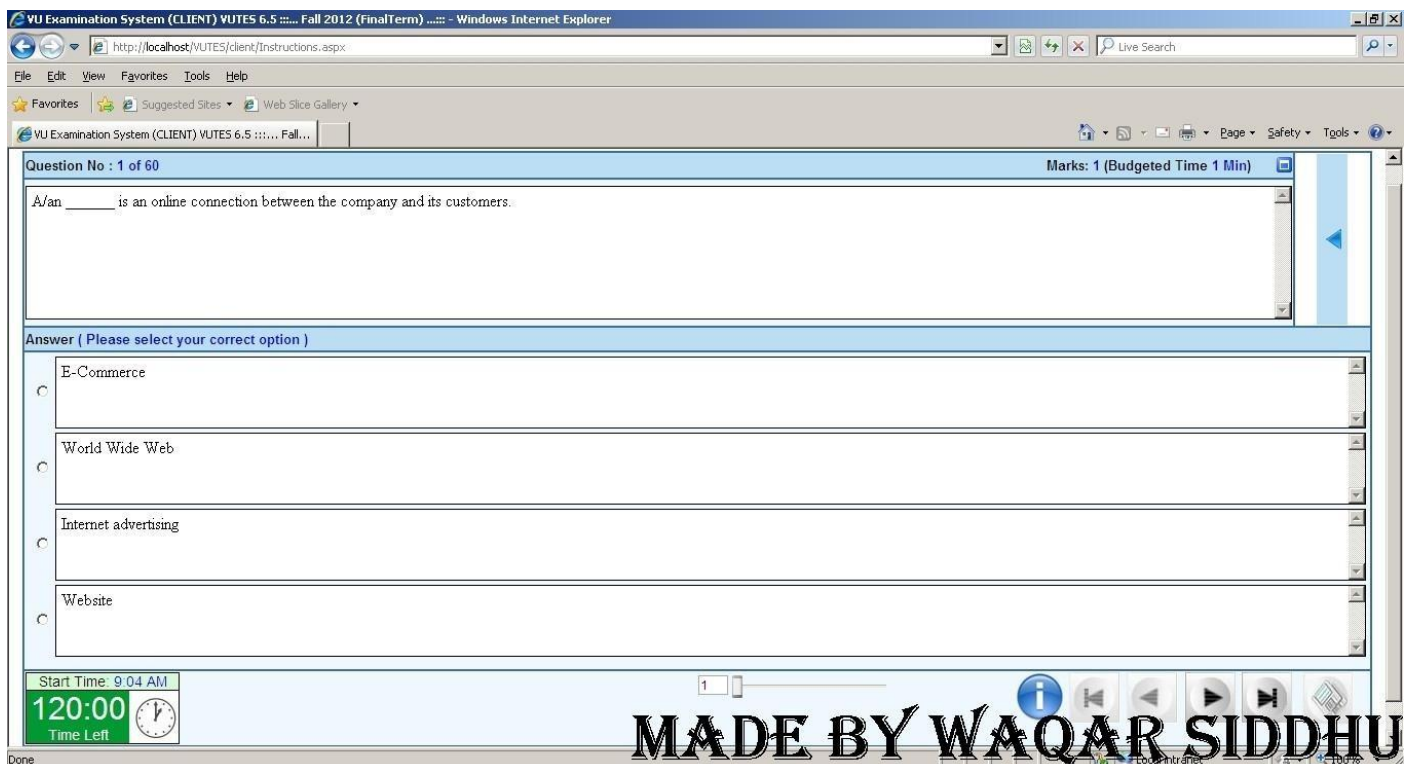


For Solved Visit **VU Answer**

MGT602 Final Term Papers by Waqar



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: "A/an _____ is an online connection between the company and its customers."
- Answer options (Please select your correct option):
 - E-Commerce
 - World Wide Web
 - Internet advertising
 - Website
- Start Time: 9:04 AM
- Time Left: 120:00

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

For Solved Visit **VU Answer**

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 : 2 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following grants protection to owner from anyone else making, using and selling the identified innovation?
- Answer (Please select your correct option)
- Options:
 - Utility patent
 - Design patent
 - Plant patent
 - International patent
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 2
- 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 : 3 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following insurance is compulsory for companies according to law?
- Answer (Please select your correct option)
- Options:
 - Life insurance
 - Property insurance
 - Disability and vehicle coverage
 - Health care coverage
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 3
- Navigation icons: Home, Back, Forward, Stop, Refresh, Print, Help

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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 : 4 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "A legally binding agreement between two parties is called:"
- Answer options:
 - A contract
 - Licensing
 - Insurance
 - A copyright
- Start Time: 9:04 AM
- Time Left: 119:00

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For Solved Visit **VU Answer**

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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 : 5 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is a powerful marketing tool for expansion of business in new market?
- Answer (Please select your correct option)
- Options:
 - Licensing
 - Product safety
 - Insurance
 - Copy rights
- Start Time: 9:04 AM
- Time Left: 119:00

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

For Solved Visit **VU Answer**

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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 : 6 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following can be registered under design patent?
- Answer (Please select your correct option)
- Options:
 - New product
 - Original product
 - Ornamental
 - All of the given options
- Start Time: 9:04 AM
- Time Left: 119:00

At the bottom of the browser window, 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 : 7 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is NOT a characteristic of marketing plan?
- Answer (Please select your correct option)
- Options:
 - It should provide a strategy to accomplish the company's mission
 - It should provide for the use of existing resources
 - It should be simple and short
 - It should be rigid
- Start Time: 9:04 AM
- Time Left: 119:00

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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 : 8 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is the simplest approach of gathering primary data?
- Answer (Please select your correct option)
- Options:
 - Interviews
 - Observations
 - Surveys
 - Focus Group
- Start Time: 9:04 AM
- Time Left: 119:00

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

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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 : 9 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is becoming the most important media for information and distribution?
- Answer (Please select your correct option)
- Options:
 - Distribution channel
 - Internet
 - Radio
 - Salesperson
- Start Time: 9:04 AM
- Time Left: 119:00

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

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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 : 10 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: The Statement "How do we get there?" relates to which of the following?
- Answer (Please select your correct option)
- Four radio button options:
 - Considering Strength and Weaknesses
 - Establishing goals and objectives
 - Defining Marketing Strategies
 - Defining the business situation
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 10
- Navigation icons: back, forward, search, etc.

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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 : 11 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Advertising and promotion for the business-to-business market involve all of the following EXCEPT:"
- Answer options:
 - Indirect sales
 - Trade magazine advertising
 - Direct sales
 - Trade shows
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 11
- 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 : 12 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is the most attractive form of business for raising capital?
- Answer (Please select your correct option)
- Options:
 - Partnership
 - Proprietorship
 - Corporation
 - Cooperative
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 12
- 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 : 13 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "The S corporation combines the tax advantages of which one of the following?"
- Answer (Please select your correct option)
- Options:
 - Proprietorship and limited liability company
 - Partnership and corporation
 - Corporation and limited liability company
 - Partnership and proprietorship
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 13
- 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 : 14 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "In which of the following only one class of stock is permitted?"
- Answer (Please select your correct option)
- Options:
 - C Corporation
 - S Corporation
 - Limited Partnership
 - The board of advisors:
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 14
- 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 : 15 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: In which of the following shareholders enjoy more fringe benefits?
- Answer (Please select your correct option)
- Options:
 - C Corporation
 - S Corporation
 - Limited Partnership
 - Sole Proprietor
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 15
- 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 : 16 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following budget is used to provide a basis for evaluating expenditures that will affect the business for more than a year?
- Answer (Please select your correct option)
- Options:
 - Financial
 - Capital
 - Operating
 - Production
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 16
- 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 : 17 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "In partnership, the ability to raise capital depends on the _____ of the business."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Expansion
 - Success
 - Size
 - Nature
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 17
- Navigation icons: back, forward, search, etc.

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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 : 18 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "All of the following are core principles of entrepreneurial finance, EXCEPT:"
- Answer options:
 - More cash is preferred to less cash
 - Cash sooner is preferred to cash later
 - Cash is cash no matter the source
 - Less risky cash is preferred to more risky cash
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 18
- Navigation icons: back, forward, search, etc.
- Watermark: "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 : 19 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "In business usually the account receivables have which of the following nature?"
- Answer section: "Answer (Please select your correct option)"
- Options: Single, Dual, Triple, Inert
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 19
- 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 : 20 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Under Rule 504 of Regulation D, a company can sell up to _____ of securities in any 12-month period."
- Answer options:
 - \$50,000
 - \$100,000
 - \$500,000
 - \$1,000,000
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 20
- Navigation icons: back, forward, search, etc.

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

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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 : 21 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is the best alternative when the entrepreneur can not afford to buy fixed assets?
- Answer (Please select your correct option)
- Options:
 - Borrowing
 - Equity financing
 - Reducing expenses
 - Leasing
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 21
- Navigation icons: back, forward, search, etc.

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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 : 22 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is a liquidity ratio?
- Answer (Please select your correct option)
- Options:
 - Acid test ratio
 - Average collection period
 - Inventory turnover
 - Debt to equity ratio
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 22
- Navigation icons: back, forward, search, etc.

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For Solved Visit **VU Answer**

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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 : 23 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "In which of the following, the venture can have tax advantages?"
- Answer (Please select your correct option)
- Options:
 - A negative cash flow
 - A positive cash flow
 - At breakeven point
 - None of the given options
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 23
- Navigation icons: back, forward, search, etc.
- Watermark: "MADE BY WAQAR SIDDHU"

For Solved Visit **VU Answer**

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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 : 24 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: In Pakistan, the average age of entrepreneurs is:
- Answer (Please select your correct option)
- Options:
 - 25 years
 - 32 years
 - 35 years
 - 42 years
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 24
- 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 : 25 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "When the implementation of SBA financial plan took place?"
- Answer (Please select your correct option)
- Options: 1971, 1972, 1973, 1974
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 25
- Navigation icons: back, forward, search, etc.
- Watermark: "MADE BY WAQAR SIDDHU"

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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 : 26 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following statement best describes the early stage financing?
- Answer (Please select your correct option)
- Four radio button options:
 - Is easier to obtain than expansion financing
 - Involves acquisition financing
 - Where venture capitalists are not likely to be involved
 - Involves between \$500, 000 to \$750, 000
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 26
- 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 : 27 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Information systems can facilitate supply chain management by:"
- Answer options:
 - Tracking the status of orders
 - Rapidly communicating orders
 - Providing product specifications
 - All of the given options
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 27
- Navigation icons: back, forward, search, etc.

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For Solved Visit **VU Answer**

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 : 28 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following statement is TRUE with reference to entrepreneurship thought?
- Answer (Please select your correct option)
- Four radio button options:
 - Knowledge is a valuable entrepreneurial resource that is typically learned in a classroom
 - Experience is idiosyncratic, unique to the life of the individual.
 - Knowledge based on experience is likely to be learned in a classroom
 - Financial potential is the basis for a new entry
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 28
- Navigation icons: back, forward, search, etc.
- Watermark: 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 : 29 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Which of the following provide(s) the opportunity to increase sales of the existing product"
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Backward integration
 - Horizontal integration
 - Forward integration
 - Forward and backward integration
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 29
- Navigation icons: back, forward, search, etc.

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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 : 30 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "The resistance of employees in an organization against flexibility, growth, and diversification can be overcome by developing which of the following?"
- Answer (Please select your correct option)
- Options:
 - Entrepreneurship
 - Intrapreneurship
 - Managerial domain
 - Administrative domain
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 30
- Navigation icons: back, forward, search, etc.

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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 : 31 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following is alternatively called corporate venturing?
- Answer (Please select your correct option)
- Options:
 - Entrepreneurship
 - Intrapreneurship
 - Act of stating a new venture
 - Offering new products by an existing company
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 31
- 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 : 32 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "All of the following are true regarding male entrepreneurs EXCEPT:"
- Answer options:
 - Dissatisfaction with present job is a departure point for a male entrepreneur
 - Male entrepreneurs mostly have a occupational background of middle-management or administrative-experience in the field
 - Male entrepreneurs tend to be opinionated and persuasive in their approach
 - Typically most male entrepreneurs are first-borns
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 32
- Navigation buttons: back, forward, search, etc.

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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 : 33 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "A set of reasons for engaging in a particular behavior, especially human behavior is known as which of the following?"
- Answer options:
 - Values
 - Vision
 - Entrepreneurship
 - Motivation
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 33
- Navigation icons: back, forward, search, etc.

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

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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 : 34 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following may need the business plan?
- Answer (Please select your correct option)
- Options:
 - Employees
 - Investors
 - Advisors
 - All of the given options
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 34
- 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 : 35 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "In which of the following business arrangements, two companies form a third company?"
- Answer options:
 - Merger
 - Joint venture
 - Management contracts
 - Synergy
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 35
- 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 : 36 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "For the success of business plan the goals and objectives should be:"
- Answer options (radio buttons):
 - Imaginary
 - Specific
 - Limitless
 - Generalized
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 36
- Navigation icons: back, forward, search, etc.

At the bottom of the browser window, 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 : 37 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which one of the following options is NOT part of the marketing mix?
- Answer (Please select your correct option)
- Options:
 - Production
 - Promotion
 - Place
 - Price
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 37
- Navigation icons: back, forward, search, etc.

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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 : 38 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: _____ is usually represents one or more segments of the entire market.
- Answer options:
 - Local market
 - Target market
 - Market orientation
 - Market segmentation
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 38
- Navigation icons: back, forward, search, etc.

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- Question No : 39 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "The least expensive form of business startup is _____"
- Answer (Please select your correct option)
- Options:
 - Proprietorship
 - Joint venture
 - Corporation
 - Partnership
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 39
- Navigation icons: back, forward, search, etc.

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- Question No : 40 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: First small industrial state was built in which of the following city of Pakistan?
- Answer (Please select your correct option)
- Options:
 - Lahore
 - Gujranwala
 - Sialkot
 - Faisalabad
- Start Time: 9:04 AM
- Time Left: 119:00
- 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: Which one of the following private investors is NOT a final source of funds for the entrepreneurs?
- Answer (Please select your correct option)
- Options:
 - Friends
 - Barbers
 - Financial planers
 - Technical experts
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 41
- Navigation icons: back, forward, search, etc.

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- Question No : 42 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Usually public offerings involve a great deal of _____."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Cost & benefit
 - Time & expense
 - Revenue & expense
 - All of the given options
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 42
- Navigation icons: back, forward, search, etc.

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- Question No : 43 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following initial step is normally taken by the management for hiring employees?
- Answer (Please select your correct option)
- Options:
 - Interviews
 - Short listing
 - Advertisement
 - Group discussion
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 43
- Navigation icons: back, forward, search, etc.

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- Question No : 44 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following factor is **NOT** an important issue in managing cash flows by the entrepreneurs?
- Answer (Please select your correct option)
- Options:
 - Inventory stocks
 - Depreciation
 - Receivables
 - Payables
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 44
- Navigation icons: back, forward, search, etc.

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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 : 45 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Followings are the outside expert of the entrepreneurship, EXCEPT?"
- Answer options:
 - Freight forwarders
 - Advertising agency
 - Financial analyst
 - Managing director
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 45
- Navigation icons: back, forward, search, etc.

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- Question No : 46 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: "The business deal between 'Walls' and 'Polka' is one of the examples of which of the following?"
- Answer (Please select your correct option)
- Options:
 - Merger
 - Synergy
 - Acquisition
 - Joint venture
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 46
- Navigation icons: back, forward, search, etc.

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- Question No : 47 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following financial institution is NOT facilitating for development of the SMEs in Pakistan?
- Answer (Please select your correct option)
- Options:
 - Khushali Bank
 - SME Bank
 - Kashaf Bank
 - NIB Bank
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 47
- Navigation icons: back, forward, search, etc.

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- Question No : 48 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following best defines "minority interest"?
- Answer (Please select your correct option)
- Four radio button options:
 - It refers to having less than 50 percent ownership position
 - It refers to forming a third company by combining two companies
 - It refers to having more than 50 percent ownership position
 - It refers to selling goods made in one country to another country
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 48
- Navigation icons: back, forward, search, etc.
- Watermark: MADE BY WAQAR SIDDHU

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- Question No : 49 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "Which one of the following is a method for obtaining new ideas and solutions by focusing on problems?"
- Answer section: "Answer (Please select your correct option)"
- Four radio button options:
 - Problem inventory analysis
 - Gordon method
 - Checklist method
 - Scientific method
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 49
- Navigation icons: back, forward, search, etc.
- Watermark: "MADE BY WAQAR SIDDHU"

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- Question No : 50 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question: Which of the following statements refers to a "business plan"?
- Answer (Please select your correct option)
- Four radio button options:
 - It is a written document prepared by the entrepreneur that describes all the relevant external and internal elements involved in starting a new venture
 - It is typically described as a deliberate plan of action to guide decisions and achieve rational outcome(s)
 - It refers to a legal document giving official permission to do something
 - It is a principle put forward to set standards or determine a course of action
- Start Time: 9:04 AM
- Time Left: 119:00
- 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: "For how many years should a financial plan need to provide the projected financial data?"
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Ten
 - One
 - Three
 - Five
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 51
- Navigation icons: back, forward, search, etc.

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- Question No : 52 of 60
- Marks: 1 (Budgeted Time 1 Min)
- Question text: "In which of the following stated book value is used to reflect the actual market value."
- Answer section: "Answer (Please select your correct option)"
- Options:
 - Book value
 - Liquidation value
 - Replacement value
 - Adjusted book value
- Start Time: 9:04 AM
- Time Left: 119:00
- Page number: 52
- Navigation icons: back, forward, search, etc.
- Watermark: "MADE BY WAQAR SIDDHU"

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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 do you understand by Straight Commercial Loans?

Answer (Please [click here](#) to Add Answer)

Start Time: 9:04 AM
119:00
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)

Discuss the role of Directorate of Industries (Balochistan) in development of small industries.

Answer (Please click here to Add Answer)

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119:00 Time Left

54

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

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

While controlling the financial issues, what an entrepreneur should do regarding taxes?

Answer (Please click here to Add Answer)

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119:00
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http://localhost/VUTES/client/Instructions.aspx

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

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

Why it is recommended that entrepreneurs should write cheques weekly? Why should the canceled cheques be kept and maintained by the entrepreneurs?

Answer (Please click here to Add Answer)

Start Time: 9:04 AM
119:00 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)

How will you differentiate between the sources of 'Internet' and 'Networking'?

Answer (Please click here to Add Answer)

Start Time: 9:04 AM
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58

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

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

How can an entrepreneur enhance the motivation in the employees, list down any five motivational factors?

Answer (Please click here to Add Answer)

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

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

How can personal disruption of an individual result in forming a new company?

Answer (Please [click here](#) to Add Answer)

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60

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