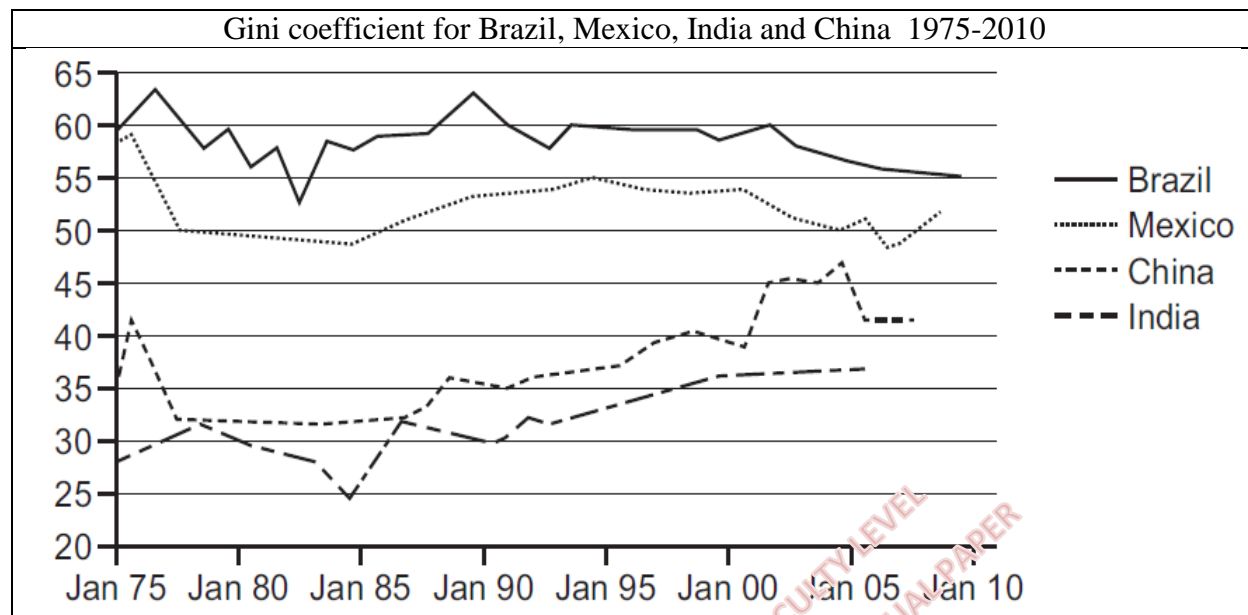


Which combination in the diagram could represent the consumer's order of preference in descending order?

- A. UTVW
- B. UVTW
- C. TUVW
- D. WVUT

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73. The diagram shows the Gini coefficient for four countries between 1975 and 2010.



Which country made the greatest move towards a more equal income distribution over the period?

- A. Brazil
- B. China
- C. India
- D. Mexico

74. The table below shows data about the number of employees at IBA, a popular business school in Karachi.

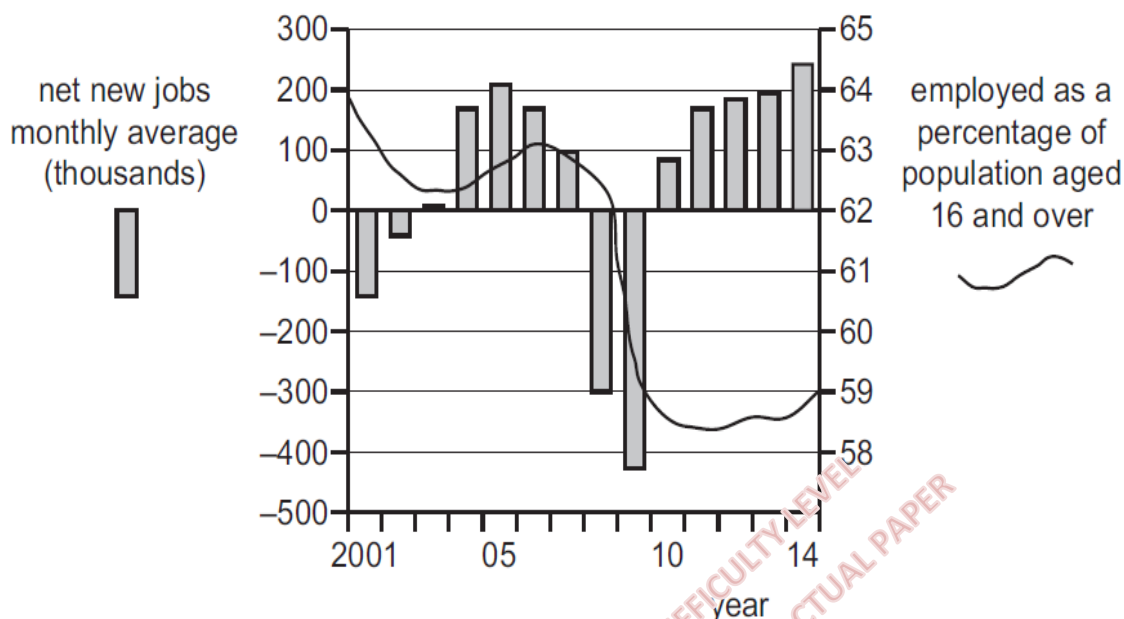
	2016	2017	2018
Total Employees	1,670	1,890	2,110
Percent Male	65%	60%	55%
Percent Female	35%	40%	45%

Assuming the employee total grows at the same rate each year, and male and female percentages continue to decrease and increase by 5%, respectively, approximately how many male employees will work at IBA in 2019?

- A. 1515
- B. 1398
- C. 1282
- D. 1165

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75. The diagram shows selected labour statistics from 2001 to 2014.



What can be concluded from the diagram about 2001-2014?

- A. Employment as a percentage of the population aged 16 and over declined continuously.
- B. In periods when the number of net new jobs was rising the percentage employed increased.
- C. The natural rate of unemployment was achieved only in 2008.
- D. The number of unemployed workers fell in all except four years.

76. The 6th Census 2017 report of Pakistan records recorded the highest educational attainment of all adults aged 25 years or older in City A, one of the most educated parts of the country. The results are given in the two-way table below.

Level of Education	Male	Female	Total
High School	7,535	7,234	14,769
Bachelor's Degree	17,170	23,455	40,625
Master's Degree	45,105	41,078	86,183
Professional Degree	23,501	23,405	46,906
Doctoral Degree	16,232	15,817	32,049
Total	109,543	110,989	220,532

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According to the data presented in the table, if you were to choose a person at random out of the entire population aged 25 years or older in city A, what is the approximate probability that the person you chose is a man with a doctoral degree (given as a percent)?

- A. 2%
- B. 7%
- C. 28%
- D. 51%

77. Which number replaces the question mark?

3	1	4
7	2	9
1	5	?

- A. 6
- B. 8
- C. 13
- D. 4

78. A man completes a journey in $1\frac{1}{3}$ hours. He travels first half of the journey at the rate of 21 km/hr and second half at the rate of 24 km/hr. Find the total journey in km.

- A. 220 km
- B. 224 km
- C. 230 km
- D. 234 km

79. Three families, P, Q and R, share 480 kg of rice, Q receives twice as much rice as P and R receives half as much rice as Q. How much rice does family Q gets?

- A. 220 kg
- B. 230 kg
- C. 240 kg
- D. 250 kg

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80. If 40% of the students in a class have blue eyes, and 20% of those students with blue eyes have brown hair, then what percent of the original total number of students have brown hair and blue eyes?

- A. 4%
- B. 8%
- C. 16%
- D. 20%

**This is the end of Mathematics, Logic and Data
Analysis MCQs.**

SAMPLE PAPER
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Next section is IT Skills MCQs

Do not move to the next page unless you are asked to do so.

ALL ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET
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IT Skills M.C.Qs (Total Marks 60)

No. of Questions: 10 (from 81 to 90) 1 Mark Each

Time: 10 Minutes

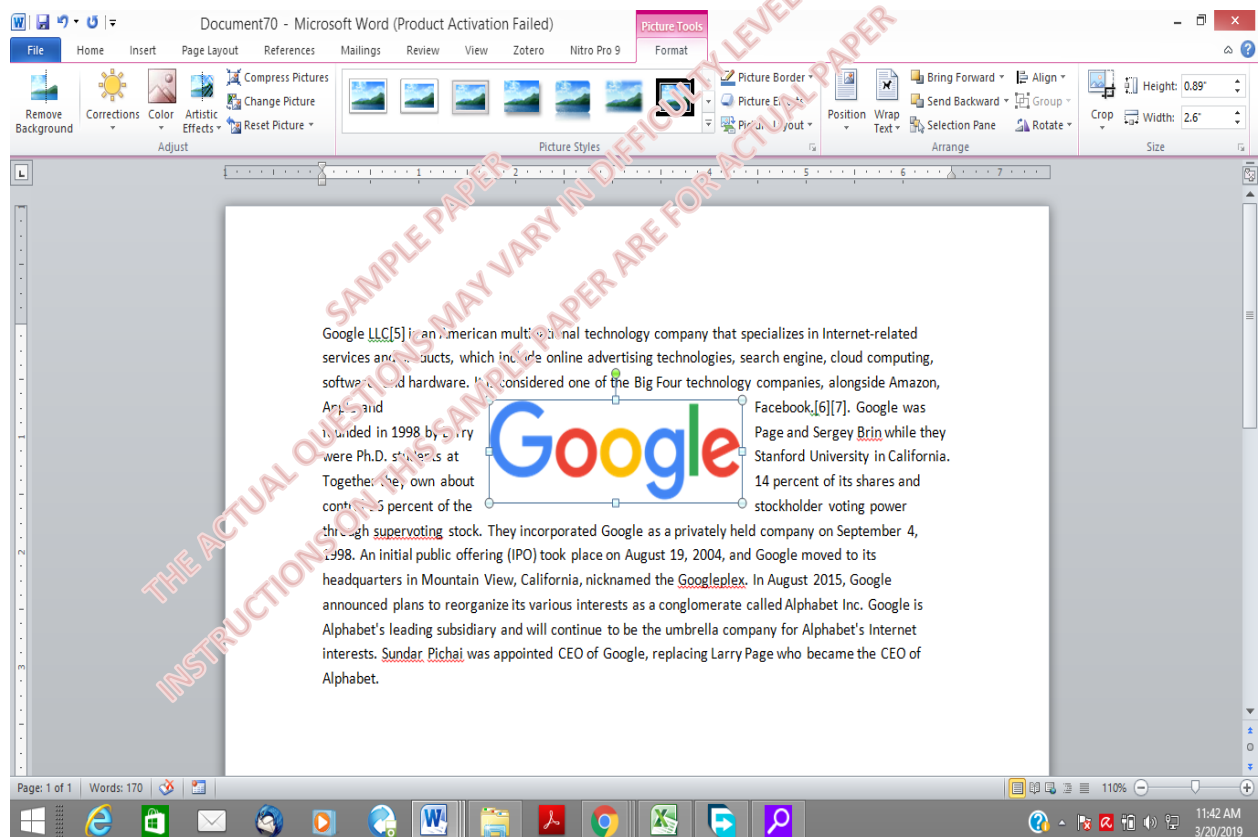
Questions on Page Numbers: 24 To 29

Negative Markings: **No**

81. In MS Excel, to name a range of cells can be done

- A. by selecting range and then entering a name in the 'Name Box'
- B. by selecting range, right click for the pop-up menu and then enter a name using 'Define Name'
- C. through the 'Name Manager' under 'Formulas' menu
- D. All of the above

82. In MS Word, to position a picture in the middle with text wrapping (see below) can be done



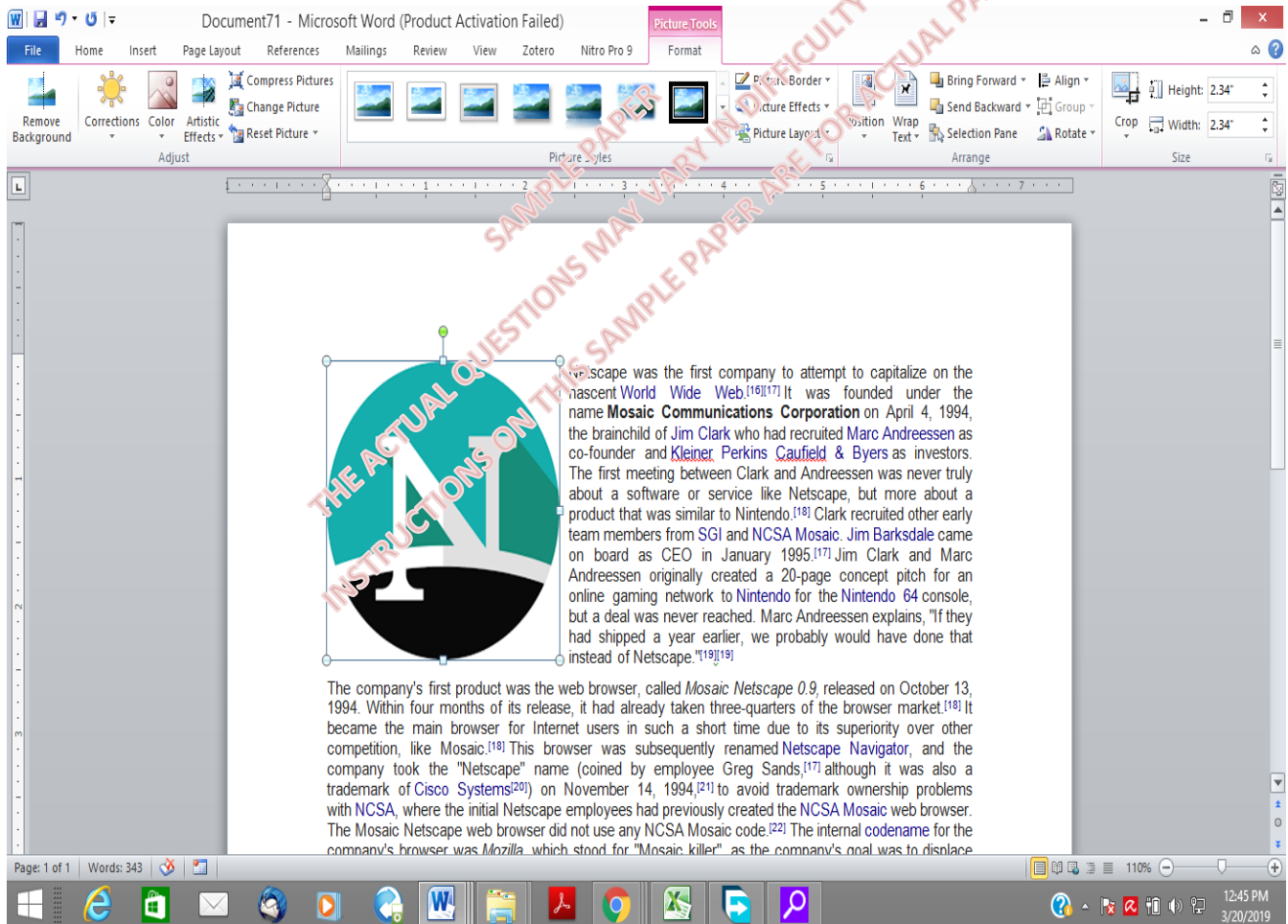
- A. by selecting the picture and clicking 'Position in Middle Center with Square Text Wrapping' option in 'Position' under 'Format' Menu
- B. by selecting the picture and clicking 'Through' option in 'Wrap Text' under 'Format' Menu
- C. by selecting the picture and clicking 'In line with Text' option in 'Position' under 'Format' Menu
- D. Both a and b

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83. In MS Excel, suppose that the sales in each quarter of year 2019 are inserted in Cells C77 to C80. Which formula if inserted in Cell 82 will compare the sales in quarter 1 and 2, and return the relevant text "Q1 better than Q2" or "Q2 better than Q1"?

- A. =IF(C77>C78, "Q1 better than Q2","Q2 better than Q1")
- B. =IF(C77>C78, "Q2 better than Q1","Q1 better than Q2")
- C. =IF(C82, C77>C78, "Q1 better than Q2","Q2 better than Q1")
- D. =IF(C82, C77>C78, "Q2 better than Q1","Q1 better than Q2")

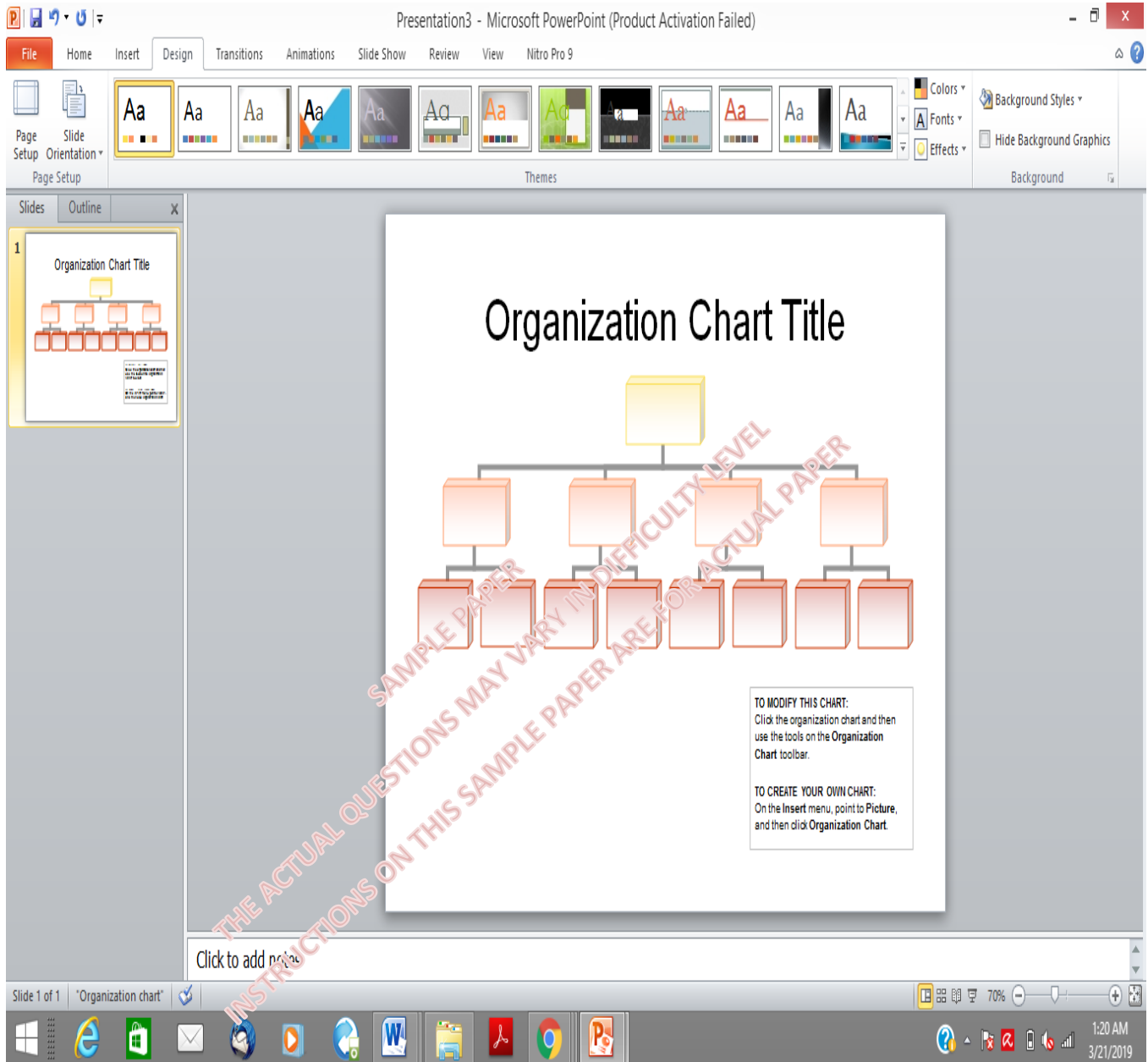
84. In MS Word, to position a picture by tightly wrapping with the text (see below) can be done



- A. by selecting the picture and clicking 'Tight' option in 'Wrap Text' under 'Format' Menu
- B. by selecting the picture and clicking 'Through and Tight' option in 'Wrap Text' under 'Format' Menu
- C. by selecting the picture and clicking 'In line with Text' option in "Poistion" under 'Format' Menu
- D. All of the above

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85. In MS PowerPoint, changing the color of different objects (see pic below) without altering the content can be done through



- A. Background Styles
- B. Color Scheme
- C. Object Scheme
- D. Effects

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BY CROSSING THE CORRESPONDING LETTER

86. In MS PowerPoint, a quick and simple way to rehearse your presentation and gauge if your content needs more detail or you need to reduce it can be done through

- A. Rehearse Timings
- B. Rehearse Duration
- C. Limit Timings
- D. Demo Timings

87. A cybercrime in which a target or targets are contacted by email, telephone or text message by someone posing as a legitimate institution to lure individuals into providing sensitive data such as personally identifiable information, banking and credit card details, and passwords is called

- A. Phishing
- B. Blogging
- C. Surfing
- D. None of the above

88. A discussion or informational website published on the World Wide Web consisting of discrete, often informal diary-style text entries is called a

- A. page
- B. blog
- C. weblog
- D. both b and c

89. A domain that is part of another domain is called

- A. Child domain
- B. Subdomain
- C. Directory
- D. Subdirectory

ALL ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET
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90. An activity of buying or selling of products on online services or over the Internet is called
- A. E-Business
 - B. E-Retail
 - C. E-Sales
 - D. E-Commerce

This is the end of IT Skills MCQs.

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Next section is Essay Questions to be attempted on Essay Script provided separately.

Do not move to the next page unless you are asked to do so.

ESSAY QUESTIONS MUST BE ATTEMPTED ON ESSAY SCRIPT

Essay Questions

Time: 30 Minutes

Note: Please attempt essay questions on Essay Script given separately using pen.

Analysis of an Issue [Time allowed: 15 minutes, Total Marks: 5]:

The best way for a society to prepare its young people for leadership in government, industry, or other fields is by instilling in them a sense of cooperation, not competition.

Write a response in which you discuss the extent to which you agree or disagree with the claim. In developing and supporting your position, be sure to address the most compelling reasons or examples that could be used to challenge your position.

Analysis of an Argument [Time allowed: 15 minutes, Total Marks: 5]:

The following is taken from a memo from the advertising director of the Super Screen Movie Production Company. "According to a recent report from our marketing department, during the past year, fewer people attended Super Screen-produced movies than in any other year. And yet the percentage of positive reviews by movie reviewers about specific Super Screen movies actually increased during the past year. Clearly, the contents of these reviews are not reaching enough of our prospective viewers. Thus, the problem lies not with the quality of our movies but with the public's lack of awareness that movies of good quality are available. Super Screen should therefore allocate a greater share of its budget next year to reaching the public through advertising."

Write a response in which you discuss what questions would need to be answered in order to decide whether the recommendation and the argument on which it is based are reasonable. Be sure to explain how the answers to these questions would help to evaluate the recommendation.

NOTE

This is the end of the test.

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