INSTITUTE OF BUSINESS MANAGEMENT (IoBM)
SAMPLE TEST PAPER

General Instructions
1. Please write your candidate #, name, father’s name and date of birth on top of your answer sheet.
2. The test is divided into six parts as follows. Each part is composed of many short items.

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3. You will be given separate instructions for each part.
4. The Instructor will tell you when to start work on any part of the test and when to stop.
5. Any evidence of cheating or non-compliance with instructions will disqualify you from the test.
6. There should be only one letter representing the answer. In case more than one letters are written for the same item, your answer will be treated as wrong.
7. There will be negative marking in all parts of the test. For each wrong answer 1/3 point shall be deducted.
8. A blank sheet will be provided with the answer sheet to do your rough work which may be detached for convenience. The sheet must be returned with the answer sheet.
9. In order to select your appropriate choice, please darken the block [A], [B], [C], [D] according to your selection.
10. You will not write anything anywhere in the test booklet. All answers must be given on the answer sheet.

Please do not turn this page until you are instructed to do so.
PART – I
VOCABULARY

Time: 10Minutes
Items: 25
Negative Marking

**Direction:** For each underlined word, four answer choices are given as A, B, C & D. Choose the closest word or phrase from the choice that means the same.

1. Perhaps you misunderstood his instructions
   (a) At least  (b) surely  (c) maybe  (d) of course

2. Do you think the exhibit merits an award?
   (a) Deserves  (b) gets  (c) wins  (d) lacks

3. It was a very unusual day for April
   (a) Cold  (b) delightful  (c) rare  (d) ordinary

4. A single Fragrant rose decorated his desk
   (a) Late-blooming  (b) rambling  (c) sweet-smelling  (d) wilted

5. The Glittering bead attracted the crowd
   (a) Bouncing  (b) colored  (c) gleaming  (d) pretty

6. Jack did notice the attractive child
   (a) Believe  (b) Observe  (c) Overlook  (d) write to

7. We are too fond of the advantages of civilization
   (a) Benefits  (b) changes  (c) classes  (d) powers

8. Accidents in the home may cause injury
   (a) Danger  (b) death  (c) grief  (d) harm

9. The Spanish explorers found great treasures for their king
   (a) Banks  (b) chests  (c) riches  (d) values

10. They prepared a great banquet for the returning general
    (a) Ball  (b) feast  (c) gift  (d) surprise

11. We must learn to be tolerant of people different from ourselves
    (a) Afraid  (b) aware  (c) understanding  (d) careful
12. His ambition caused him to go to night school
   (a) Desire to succeed  (b) fortune  (c) hope of freedom (d) ignorance

13. The frightened child ran to embrace her mother
   (a) Call    (b) escape    (c) hug       (d) scold

14. Actually he did not know the man
   (a) Now      (b) often     (c) really    (d) suddenly

15. The hike up Mount Marcy was strenuous
   (a) Vigorous  (b) disappointing  (c) pleasant  (d) dull

16. The traveler carried sufficient money for the trip
   (a) Counterfeit  (b) enough  (c) less      (d) too little

17. He walked hastily to the counter
   (a) Angrily  (b) often  (c) quickly    (d) seldom

18. I shall conceal the letter in the tree
   (a) Catch    (b) find    (c) hide       (d) steal

19. He prefers to dwell in the country
   (a) Build    (b) picnic  (c) rent       (d) live

20. There is no certain way of locating their treasure
   (a) Better    (b) easy  (c) private    (d) sure

21. The immigrant's arrival marked the commencement of a new life
   (a) Beginning  (b) choosing  (c) finishing  (d) seeking

22. The war brought the people much misery
   (a) Distress  (b) distrust  (c) toil       (d) hatred

23. The teacher was extremely pleased with her students
   (a) Seldom  (b) often  (c) very       (d) frequently

24. The trapper indicated the sometimes where fishing was best
   (a) Described  (b) kept secret  (c) pointed out  (d) retraced

25. The odd results of the experiment perplexed the scientists
   (a) Decided  (b) disgusted  (c) helped  (d) puzzled

Please do not turn this page until you are instructed to do so.
PART – II
STRUCTURE AND WRITTEN EXPRESSION

DIRECTIONS: Each sentence has four words or phrases underlined. The four underlined parts of the sentence are marked A, B, C & D. You are to identify the one underlined number of the problem and mark your answer.

1. The Peace Corps, instituted by President Kennedy, appealed to the generosity, idealism, and A B C to their sense of adventure of the American people. No error D E

2. Regardless of the amount of obstacles to be overcome, the program will be a success. No error A B C D E

3. The repeated occurrence of accidents of this sort call into question the safety of the machine’s A B C design. No error D E

4. An inexperienced liar, Mary explained her absence from school with an incredulous tale of A B C daring in which she played the role of the heroine. No error D E

5. Irregardless of what people say, I must repeat that these are the facts concerning the A B C requirements for the position. No error D E

6. There is no objection to him joining the party if he is willing to fit in with the plans of the group. A B C D No error E

7. If you saw the number of pancakes he consumed at breakfast this morning, you would have A B C D understood why he is so overweight. No error E
8. The **test results ought** to be **available inside of** three days. **No error**
   A   B   C   D   E

9. Neither Charlotte Bronte nor her brother Branwell are remembered as **healthy or happy**.  
   A       B       C   D
   **No error**
   E

10. The children stared, silent and **intently, as** the spectacle of the ice palace **unfolded before their eyes**. **No error**
    A       B       C   D
    E

11. Such a habit is not only **dangerous to the individual’s health**, but a man will find it a serious **drain on his finances**. **No error**
    A   B   C   D
    E

12. She saw that there was nothing **else she could do**; the room was clean **like it had never been before**. **No error**
    A   B   C   D
    E

13. The teacher was **justly annoyed by him walking in late and disturbing the class**. **No error**
    A   B   C   D   E

14. Each of the nurses were **scrupulously careful about personal cleanliness**. **No error**
    A   B   C   D   E

15. I **enjoy eating in good restaurants and to go to the theater afterwards**. **No error**
    A   B   C   D   E

Please do not turn this page until you are instructed to do so.
PART – III
READING COMPREHENSION

SECTION - A

Reading: 5 Minutes
Question: 5 Minutes
Items: 15
Negative Marking

Directions: This part contains a passage; you are to read it carefully.
When answering the questions, you will not be allowed to refer back to the passage.
The questions are based on what is state or implied.

Although the number of journals has never been greater and the flyers announcing new conferences, colloquia, and societies never as ambitious, it is no secret that something is wrong with philosophy in the English-speaking world. The advances made by Russell, Whitehead, Wittgenstein, and Husserl are now studied by historians, and the boldness which characterized their age, roughly from 1900 to 1950, has given way to a spirit of caution, qualification, and retreat. This is not to say that talented people no longer study philosophy, nor that worthwhile contributions have ceased. Promising work is being done, but too often it is overwhelmed by pettifogging or left to die in obscurity.

Those unaware of what is happening in philosophy today may be surprised to learn that few academic philosophers address the sort of problems one studied in college: death, the existence of God, the cardinal virtues, the external world, or the prospects for happiness. Instead, if one walks into a classroom or lecture hall, one is likely to find brief discussions dealing with an odd assortment of issues about such things as time machines, adverbs, pains, possible worlds, sexual perversion. Even the language has changed. In many cases, English prose has been replaced by codes, symbols, and dialects incomprehensible to those outside the profession and not much better known to some of those inside.

It is not altogether surprising that philosophy has fallen on hard times. Throughout much of this century, people believed that philosophical questions were the result of logical or linguistic confusions. The task of philosophy was to eliminate them and thereby do away with itself....

The problem is that philosophy is unique among academic disciplines in that the philosopher is forever plagued by the question of what his discipline is about.... A beginning student is usually told that philosophy does not deal with facts but with the analysis of concepts. But this characterization is inadequate because it seems to suggest that the distinction between the factual and the conceptual is absolute and that concepts can be analyzed entirely on their own. The philosopher, in other words, need not bother with what is, has been, or is likely to be the case.

What emerges is a conception of philosophy that retains its purity by making a radical distinction between itself and virtually every other form of knowledge. C.D. Broad once described
philosophy at Cambridge as “almost completely out of touch with general history, with political theory and sociology, and with jurisprudence.” Few eye-brows would have been raised if he had thrown in a dozen other departments and perhaps three or four additional disciplines as well. As for how it is possible to do, say, ethics in such an environment, Broad and his cohorts had a ready answer: the moral philosopher must be distinguished from the moralist. The latter takes a stand on important ethical questions and can ne refuted should his evidence prove insufficient. Fro him to be ignorant of history, political theory, and jurisprudence is to run the risk of being wrong. The moral philosopher, however, only reflects on the language employed by the moralist. Since the philosopher is not in the business of recommending or criticizing courses of action, he can comfortably ignore the lessons the moralist has to learn.

This conception of philosophy prevailed in the English-speaking world for about forty years until it fell into disrepute during the turmoil of the sixties. Then sticky questions began to be asked: to whom was such analysis addressed and for what purpose? If the moral philosopher had studied the great ethical systems of the past, why should he not bring his knowledge to bear on the controversial issues of the present? Recently a number of articles have sprung up in the philosophical journals dealing with abortion, homosexuality, recombinant DNA research, intelligence testing, and other issues once thought to be beyond the scope of philosophical inquiry. Their presence raises the obvious question: what unique subject or set of problems distinguishes philosophical inquiry from everything else?

One difficulty is that while other disciplines investigate a specific range of phenomena, philosophy, particularly in the hodgepodge conception of it, investigates all of existence. Worse, while the natural sciences seem to get better as they get older, philosophy does not. Without body of accepted beliefs to build on, philosophers can make interesting points, but not step-by-step progress. A researcher in physics does not have to make a new beginning each time he walks into his lab; he can assume that there is a consensus on a large number of issues and thus can direct his efforts to a few highly restricted problems.
QUESTIONS

1. Which of the following titles best exemplifies the passage?
   (a) Declines and Falls
   (b) Nationalism and Philosophy
   (c) Contemporary American Literature
   (d) The State of Contemporary Philosophy
   (e) The Study of Philosophy

2. According to the passage, philosophers are concerned today with the subject of:
   (a) Political theory
   (b) philosophical inquiry
   (c) outdated works
   (d) abstract versions of social theory
   (e) Public affairs

3. The author states that the philosopher is constantly
   (a) Out of touch with general history
   (b) Defining his discipline
   (c) Investigating specific phenomena
   (d) Providing radical alternatives
   (e) Determining objectives

4. The moral philosopher does not have to
   (a) Be in touch with general history
   (b) Recommend a course of action
   (c) Account to his colleagues
   (d) Study linguistics
   (e) Be in touch with reality

5. Many philosophers feel that the study of philosophy should become more
   (a) Technical
   (b) popular
   (c) caution
   (d) moralistic
   (e) dialectic

6. Which of the following subjects is not generally studied by academic philosophers?
   (a) Time machines
   (b) Possible worlds
   (c) External worlds
   (d) linguistics
(e) Moral issues

7. Recently, the field of philosophy has included
   I. Intelligence testing
   II. Language training
   III. Pure research
   (a) I only
   (b) II only
   (c) I and II only
   (d) II and III only
   (e) I, II and III

8. Which of the following statements best exemplifies the author's feelings?
   (a) Philosophy is in moral decay
   (b) Talented people no longer study philosophy
   (c) Historians have replaced philosophers
   (d) Few academics philosophers are left
   (e) Philosophers are too cautious

9. A criticism of philosophy is its lack of
   (a) Models and constructs
   (b) Concepts
   (c) scientific logic
   (d) purity
   (e) thematic perception

10. C.D Broad described philosophy at:
    (a) Cambridge
    (b) Oxford
    (c) Harvard
    (d) Stanford

Please do not turn this page until you are instructed to do so.
WRITING ABILITY

SECTION - B

Time: 5 Minutes
Items: 15
Negative Marking

Directions: This section consists of a number of sentences in each of which some word or phrase in mission. Each sentence is followed by four alternative versions (A, B, C & D). Select the alternative you consider most appropriate to fill in the blanks to complete the sentences.

1. The young couple liked to buy, redecorate, and ________ older homes for a profit.
   (a) Resold  (b) reselling  
   (c) Resell  (d) to resell

2. The management was shocked to realize that its trusted employee was ________ of stealing a large sum of money from the company.
   (a) Suspicioned  (b) suspicioning  
   (c) Suspected  (d) suspicion

3. ________ his earlier study, Dr. Melon’s new study indicates a general warming trend in global weather.
   (a) In contrast of  (b) in contrast to  
   (c) In contrast by  (d) in contrast as

4. The workers have finished pouring the floors, and ________ waiting for the house to be framed.
   (a) There  (b) they’ve  
   (c) Their  (d) they

5. The teacher objected to the students ________ their opened umbrellas near the door.
   (a) Sitting  (b) having sat  
   (c) Setting  (d) sat

6. He was a dynamic figure who inspired awe, devotion, and ________ in his followers.
   (a) Love  (b) loving feelings  
   (c) Feelings of love  (d) loveliness

7. The rich young newlyweds bought a beautiful new home and ________
   (a) Their pool was installed  (b) had a pool installed  
   (c) Had a pool being installed  (d) a pool was installed
8. Try as he might, he could never manage to get an _________ balance in his checkbook
   (a) Accuracy               (b) accurately
   (c) Accurate               (d) accurateness

9. She writes such _________ poetry that it is hard to believe she has never had a formal education
   (a) Beauty                 (b) beautiful
   (c) beautifully            (d) beautify

10. The reason he wants to take a leave of absence is _________
   (a) Because he is needing a complete rest
   (b) Because he needs a complete rest
   (c) That he needs a complete rest
   (d) Because a complete rest is needed by him
PART – IV
PROBLEM SOLVING

Time: 20 Minutes
Items: 25
Negative Marking

**Direction:** Solve each of the following problems, then indicate the correct answer on the answer sheet by darkening either the block A, B, C & D

1. A boy is 5 years old, and his sister is twice as old. When the boy is 8 years old, what will be the age of his sister?
   (a) 16 years
   (b) 15 years
   (c) 12 years
   (d) 13 years

2. A man bought 27 horses at Rs. 280 each 9 horses at Rs. 320 each and 6 horses at Rs. 360 each. Find the average price per horse.
   (a) 300
   (b) 350
   (c) 351
   (d) 430

3. Forty horses are bought for Rs. 15,000. The average cost of fifteen of them is Rs. 300. What is the average cost of others?
   (a) 400
   (b) 405
   (c) 420
   (d) 450

4. The average height of a class of 24 boys is 5’2”. By the admission of one new boy the average decreases by 1/5”. Find the height of the new boy?
   (a) 4’9”
   (b) 4’5”
   (c) 5’
   (d) 4’4”

5. A city street has four large apartment houses and fourteen private homes. What is the ratio of apartment houses to private homes?
   (a) 2/5
   (b) 2/9
   (c) 4 ½ / 1
   (d) 1 / 3 ½
6. Six women or nine girls do a piece of work in 10 days. Eight women and three girls will do the same work in:
   (a) 4 days
   (b) 6 days
   (c) 9 days
   (d) none of these

7. What is the smallest positive number which leaves a remainder of 1 when it is divided by 3, 4, 5, or 7?
   (a) 61
   (b) 85
   (c) 141
   (d) 421

8. A certain variety of tea worth Rs. 30.20 per Kg is mixed with a lower quality of tea priced at Rs. 20.50 per Kg so that the mixture is worth Rs. 25.40 per Kg. The ratio of the two varieties of tea is:
   (a) 49 : 48
   (b) 49 : 24
   (c) 49 : 18
   (d) 49 : 6

9. A watch gain 2 minutes per hour. Another watch lose 3 minutes per hour. At the moment, both have the same time. After how many hours both will have a difference of one hour?
   (a) 8 hours
   (b) 10 hours
   (c) 12 hours
   (d) 14 hours

10. The morning classes in a school begin at 9 a.m., and end at 11:51 a.m. there are 4 class periods, with 5 minutes between classes. How many minutes are there in each class period?
    (a) 37 ¾
    (b) 38 ½
    (c) 39
    (d) 40

11. A plane traveling 600 miles per hour is 30 miles from Kennedy Airport at 4:58 p.m. At what time will it arrive at the airport?
    (a) 5:00 p.m.
    (b) 5:01 p.m.
    (c) 5:02 p.m.
    (d) 5:20 p.m.

12. The number of degrees through which the hour hand of a clock moves in 2 hours and 12 minutes is
    (a) 66
    (b) 72
    (c) 126
    (d) 332
13. A man travels a certain distance at the rate of 20 km per hour and comes back at the rate of 15 km per hour. His average speed for the whole journey is:
(a) 17-1/7 km/hr
(b) 18 km/hr
(c) 17.5 km/hr
(d) 17-6/7 km/hr

14. A train running between two towns arrives at its destination 10 minutes late when it goes 40 miles per hour and 16 minutes late when it goes 30 miles per hour. The distance in miles between the towns is
(a) 8 6/7
(b) 12
(c) 192
(d) 560

15. What is the number of 5% of which is 10?
(a) 205
(b) 200
(c) 204
(d) 207

16. If 18 is 15 percent of 30 percent of a certain number, what is the number?
(a) 9
(b) 36
(c) 40
(d) 400

17. The present population of a town is 20,000 and the annual increase is 5%. What will be the population in 2 years?
(a) 22250
(b) 22050
(c) 25000
(d) 22500

18. A reduction of 20 percent in the price of sugar enables a purchaser to get 4 kg more for Rs. 80. The original price of 1 kg of sugar was:
A) Rs. 4
B) Rs. 4.50
C) Rs. 5
D) Rs. 5.50

19. A suit marked at $80 is sold for $68. What is the rate of discount?
(a) 15%
(b) 12%
(c) 17 11/17%
(d) 20%
20. Of Ted’s salary, 1/10 is spent for clothing, and 1/3 for food and for rent. What part of the salary is left for other expenditures and savings?
(a) 17/30
(b) 3/5
(c) 19/30
(d) 2/3

21. In a business, Zahid contributes Rs. 15,000 and Shahid Rs. 9,000. Shahid gets 10 percent of the profit as his management charges and the rest of it is shared by them in proportion to their investments. If the total profit is Rs. 4,000, the share of Zahid is:
(a) Rs. 1,350
(b) Rs. 1,500
(c) Rs. 2,250
(d) Rs. 2,500

22. I sold a horse for Rs. 550 at a profit of 10 percent. What would have I gained or lost percent, if I had sold it for Rs. 600?
(a) 20% G
(b) 25% L
(c) 20% L
(d) 30% G

23. When an electric iron is sold for Rs. 76, the gain is 52 percent. The gain, when it is sold for Rs. 74, is present:
(a) 44
(b) 46
(c) 48
(d) 50

24. Three cubes of a metal, whose edges are 3 cm, 4 cm and 5 cm respectively, are melted into a single cube. The edge of the new cube is:
(a) 4 cm
(b) 6 cm
(c) 5\(\sqrt{2}\) cm
(d) 12 cm

25. The ice compartment of a refrigerator is 8 inches long, 4 inches wide, and 5 inches high. How many ice cubes will it hold if each cube is 2 inches on an edge?
(a) 8
(b) 10
(c) 12
(d) 20
PART – V
NUMBER / LETTER SERIES

Time: 5 Minutes
Items: 15
Negative Marking

Direction: Study the series of numbers given below. Workout the pattern of each series and identify the next number in the series stated below, darken a suitable block, according to your choice:

1. 6   9   18  21  30  45
   (a) 54   (b) 64   (c) 56  (d) 80
2. 3   5   8   13  21
   (a) 34   (b) 39 (c) 23  (d) 33
3. 4   6   9   13
   (a) 18   (b) 22   (c) 16  (d) 15
4. 7   10  15  22
   (a) 29   (b) 28   (c) 31  (d) 25
5. 7   9   11  13  15
   (a) 10   (b) 13   (c) 17  (d) 14
6. 25  20  15  10
   (a) 5    (b) 10   (c) 15  (d) 25
7. 3   7   16  32
   (a) 57   (b) 53   (c) 74  (d) 70
8. 2   3   5   9   17
   (a) 34   (b) 31 (c) 32  (d) 33
9. 3   10  7   14
   (a) 11   (b) 13   (c) 12  d) 10
10. 1  3   5   7   9
    (a) 1    (b) 11  (c) 13 (d) 3
11. A   G   L   P   S
    (a) U   (b) Y   (c) V  (d) W
12. C I D P E  
   (a) K  (b) S  (c) H  (d) W

13. L B M C N  
   (a) R  (b) D  (c) G  (d) M

14. M O R T W  
   (a) Y  (b) Q  (c) U  (d) Z

15. Q N K H E  
   (a) A  (b) F  (c) B  (d) D

Please do not turn this page until you are instructed to do so.
PART – VI
GENERAL KNOWLEDGE

Direction: Choose the correct answer:

1. FIFA World Cup 2010 begins in
   (a) Germany  (b) South Africa  (c) UK  (d) China

2. Name of the Finance Minister of Pakistan is
   (a) Dr. Hafeez A. Pasha  (b) Dr. Abdul Hafeez Shaikh
      (c) Shaukat Tareen  (d) Ishaq dar

3. Name of the Governor of Sindh is
   (a) Justice (R) Ghaus Ali Shah  (b) Dr. Ishrat-ul-Ibad Khan
      (c) Nabeel Gabol  (d) Qaim Ali Shah

4. Olympics 2010 will be held in:
   (a) Berlin  (b) London  (c) Karachi  (d) Shanghai

5. Capital city of Germany is
   (a) Washington DC  (b) Berlin  (c) London  (d) Paris

6. Currency of Finland is
   (a) Euro  (b) Dollar  (c) Pound  (d) Rupee

7. GSM stands for
   (a) Global System for mobile communication
      (b) Garbage system of metropolitan
      (c) Game system of mobiles
      (f) Gain in system of machines

8. Name of the tallest building of the world is
   (a) Burj Khalifa  (b) Petronas Tower
      (c) Habib Bank Plaza  (d) Burj-ul-Arab

9. Geo Television Network is owned by
   (a) Jang group  (b) Herald Publications
      (c) Nawa-e-Waqt groups  (d) None of these
10. Favorite Book “Kahk aur Khoon” was written by
   (a) Nasim Hijazi   (b) Fatima Suraiya Bajia
   (c) Anwar Maqsood  (d) Perveen Shakir

11. Today, 1US dollar is equal to
    (a) PKR 85   (b) PKR 60   (c) PKR 90  (d) PKR 65

12. NIKKEI is an index of
    (a) Japan  (b) France  (c) Germany (d) UK

13. Percapita Income of Pakistan is
    (a) $1046   (b) $980   (c) $780  (d) $1340

14. Today, 10gram 21 carat Gold price in Karachi is
    (a) 34,000 PKR   (b) 15,000 PKR
    (c) 40,000 PKR  (d) 50,000 PKR

15. Current Inflation rate in Pakistan is
    (a) 13.07%  (b) 14%  (c) 17%  (d) 25%

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<td>8. C</td>
<td>20.A</td>
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<tr>
<td>22. A</td>
<td></td>
<td>10.C</td>
<td>22.A</td>
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<tr>
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