

All fifty questions are compulsory and must be attempted

Question 1:

Which of the following is the MAIN function of marketing?

- A. To maximise sale volume.
- B. To identify and anticipate consumer need.
- C. To persuade potential consumers to convert latent demand into expenditure.
- D. To identify suitable outlets for goods and services supplied.

Question 2:

The following qualities are some of those expected of an accountant, but which is a professional quality as opposed to personal quality?

- A. Reliability.
- B. Respect.
- C. Timeliness.
- D. Scepticism.

Question 3:

Which of the following would be classed as a contingency control in information system?

- A. Password-only to access the system.
- B. System recovery procedures.
- C. Audit trails.
- D. Data validation procedures.

Question 4:

Which of the following are best shown using a bar chart?

1. The nature of activities within an action plan.
 2. Sequence of activities within an action of project.
 3. The time required for different activities.
 4. Quantitative relationships between activities.
- A. (1) and (2)
 - B. (2) and (3)
 - C. (2) and (4)
 - D. (3) and (4)

Question 5:

Businessesare a set of moral principles to guide behavior in business contexts.

Which of the following words correctly completes the sentence?

- A. Objectives.
- B. Controls.
- C. Ethics.
- D. Disciplines.

Question 6:

Which of the following is an external stakeholder?

- A. Professional body.
- B. Customer.
- C. Supplier.
- D. Bank.

Question 7:

Which of the following would not form part of fraud response plan?

- A. Suspending staff suspected fraudulent activity.
- B. Investigating the activities contacts of suspected fraudster.
- C. Changing passwords for computer access.
- D. Fraud awareness training and recruitment controls.

Question 8:

Which of the following is not a key risk area for computer fraud?

- A. Hackers.
- B. Lack of managerial understanding.
- C. Inability to secure access to data.
- D. Integration of data systems.

Question 9:

An organisation is a social arrangement which pursues collective
Compromise is an example of a:

- A. Win-win result.
- B. Win-lose result.
- C. Lose-win result.
- D. Lose-lose result.

Question 10:

Complete the sentence given below by using one of the words in list below.
Shareholders are stakeholders?

- A. External.
- B. Community.
- C. Internal.
- D. Connected.

Question 11:

The income elasticity of demand for product is highly. This means that?

- A. Sales will rise sharply if price is reduced.
- B. Sales will fall only slightly when incomes of households fall.
- C. Sales will rise sharply when income of households rise.

Question 12:

Which type of an employment arises from a permanent reduction in demand or the products supplied by single industry or group industries with traditionally large work force?

- A. Frictional.
- B. A structural.
- C. Cyclical.
- D. Seasonal.

Question 13:

The learning cycle developed by David Kolbis process for learning. Which of the following word correctly completes this sentence?

- A. Programmed.
- B. Experiential.
- C. Action.

Question 14:

An employer's treatment at an employee is so bad that eventually she resigns even though she liked her work. This would be an example of?

- A. Wrongful dismissal.
- B. Potentially unfair dismissal.
- C. Automatically unfair.
- D. Constructive.

Question 15:

Appraisal is an example of what level of control?

- A. Strategic.
- B. Operational.
- C. Tactical.
- D. Clan.

Question 16:

Application of process theories to motivation in practice involves all but one of following measures which the exception?

- A. Clarifying intended results.
- B. Giving feedback an actual result.
- C. Immediacy of reward following results.
- D. Consistency of reward with results.

Question 17:

Which of the following is not purpose of performance appraisal?

- A. Job evaluation.
- B. Identification of training needs.
- C. Succession planning.

Question 18:

The preparation and filing of accounts by limited companies each year is required by which of the following?

- A. Codes of corporate governance
- B. National legislation.
- C. International accounting standards.
- D. Local accounting standards.

Question 19:

Which three of the following did Henri Fayol include in his five functions of management?

- i. Motivating.
 - ii. Co. ordinating.
 - iii. Commanding.
 - iv. Controlling.
- A. (i),(ii),(iii)
 - B. (ii),(iii) and (iv)
 - C. (i),(ii) and (iv)
 - D. (i),(iii) and (iv)

Question 20:

Which of the following areas is not an advantage of using e-mail as communication tool?

- A. A security.
- B. Speed.
- C. Multiple-recipients.
- D. Versatility.

Question 21:

If a supervisor in the sales department requests the help of the HR director in a complex disciplinary matter, what direction is the communication flow?

- A. Vertical.
- B. Horizontal.
- C. Diagonal.

Question 22:

Which of the following best defines training?

- A. Developing the individual by helping to build on skills and overcome weaknesses.
- B. Provision of one-way instruction on formal tasks required to carry out the immediate job.
- C. Offering career guidance in order to maximize the individual's potential.
- D. Provision of objective advice to overcome the individual's personal problems.

Question 23:

Which of the following data is true in relation to the average revenue function of business in a perfect market?

- A. It is diagonal.
- B. It is horizontal.
- C. It is vertical.

Question 24:

Which of the following is not an offence to money laundering?

- A. Concealing the proceeds criminal activity.
- B. Tipping off.
- C. Dealing in price affected securities.
- D. Failing to report suspicion of money laundering.

Question 25:

Which of the following is not likely to result from a fall in the exchange rate?

- A. A stimulus to exports.
- B. An increase in the costs of imports.
- C. Reducing demand for imports.
- D. A reduction in the rate of domestic inflation.

Question 26:

Which of the following is not usually a barrier to effective communication?

- A. Distortion
- B. Noise
- C. Connection between individuals
- D. Technical vocabulary

Question 27:

Which of the following is an aim of the control system relating to account payable and purchases?

- A. To ensure that all credit notes received are recorded in the general and payable ledger.
- B. To ensure that goods and services are only supplied to customers with good credit ratings.
- C. To ensure that all credit notes that have been issued are recorded in the general and receivables ledgers.
- D. To ensure that potentially doubtful debts are identified.

Question 28:

All the following with one exception, are examples of advantages of computer-based accounting system over a manual system. Which sentence is the exception?

- A. Financial calculation can be performed more quickly and accurately.
- B. Financial information can be presented to other business departments in a variety of forms.
- C. There is much stronger provision for data security.
- D. The system is easier to update as new information becomes available.

Question 29:

In a free market economy, the price mechanism.

- A. Aids government control.
- B. Allocates resources.
- C. Reduces unfair competition.
- D. Measure national wealth.

Question 30:

Which of the following is not one of the roles performed by prices in market economy?

- (1) A signal to consumers.
- (2) A signal to producers.
- (3) A way of allocation resources between competing uses.
- (4) To insure the distribution method.

Question 31:

ABC is a business controlled the basis of one share, one vote, while DEF is controlled on the basis of one member, on vote.

What sort of businesses are ABC and DEF?

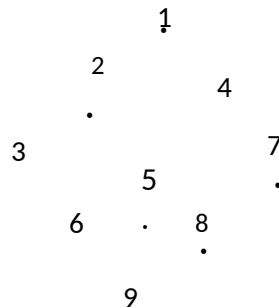
	ABC	DEF
A	Limited liability company	Partnership
B	Co-operative society	Limited liability company
C	Partnership	Limited liability company
D	limited liability company	Co-operative society

Question 32:

In the diagram below, point (5) represents equilibrium. If the government starts to pay a cash subsidy to producers of commodity,

What will the new equilibrium be?

Price
الأسعار



Quantity
الكمية

- A. Point 2.
- B. Point 4.
- C. Point 6.
- D. Point 8.

Question 33:

Which of the following sentence is true?

- A. The grapevine springs up where there is inadequate formal communication in an organisation.
- B. Cliques and other informal groups can be either helpful or dysfunctional in an organisation.
- C. Not all organisations have informal organisation.
- D. The informal organisation promotes employee health and safety.

Question 34:

Which of the following is not component at Mintzberg's model of the organisation?

- A. Techno structure.
- B. Operating core.
- C. Ideology.
- D. Administration staff.

Question 35:

Indicate whether the following will cause a shift in the demand curve for a normal good, a shift in its supply curve, or neither?

	Shift in demand	Shift in supply	Neither
A) An increase in household incomes			
B) Arise in wage costs			
C) A fall in the price of raw materials			
D) a fall in the price of good			

Question 36:

Which of the following is NOT one of the main objectives, of human resource management?

- A. To obtain the right number and type of skilled employees for the organisation current and future requirement.
- B. To develop and replay the organisation's employees in such way to maximise flexibility and productivity.
- C. To ensure compliance with organisation's social and legal responsibilities in relation to employees.
- D. To minimize labour turnover and maximise employee retention within the organisation.

Question 37:

Which of the following is NOT a major theme of corporate governance?

- A. Ensuring the confidentiality of information.
- B. Accountability.
- C. Ethical treatment at stakeholders.
- D. The management and reduction of risk.

Question 38:

Under good corporate governance, who should set directors remuneration?

- A. An audit committee.
- B. Independent non-executive directors.
- C. The board of directors.
- D. The Khartoum stock exchange

Question 39:

Which of the following sentence is true?

- A. Financial accountants provide historical information for internal use.
- B. Financial accountants provide historical information for external use
- C. Financial accountants provide forward looking information for internal use.
- D. Financial accountants provide forward looking information for external use.

Question 40:

Most management reports are made meaningful by the use a comparison. Which of the following comparisons is/are likely to be made by an organisation in reviewing financial data?

- A. With other organisations.
- B. With budget.
- C. With forecast.
- D. With prior periods.

Question 41:

Breaking up the market to different groups, which each has common needs, wants preferences is known as

Which of the options below correctly fills blank?

- A. Undifferentiated marketing.
- B. Marketing mix.
- C. Mass marketing.
- D. Market.

Question 42:

According to the theory of the firm, which of the following sentence describes an oligopoly?

- A. There are no barriers to entry into or exit from the market.
- B. There is only one producer in the market.
- C. There are four producers exerting considerable influence in the market.
- D. There are many producers but they each use product differentiation to distinguish themselves from each other.

Question 43:

Which of the following is the role of the secondary secretary of a committee?

- A. Guiding discussion in committee meetings.
- B. Selecting members of the committee.
- C. Taking and circulating minutes of the meeting.

D. Determining the agenda of the meeting.

Question 44:

Data security is crucially important to an organisation certain types of data may be particularly at risk. To which of the following would this apply?

- A. Personal and private information.
- B. Information relating to the security of the organisation.
- C. Information integral to the outcome dealings in the organisation.
- D. Information integral to the organisation standing and competitive advantage.

Question 45:

Which of the following is NOT likely to result from a fall in the exchange rate?

- A. Stimulus to exports.
- B. An increase in the costs of imports.
- C. Reducing demand for imports.
- D. Reduction in the rate of domestic inflation.

Question 46:

These are several possible risks to data in the work place. These include:

- 1) Human error.
- 2) Technical malfunction

And which of the following?

- A. Catastrophic errors.
- B. Malicious damage.
- C. Dishonesty.
- D. Political upheaval.

Question 47:

A company has advertised for staff who must be at least 1.88 meters tall and have been continuous full-time employment for at least five years.

Which of the following is the legal term for this practice?

- A. Direct discrimination.
- B. Indirect discrimination.
- C. Victimisation.
- D. Implied discrimination.

Question 48:

Which part of SWOT analysis considers external environmental factors?

- A. Strength and weaknesses.
- B. Strength and threats.

- C. Opportunities and threats.
- D. Opportunities and weaknesses.

Question 49:

Which of the following likely to pose the best number of problems for effective time management?

- A. Personal work patterns.
- B. Meetings.
- C. The telephone.
- D. Personal availability.

Question 50:

The total level of demand in the company is made up of consumption, government expenditure and net gains from international trade.

Which of the following correctly completes the sentence above?

- A. Savings.
- B. Taxation.
- C. Investment.

Answers F1

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- (1) **D**
- (2) **D**
- (3) **B**
- (4) **D**
- (5) **C**
- (6) **A**
- (7) **D**
- (8) **C**
- (9) **D**
- (10) **D**
- (11) **D**
- (12) **C**
- (13) **B**
- (14) **D**
- (15) **B**
- (16) **C**
- (17) **A**
- (18) **B**
- (19) **B**
- (20) **A**
- (21) **C**
- (22) **A**
- (23) **B**
- (24) **B**
- (25) **D**
- (26) **C**
- (27) **A**
- (28) **C**
- (29) **D**
- (30) **C**
- (31) **D**
- (32) **D**
- (33) **B**
- (34) **D**

(35)

Shift in demand	Shift in supply	Neither
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x		
	x	
	x	
		x

- (36) **D**
- (37) **A**
- (38) **B**
- (39) **B**
- (40) **All of the above.**
- (41) **D**
- (42) **C**
- (43) **C**
- (44) **All of the above.**
- (45) **D**
- (46) **A,B,C**
- (47) **A**
- (48) **C**
- (49) **B**
- (50) **C**