IBA
Institute of
Business Administration
Karachi
Leadership and Ideas for Tomorrow

Ministry of Commerce & Textile
Recruitment Test for Trade & Investment Officers
July 13, 2019 – Sample Paper

Name:

Father's Name:

Mobile Number: _____ Email Address: _____

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 05 minutes**):

- Title Page. All Instructions Should Be Examined Carefully – Time allowed: 05 minutes.
- Trade & Investment Multiple Choice Questions - 75 MCQs of 1 Mark Each (1 to 75) [Total Marks 75, Weightage 75%] – Time allowed: 75 minutes.
- Data Mining & Analytical Skills Multiple Choice Questions – 10 MCQs of 1 Mark Each (76 to 85) [Total Marks 10, Weightage 10%] – Time allowed: 15 minutes
- IT Skills Multiple Choice Questions – 5 MCQs of 1 Mark Each (86 to 90) [Total Marks 5, Weightage 5%] – Time allowed: 05 minutes
- Essay Question – [Total Marks 10, Weightage 10%] - Time allowed: 25 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 $\boxed{X}$ 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 $\boxed{X}$ the option $\boxed{E}$ 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. Making notes / copying questions / solving questions on any paper other than question booklet and answer sheet / removing the question booklet or answer sheet in their entirety or parts of it from the exam room is strictly prohibited and will lead to disqualification from the test and legal action.
9. All answers must be given in CROSS SIGN $\boxed{X}$ on the answer sheet with the **pencil / pen**. Use of pencil is recommended so you can erase incorrect answers. The candidate should not mark answers on the question booklet and 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 $\boxed{X}$ 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

Trade & Investment M.C.Qs (Total Marks 75)

No. of Questions: 75 (from 1 to 75) 1 Mark Each   Time: 75 Minutes

Questions on Page Numbers: 1 To 3   Negative Markings: **No**

Fifteen Sample Questions (actual paper will contain 75 questions in this section)

1. Which of the following is one of the conclusions of New Trade Theory?

   A. Countries as a while 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.

2. 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

3. Free trade is based on the principle of:

   A. Comparative advantage
   B. Comparative scale
   C. Economies of advantage
   D. Production possibility advantage

4. 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

   A. USA, UAE, China, UK
   B. USA, Italy, South Korea
   C. UK, China, Canada, Morocco
   D. China, USA, UAE, Kuwait

5. 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

6. Which industrialization policy have developing countries such as Pakistan used which places emphasis on the comparative advantage principle as a guide to resource allocation:

   A. export promotion
   B. import promotion
   C. international commodity agreements
   D. multilateral contracts

7. Special Economic Zone (SEZ) Act in Pakistan was promulgated in:

   A. 2011
   B. 2012
   C. 2016
   D. 2017

8. A demand switching policy to improve the trade position could involve:

   A. Higher interest rates
   B. Higher income tax
   C. Tariffs
   D. Reduced government spending

9. 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,ii
   D. ii,iii

10. 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

11. 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

12. Terms of trade of Pakistan like other developing countries is unfavourable because:

    A. It exports primary goods
    B. It imports value added goods
    C. It exports few goods
    D. (a) and (b) of above

13. The first trade agreement between China and Pakistan in the 2000s was a _____ trade agreement signed in 2003. Under this agreement, Pakistan reduced its tariffs to _____ percent on 386 items (chemicals and machinery), while China gave Pakistan tariff-free access to 767 items.

   A. Preferential, 5
   B. Free, 5
   C. Preferential, 7
   D. Free, 7

14. The 2006 Pakistan-China FTA was phased in over a period of five years (2007 to 2012) and covered thousands of product lines. Although China gave Pakistan concessions on more items than the latter gave China (6,418 versus 5,686), its exports to Pakistan cover _____ percent of these categories, whereas Pakistan's exports to China cover less than _____ percent.

   A. 59%, 5%
   B. 59%, 4%
   C. 75%, 5%
   D. 75%, 4%

15. The present FTAs and PTAs of Pakistan are contributing to its trade volume however they are not very responsive in reducing its trade deficit. The trade agreement of Pakistan with _____ and _____ is the example of such situation which is mainly due to the weak trade policy, lack of prior analysis on trade agreements and low diversification of its export items.

   A. China, USA
   B. China, Malaysia
   C. China, India
   D. China, UK

This is the end of Trade & Investment M.C.Qs.

__NOTE__

Candidates are not allowed to leave the examination hall until all sections of the test paper are completed.

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

Next section is Data Mining & Analytical Skills M.C.Qs.

Data Mining & Analytical Skills M.C.Qs (Total Marks 10)

No. of Questions: 10 (from 76 to 85) 1 Mark Each   Time: 15 Minutes

Questions on Page Numbers: 4 To 7   Negative Markings: **No**

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76. The WTO provides quantitative information in relation to economic and trade policy issues. Its data-bases and publications provide access to data on trade flows, _____.

    A. Tariffs
    B. Non-tariff measures (NTMs)
    C. Trade in value added
    D. All of above

77. The TFA (Trade Facilitation Agreement) database provides a variety of statistical analyses of the TFA notifications received and on the progress towards full implementation of the TFA. It contains Member profiles pages with an in-depth analysis per country amongst other features. It is published by:

    A. World Trade Organization
    B. International Monetary Fund
    C. World Bank
    D. OECD

78. The World Integrated Trade Solution (WITS) software provides access to international merchandise trade, tariff and non-tariff measures (NTM) data. The data provided by WITS is

    A. Macro level data
    B. Micro level data
    C. Data at 6-digit level of the Harmonized System
    D. All of above

79. Trade Map provides indicators on export performance, international demand, alternative markets and competitive markets, as well as a directory of importing and exporting companies. The data frequency is:

    A. monthly
    B. quarterly
    C. yearly
    D. all of the above

80. The Government Finance Statistics (GFS) contains data for all countries in the framework of the Government Finance Statistics. GFS contains detailed data on revenue, expense, transactions in assets and liabilities, and stocks positions in assets and liabilities of general government and its subsectors. The GFS is published by:

    A. World Trade Organization
    B. International Monetary Fund
    C. World Bank
    D. OECD

81. 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
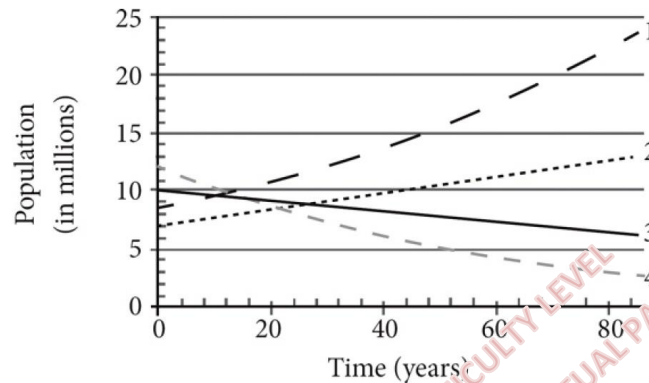
Line 1 represents which country's population?

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

82. 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.
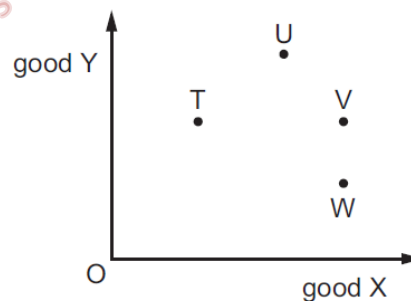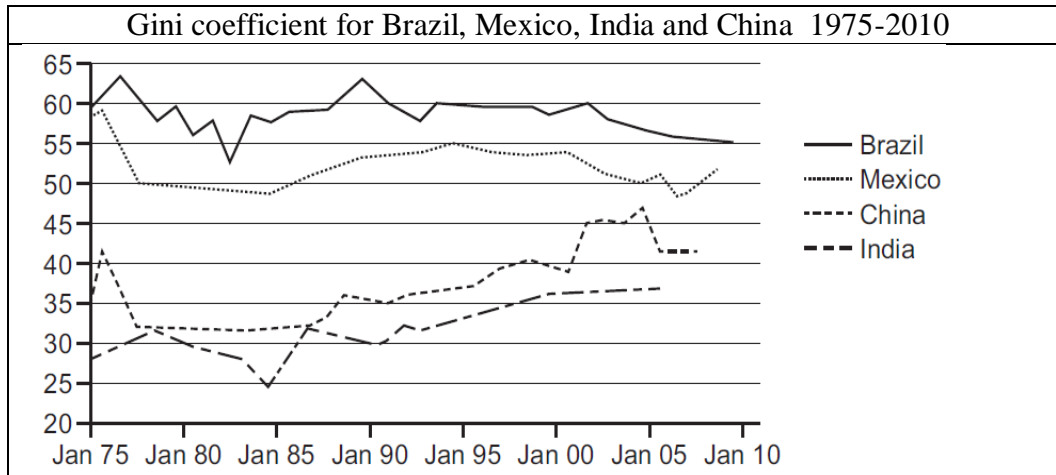

Which combination in the diagram could represent the consumer's order of preference in descending order?

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

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

Gini coefficient for Brazil, Mexico, India and China 1975-2010

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

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

84. The diagram shows selected labour statistics from 2001 to 2014.
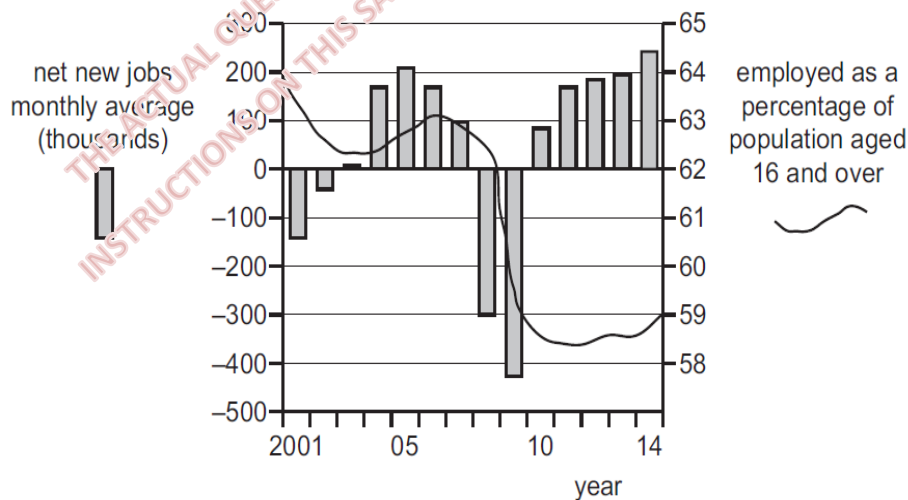
What can be concluded from the diagram about 2001-2014?

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

(go on to the next page)   **Page | 6**

85. 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

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%

This is the end of Data Mining & Analytical Skills MCQs.

NOTE

Candidates are not allowed to leave the examination hall until all sections of the test paper are completed.

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

Next section is IT Skills MCQs

IT Skills M.C.Qs (Total Marks 5)

No. of Questions: 5 (from 86 to 90) 1 Mark Each	Time: 05 Minutes
Questions on Page Numbers: 8 To 9	Negative Markings: **No**

86. 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

87. In MS Word, to position a picture in the middle with text wrapping (see below) can be done
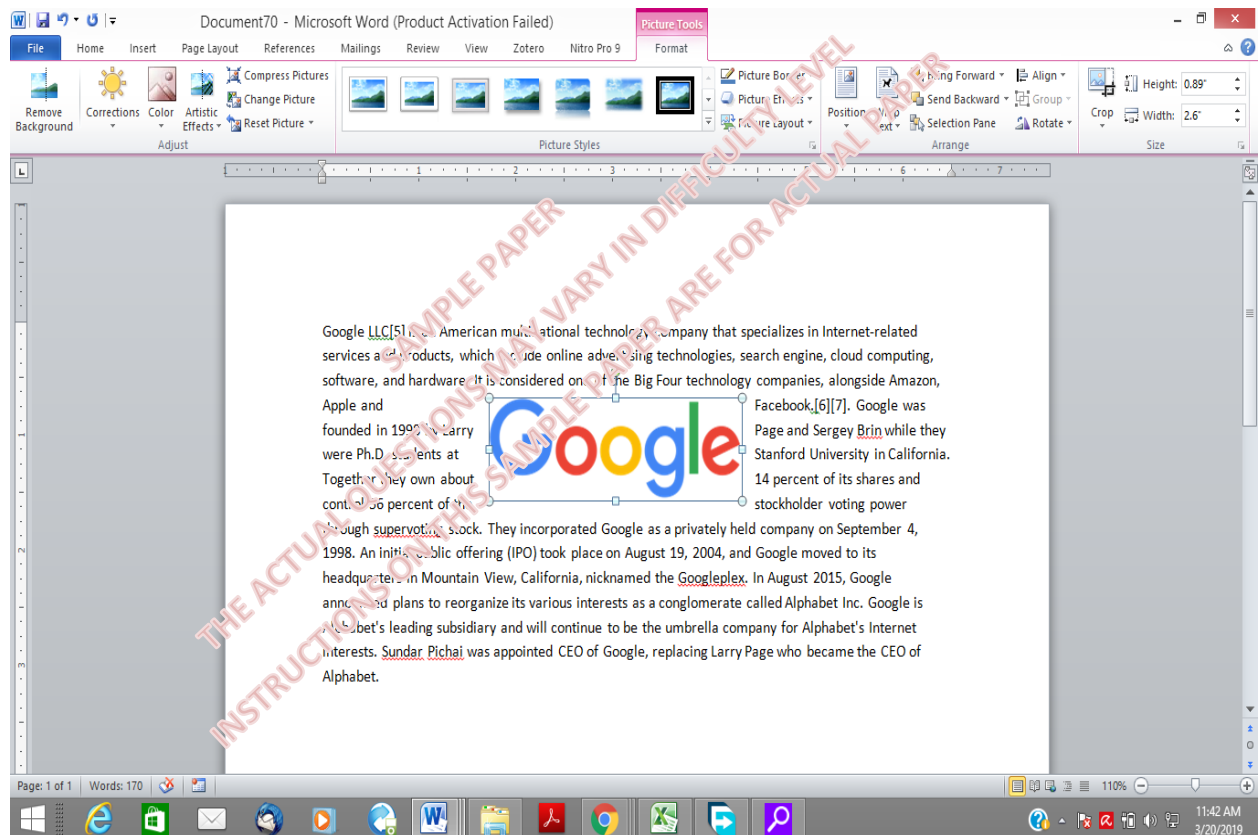
    A. by selecting the picture and clicking 'Position in Middle Center with Square Text Wrapping' option in 'Position' under 'Format' Menu
    B. by selecting the picture and clicking 'Through' option in 'Wrap Text' under 'Format' Menu
    C. by selecting the picture and clicking 'In line with Text' option in 'Position' under 'Format' Menu
    D. Both a and b

(You cannot go back to previous section. Go on to the next page.) Page | 8

88. 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

89. 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

90. An activity of buying or selling of products or 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.

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

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

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

Essay Question   Time: 25 Minutes

Note: Please attempt essay questions on Essay Script given separately using pen. (Total Marks = 10)

You represented your organization in a major trade show. Write a 500-600 word trade show report for the management. The report should include:

- Lead Generation
- Attendees
- Demonstrations
- Promotions
- Competitors
- Major Trends
- Conclusion

NOTE

This is the end of the test.

Candidates are not allowed to leave the examination hall until they are asked to do so.