

For Solved Visit **VU Answer**

The screenshot displays a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 1 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Environmental forces that are non controllable are called"
- Answer options (radio buttons):
 - External forces
 - Internal forces
 - Controllable forces
 - None of the above
- Start Time: 1:01 AM
- Time Left: 111:00

At the bottom of the browser window, there is a watermark that reads "MADE BY WAQAR SIDDHU".

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- Question No : 2 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question: "Which of the following should be considered when designing a business plan?"
- Answer (Please select your correct option)**
- Four radio button options:
 - Objectives of the business
 - Marketing components of the business
 - Financial components of the business
 - All of the given options
- Start Time: 1:01 AM
- Time Left: 111:00
- Page number: 2
- Navigation icons: back, forward, search, and print.

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- Question No : 3 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: What role does the World Trade Organization (WTO) play?
- Answer (Please select your correct option)
- Options:
 - Champion for global trade.
 - Enforcer of GATT rules.
 - Mediates global disputes.
 - All of the given options
- Start Time: 1:01 AM
- Time Left: 111:00
- Navigation icons: back, forward, search, etc.

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- Question No : 4 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "explains that the amount of effort employees exerts on a specific task depends on their expectations of the outcome."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Expectancy theory
 - Goal -Setting Theory
 - Maslow's Theory
 - None of the given options
- Start Time: 1:01 AM
- Time Left: 111:00
- Page number: 4
- Navigation buttons: info, back, forward, search, print

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- Question No : 5 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Media research generally focuses on _____."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Demographic characteristics
 - Costs of different advertising media available
 - The specific needs of an individual advertiser
 - None of the given options
- Start Time: 1:01 AM
- Time Left: 111:00
- Page number: 5
- Navigation icons: back, forward, search, etc.

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- Question No : 6 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question:** "The depth of a product mix is measured by the average number of"
- Answer (Please select your correct option)**
- Options:**
 - Convenience products as compared with the number of specialty products.
 - Different product lines offered by the company.
 - Different products offered in each product line.
 - Specialty products as compared with the number of convenience products.
- Start Time:** 1:01 AM
- Time Left:** 111:00
- Page Number:** 6
- Watermark:** MADE BY WAQAR SIDDHU

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- Question No : 7 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "The process which consists of six stages; prospecting, approach, presentation, handling, close, and follow-up is called the:"
- Answer (Please select your correct option)**
- Four radio button options:
 - Product marketing process.
 - Sales response function.
 - Personal selling process.
 - Consumer purchase decision process.
- Start Time: 1:01 AM
- Time Left: 111:00
- Page number: 7
- Navigation icons: info, back, forward, search, print.
- Watermark: **MADE BY WAQAR SIDDHU**

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Question No : 8 of 60 **Marks: 1 (Budgeted Time 1 Min)**

At the _____ stage in the personal selling process, a salesperson begins converting a prospect into a customer by creating a desire for the product he or she is selling.

Answer (Please select your correct option)

- Approach
- Presentation
- Close
- Follow-up

Start Time: 1:01 AM
111:00 Time Left

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- Question No : 9 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "When American Express Financial Services sends a direct marketing letter to consumers and encloses a reply card so the mail recipient can request more information on financial planning, it is engaging in:"
- Answer options (radio buttons):
 - Warm canvassing
 - Prospecting
 - Stock picking
 - Image advertising
- Start Time: 1:01 AM
- Time Left: 111:00
- Page number: 9
- Navigation icons: back, forward, search, etc.

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- Question No : 10 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "When a television critic writes a newspaper article in which she expresses exasperation that Once and Again, one of the finest written and acted, shows on television is likely to be cancelled unless it can attract more viewers, it is an example of _____ for the ABC television show."
- Answer (Please select your correct option)**
- Four radio button options:
 - Publicity
 - Advertising
 - Direct marketing
 - Personal selling
- Start Time: 1:01 AM
- Time Left: 111:00
- Page number: 10
- Navigation icons: info, back, forward, search, print.

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- Question No : 11 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "The marketing environment is BEST described as being"
- Answer options (Please select your correct option):
 - Composed of controllable variables.
 - Composed of variables independent of one another.
 - An indirect influence on marketing activity.
 - Dynamic and changing.
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 11
- Navigation icons: back, forward, search, etc.

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- Question No : 12 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "A physical, concrete product you can touch is:"
- Answer options:
 - A service
 - A good
 - An idea
 - A concept
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 12
- Navigation icons: back, forward, search, etc.

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- Question No : 13 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Order processing, inventory management, materials handling, warehousing, and transportation are _____ activities."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Wholesaling
 - Retailing
 - Physical distribution
 - Channel management
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 13
- Navigation icons: back, forward, search, etc.

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http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 14 of 60 Marks: 1 (Budgeted Time 1 Min)

For most companies, the main objective of physical distribution is to

Answer (Please select your correct option)

- decrease costs while increasing market coverage.
- increase service and market coverage.
- decrease costs while increasing service.
- increase market coverage and channel power.

Start Time: 1:01 AM

110:00 Time Left

14

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paper.aspx

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- Question No : 15 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Text: "All elements of the marketing mix are influenced by physical distribution functions. For this reason, it is important for marketers to remember that"
- Answer (Please select your correct option)**
- Four radio button options:
 - physical distribution decisions must be made prior to any other marketing strategy consideration.
 - physical distribution costs often rise as customer service requirements decrease.
 - over 75 percent of all marketing costs are associated with physical distribution expenditures.
 - no single distribution system is ideal for all situations and target markets.
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 15
- Navigation icons: back, forward, search, etc.

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- Question No : 16 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is NOT an object in the Annual General Meeting?
- Answer (Please select your correct option)
- Options:
 - Appointment of auditors
 - Issuance of debentures
 - Election of directors
 - Declaration of dividend
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 16
- Navigation icons: info, back, forward, search, print

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- Question No : 17 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Name of the business should:"
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Be simple
 - Indicate the type of the business
 - Be familiar
 - All of the given options
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 17
- Navigation icons: back, forward, search, etc.

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- Question No : 18 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: A "favorable balance of trade" exists for a country when _____.
- Answer (Please select your correct option)
- Options:
 - Its trading partners charge no import taxes
 - The value of imports equals that of exports
 - The value of exports is greater than that of imports
 - The value of imports is greater than that of exports
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 18
- Navigation icons: back, forward, search, etc.

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- Question No : 19 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Differences in the importance of values and norms" are an example of which of the following type of international trade barrier?
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Political
 - Legal
 - Economic
 - Cultural
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 19
- Navigation icons: back, forward, search, etc.

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- Question No : 20 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Manager is the one, who:
- Answer (Please select your correct option)
- Four radio button options:
 - Set the corporate level goals and strategies for future
 - Accomplish goals through other organizational people
 - Identify irregularities of the organization for corrections
 - Impose government rules & regulations on an organization
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 20
- Navigation icons: info, back, forward, search, print

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http://localhost/VUTES/client/Instructions.aspx

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VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 21 of 60 Marks: 1 (Budgeted Time 1 Min)

First-line managers are usually indulged in demonstrating the:

Answer (Please select your correct option)

- Conceptual skills
- Interpersonal skills
- Technical skills
- All of the given options

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- Question No : 22 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question:** Which of the skill is significantly required while performing leading function of management?
- Answer (Please select your correct option)**
- Conceptual skills
- Interpersonal skills
- Technical skills
- All of the given options

At the bottom left, a timer shows "Start Time: 1:01 AM" and "110:00 Time Left". At the bottom right, there is a navigation bar with a page number "22" and several control icons. A large watermark "MADE BY WAQAR SIDDHU" is overlaid on the bottom right of the screenshot.

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- Question No : 23 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "In order to enhance sales, _____ are awarded to sales personnel."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Daily wages
 - Compensation
 - Incentives
 - None of the given options
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 23
- Navigation icons: back, forward, search, etc.

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- Question No : 24 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Fakhr a renowned pop-singer is an engineer, but pursue singing as his profession. This shift signifies:"
- Answer section: "Answer (Please select your correct option)"
- Four radio button options:
 - Meeting safety need
 - Meeting social need
 - Meeting physiological need
 - Meeting actualization need
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 24
- Navigation icons: back, forward, search, etc.

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- Question No : 25 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is NOT the need-satisfying offering of a firm, and incorporates the idea of potential customer satisfaction or benefits?
- Answer (Please select your correct option)
- Options:
 - Service
 - Product
 - Warranty
 - Brand
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 25
- Navigation icons: back, forward, search, etc.

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- Question No : 26 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Communicating information between sellers and potential buyers or others in the channel to influence attitudes and behavior is called _____."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Advertising
 - Promotion
 - Publicity
 - Marketing
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 26
- Navigation icons: back, forward, search, etc.

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- Question No : 27 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question:** "In the introduction phase of the Product life cycle, a typical marketing communications objective would be:"
- Answer (Please select your correct option)**
- Options:**
 - Reduce promotional spending until the product takes off.
 - Use advertising and sales promotion to end users to create product awareness.
 - Increase production capacity.
 - Demonstrate the product to customers.
- Start Time:** 1:01 AM
- Time Left:** 110:00
- Page Number:** 27
- Navigation:** Information, Previous, Next, and other controls.

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- Question No : 28 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "When a company retains the product but reduces marketing support costs, it is in what stage of the Product life cycle?"
- Answer (Please select your correct option)
- Options:
 - Decline
 - Maturity
 - Growth
 - Introduction
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 28
- Navigation icons: back, forward, search, etc.

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- Question No : 29 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "A major advantage of personal selling in comparison to other forms of promotion is that:"
- Answer section: "Answer (Please select your correct option)"
- Options:
 - The message can be adapted to the needs of each customer
 - A mass audience is addressed
 - Per-customer costs are low
 - None of the given options
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 29
- Navigation icons: back, forward, search, etc.

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- Question No : 30 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following is the most appropriate business to start in summer season?
- Answer (Please select your correct option)
- Options:
 - Ice-cream
 - Sweaters
 - Gloves
 - Geyser
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 30
- Navigation icons: back, forward, search, etc.

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- Question No : 31 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question:** Suppose you are involved in trading of mobile accessories and imported it from china and sell it in Pakistan markets. Which one of the following trade barrier you will have to face that limits in import quantity?
- Answer (Please select your correct option)**
- Quota
- Tariff
- Language
- Law

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- Question No : 32 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: All of the followings are tangible assets *EXCEPT*:
- Answer options (radio buttons):
 - Fixture and fittings
 - Goodwill
 - Inventory
 - Bank deposit
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 32
- Navigation icons: back, forward, search, etc.

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- Question No : 33 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "All of the followings are the external beneficiaries of accounting information reports *EXCEPT*:"
- Answer (Please select your correct option)**
- Four radio button options:
 - Banks
 - Chamber of commerce
 - Shareholders
 - Tax authorities
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 33
- Navigation icons: back, forward, search, and print.

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- Question No : 34 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "All of the following are characteristics of managerial accounting, *EXCEPT*:"
- Answer section: "Answer (Please select your correct option)"
- Four radio button options:
 - Reports are used primarily by insiders of the business entity
 - Its purpose is to assist managers in planning and controlling business operations
 - Information must be developed in conformity with GAAPs
 - Information may be tailored to assist in specific managerial decisions
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 34
- Navigation icons: back, forward, search, etc.

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- Question No : 35 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following has been called "The Language of Business"?
- Answer (Please select your correct option)
- Options:
 - All of the given options
 - Finance
 - Accounting
 - Auditing
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 35
- Navigation icons: back, forward, search, etc.

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- Question No : 36 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is defined as an engineering discipline concerned with communication between computer systems or devices?
- Answer (Please select your correct option)
- Options:
 - Computer networking
 - Communication reengineering
 - Financial reengineering
 - Network resource planning
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 36
- Navigation icons: info, back, forward, search, print

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The screenshot shows a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 37 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is defined as large scale information system used for organizing and managing a firm's processes across product lines, departments and geographic locations?
- Answer (Please select your correct option)
- Options:
 - Expert System
 - Decision Support System
 - Enterprise Resource Planning
 - Electronic Data Interchange
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 37
- Navigation buttons: Home, Back, Forward, Stop, Refresh, Print, Help.

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The screenshot shows a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 38 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following system provides analytical model or tools for examining huge data for middle managers who face semi structured decision problems?
- Answer (Please select your correct option)
- Options:
 - Decision support systems
 - Management information systems
 - Executive support systems
 - Transaction processing systems
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 38
- Navigation icons: back, forward, search, etc.

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The screenshot shows a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 39 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: All the factors which affect the communication process is known as:
- Answer (Please select your correct option)
- Options:
 - Message
 - Coding
 - Decoding
 - Noise
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 39
- Navigation icons: info, back, forward, search, print

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The screenshot shows a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 40 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "A carrier, who carries the message from sender to further onward, is known as:"
- Answer options (radio buttons):
 - Channel
 - Receiver
 - Feed back
 - Noise
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 40
- Navigation icons: back, forward, search, etc.

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- Question No : 41 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question:** KFC uses a segmentation strategy for its sandwiches based on characteristics such as age, gender and income. It is using which group of segmentation variables?
- Answer (Please select your correct option)**
- Options:**
 - Geographic Bases
 - Demographic Bases
 - Psychographic Bases
 - Behavioral Bases
- Start Time:** 1:01 AM
- Time Left:** 110:00
- Page Number:** 41
- Navigation:** Information, Previous, Next, Home, and Print icons.

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The screenshot displays a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 42 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "Daily Express delivers latest and breaking news in Urdu from Pakistan, World, Sports, Business, Cricket and Weather. Identify the consumer product classification in which it is dealing?"
- Answer (Please select your correct option)**
- Four radio button options:
 - Convenience product
 - Shopping product
 - Specialty product
 - Unsought product
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 42
- Navigation icons: back, forward, search, and print.

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The screenshot displays a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 43 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "Pak Suzuki Motor Co. Ltd. specialized in the sale of motor cars. Identify the consumer product classification in which company is dealing?"
- Answer (Please select your correct option)**
- Four radio button options:
 - Convenience product
 - Shopping product
 - Specialty product
 - Unsought product
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 43
- Navigation icons: back, forward, search, and print.

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The screenshot displays a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 44 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "All of the following are various examples of flow of communication within the organization, EXCEPT:"
- Answer options (radio buttons):
 - Letter to the supplier for purchase of raw material etc
 - Joining report submitted by the newly appointed employee
 - Feed back to HR department for recently adopted leave rules
 - Salary slips for the current month issued by accounts department
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 44
- Navigation icons: back, forward, search, etc.

At the bottom of the screenshot, there is a watermark that reads "MADE BY WAQAR SIDDHU".

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The screenshot shows a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 45 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Malaysian quality control has improved dramatically due to following reasons EXCEPT:"
- Answer options (radio buttons):
 - The use of quality control circles
 - The use of worker suggestion systems
 - The use of quality control charts
 - Focusing quality control efforts on production output
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 45
- Navigation icons: back, forward, search, etc.

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- Question No : 46 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Text: "Gourmet Bakers and Sweets are currently achieving highest level of sales due to awareness about their products. Recently Dozy Bakers and Sweets enter into the market in competition with gourmet. Identify the product life cycle stage for gourmet products?"
- Answer (Please select your correct option)**
- Four radio button options:
 - Introduction stage
 - Growth stage
 - Maturity stage
 - Decline stage
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 46
- Navigation icons: info, back, forward, search, print.

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- Question No : 47 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "GANTT chart is prepared to meet the following purpose, EXCEPT:"
- Answer section: "Answer (Please select your correct option)"
- Four radio button options:
 - Comparison of planning with actual output
 - It helps to know, which activity should start at what time
 - It shows the idle and loading time of various machines
 - It represents the delay in each activity
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 47
- Navigation icons: back, forward, search, and refresh.

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The screenshot displays a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 48 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "The inventory cost flow assumption where the oldest cost of inventory items is likely to remain on the balance sheet is _____."
- Answer (Please select your correct option)**
- Four radio button options: FIFO, LIFO, Average, and Percentage.
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 48
- Navigation icons: back, forward, search, and print.

At the bottom of the browser window, the text "MADE BY WAQAR SIDDHU" is overlaid in a large, stylized font.

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VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer

http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 49 of 60 Marks: 1 (Budgeted Time 1 Min)

Mr. Kursheed is working in a dairy production unit and is responsible for the marketing of all of its cheese products, this position would probably hold the title of _____ manager.

Answer (Please select your correct option)

Brand

Area

Product

Sales

Start Time: 1:01 AM

110:00 Time Left

49

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The screenshot displays a web browser window titled "VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer". The address bar shows "http://localhost/VUTES/client/Instructions.aspx". The page content includes:

- Question No : 50 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "The zero inventory concept is known as:"
- Answer options (radio buttons):
 - Continuous improvement
 - Just in Time
 - Zero defects
 - All of the given options
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 50
- Navigation icons: back, forward, search, etc.

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- Question No : 51 of 60** (Marks: 1 (Budgeted Time 1 Min))
- Question text: "A type of management that claimed to give more power to workers is _____."
- Answer (Please select your correct option)**
- Four radio button options:
 - Organization Behavior
 - Process Value Analysis
 - Fiedler Contingency Model
 - Total Quality Management
- Start Time: 1:01 AM
- Time Left: 110:00
- Page number: 51
- Navigation icons: info, back, forward, search, print.

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http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 52 of 60 Marks: 1 (Budgeted Time 1 Min)

The overall intentions and directions of the top management of an organization regarding the quality are expressed as:

Answer (Please select your correct option)

- Quality Plan
- Quality Policy
- Quality Statement
- Quality Process

Start Time: 1:01 AM
110:00 Time Left

52

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http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 53 of 60 Marks: 3 (Budgeted Time 6 Min)

What is meant by the term "Public Relations"?

Answer (Please click here to Add Answer)

Normal Arist 12 B I U Bulleted List Numbered List Indent Outdent 100%

Start Time: 1:01 AM
110:00
Time Left

53

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paper.aspx

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VU Examination System (CLIENT) VUTES 6.5 Fall 2012 (FinalTerm) - Windows Internet Explorer

http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 54 of 60 Marks: 3 (Budgeted Time 6 Min)

Define the term "Retailing".

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00 Time Left

54

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http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 55 of 60 Marks: 3 (Budgeted Time 6 Min)

What course of action will be followed for preparing the Trial Balance?

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00
Time Left

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VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 56 of 60 Marks: 5 (Budgeted Time 10 Min)

Differentiate between Job Enrichment and Job Redesign

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00
Time Left

56

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http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 57 of 60 Marks: 5 (Budgeted Time 10 Min)

Differentiate between Product mix and Product line.

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00
Time Left

57

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http://localhost/VUTES/client/Instructions.aspx

File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 58 of 60 Marks: 5 (Budgeted Time 10 Min)

Mr. Ahmad, the software developer, is going to build up new MIS software for a brokerage house. Why it is necessary for him to take into consideration the needs and requirements of all the expected users at each level of management hierarchy?

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00 Time Left

58

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File Edit View Favorites Tools Help

VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 59 of 60 Marks: 5 (Budgeted Time 10 Min)

What are the main processes which should be identified while benchmarking?

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00
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VU Examination System (CLIENT) VUTES 6.5 Fall...

Question No : 60 of 60 Marks: 5 (Budgeted Time 10 Min)

“Haleeb Skinz Powder” a product of Haleeb foods is currently facing high competition not only in urban areas but also in rural areas. Since this product of Haleeb Foods get matured in the market. Being a marketing manager of Haleeb Foods, what important measures you will have to take that will help to increase the market share of Haleeb Foods in this tough competition?

Answer (Please click here to Add Answer)

Start Time: 1:01 AM
110:00
Time Left

60

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