



**JAIBP Comprehensive - Objective Section**

The sample questions are related to the JAIBP Comprehensive Exam - Objective Section. These questions are shared to give an idea to the student about the paper format and the types of questions. For further information visit the IBP website [www.ibp.org.pk](http://www.ibp.org.pk)

**Multiple Choice Questions**

Each MCQ carry one mark.

**Branch Banking**

- Q1.** On death of an account holder, the account is immediately marked as:
- A. Active  
B. Inactive  
C. Deceased (Answer)  
D. Freeze
- Q2.** All of the following are allowed to open a bank account, EXCEPT:
- A. A person in state of insanity (Answer)  
B. A foreign company, operating in Pakistan  
C. A widow, who receives pension from government through bank  
D. A minor, who has recently attained the age of maturity
- Q3.** Which one of the following cannot be termed as a banker-customer relationship?
- A. Debtor & Creditor  
B. Principal & Agent  
C. Insurer & Insuree (Answer)  
D. Pawnor & Pawnee

**Business Communication for Financial Services**

- Q4.** Effective listening can be achieved by asking:
- A. Close-ended questions  
B. Leading questions  
C. Open-ended questions (Answer)  
D. Difficult questions
- Q5.** The imparting or interchange of thoughts, opinions or information by speech, writing or signs is called:
- A. Communication (Answer)  
B. Encoding  
C. Feedback  
D. Decoding
- Q6.** When you are applying for a position, you write a \_\_\_\_\_ to accompany your resume.
- A. Inquiry Letter  
B. Order Letter  
C. Appreciation Letter  
D. Cover Letter (Answer)

**Introduction to Financial Systems and Banking Regulations**

- Q7.** Which of the following is a market for trading highly liquid government securities?
- A. Capital Market  
B. Bond Market  
C. Money Market (Answer)  
D. Commodity Market
- Q8.** Financial repression consists of all the following key elements, EXCEPT:
- A. Ceilings on interest rates  
B. Liberal forex policy (Answer)  
C. Liberal wage policy  
D. Directing credit to certain industries



- Q9.** Firms and dealers buy and sell securities in their own accounts from:
- A. Stock Exchange  
B. Cotton Exchange  
C. Money Market (Answer)  
D. Money Exchange

**Information Technology in Financial Services**

- Q10.** \_\_\_\_\_ is a computer network that attaches computer and devices in a limited geographical area such as home, school, computer laboratory and office building.
- A. LAN (Answer)  
B. WAN  
C. GSM  
D. MAN
- Q11.** Which of the following intelligent device examines the data packets and joins the multiple computers?
- A. Hub  
B. Switch (Answer)  
C. Router  
D. Repeater
- Q12.** The technology architecture that makes internet pages accessible on the mobile phone is:
- A. Uniform Resource Locator (URL)  
B. Personal Digital Assistant (PDA)  
C. Wireless Application Protocol. (Answer)  
D. Gateway

**Accounting for Financial Services**

- Q13.** Salim & Co. is a large manufacturer of mobile phones. At the end of the year 2021, it has Rs. 50,000 of obsolete mobile phones in inventory. What will be the correct entry for recording the provision for obsolete inventory?

	<b>Debit (Rupees)</b>		<b>Credit (Rupees)</b>		
A.	Expense	50,000	Provision for obsolete inventory	50,000	(Answer)
B.	Inventory A/ c	50,000	Provision for obsolete inventory A/ c	50,000	
C.	Purchases A/c	50,000	Inventory A/ c	50,000	
D.	Purchases A/ c	50,000	Profit & Loss A/ c	50,000	

- Q14.** Following information is available from the financial statements of Horizon enterprises:

<b>Description</b>	<b>Rupees</b>
Retained Earnings - Opening	200,000
Retained Earnings - Closing	500,000
Dividends	50,000

Calculate the net income from the above information.

- A. Rs. 750,000  
B. Rs. 650,000  
C. Rs. 350,000 (Answer)  
D. Rs. 250,000
- Q15.** Investment securities are classified as \_\_\_\_\_ in the financial statements.
- A. Assets (Answer)  
B. Liabilities  
C. Revenue  
D. Equity



**Economics**

- Q16.** The bowed shape of the production possibilities curve illustrates:
- A. The law of increasing marginal cost (Answer)      B. The production is inefficient  
C. The production is unattainable      D. The demand is relatively inelastic
- Q17.** An increase in the prices of raw materials and other components used in the production processes of different industries, cause:
- A. Demand-Pull Inflation      B. Cost-Push Inflation (Answer)  
C. Monetary Inflation      D. Export Inflation
- Q18.** Which of the following is NOT a macro-economic policy?
- A. Fiscal Policy      B. Monetary Policy  
C. International Economic Policy      D. Firm's Output/ Production Policy (Answer)

**Human Resource Management and Organizational Behavior**

- Q19.** The technique used when an employee and his/her superior jointly establish performance goals for the future, is known as:
- A. Whistle Blowing Policy      B. Management By Objective (Answer)  
C. Peer Assessment      D. Code of Conduct
- Q20.** \_\_\_\_\_ is a document that describe the general tasks, or other related duties and responsibilities of a position.
- A. Job Description (Answer)      B. Job Rotation  
C. Job Specification      D. Job Analysis
- Q21.** In sales positions, a certain percentage of every sale made or a fixed amount is paid to the sales person who makes the deal from every unit sold. This amount is called:
- A. Bonus      B. Compensation  
C. Commission (Answer)      D. Increment

**Lending: Products, Operations and Risk Management**

- Q22.** If a bank is willing to lend its money to a person or a company or a sector/ industry, this reflects its confidence in:
- A. Purpose of loan      B. Ability to repay  
C. Intent to repay      D. All of the provided choices (Answer)
- Q23.** Ratio which determines the relationship between debt and capital is known as:
- A. Gearing Ratio (Answer)      B. Capital Adequacy Ratio  
C. Interest Coverage Ratio      D. Breakeven Ratio



Q24. A/an \_\_\_\_\_ is the transfer of rights to a claim or dues in favor of the lender as a security of credit facilities.

- |                        |             |
|------------------------|-------------|
| A. Assignment (Answer) | B. Mortgage |
| C. Pledge              | D. Lien     |

**Finance of International Trade and Related Treasury Operations**

Q25. Normally, in an average international trade transaction, which of the following option(s) reflect buyer (importer) objectives, challenges and risks from his perspective?

- |                      |   |
|----------------------|---|
| A. Economic Sense    | B. Control over manufacturing process   |
| C. Reduced overheads | D. All of the provided choices (Answer) |

Q26. \_\_\_\_\_ means the seller fulfills his obligation to deliver when goods have been made available at the named place in the country of importation. This way the seller has to bear the risks and costs, including duties, taxes and other charges of delivering the goods thereto, cleared for importation.

- |                                      |                                     |
|--------------------------------------|-------------------------------------|
| A. Carriage Insurance Paid (CIP)     | B. Cost Insurance and Freight (CIF) |
| C. Delivery Duty Paid (DDP) (Answer) | D. Free Onboard (FOB)               |

Q27. Which of the following option represents seller's perspective in an advance payment transaction in an international trade?

- |   |   |
|---|---|
| A. Most secure form of trading (Answer) | B. Agrees to this method if the goods are not available from any other source |
| C. Drain the cash flow                  | D. All of the provided choices  |

**Marketing of Financial Services**

Q28. A \_\_\_\_\_ is a group of products within a product category that are closely related because they function in a similar manner; are sold to the same consumer groups; are marketed through same type of outlets; or fall within given price ranges.

- |                |                          |
|----------------|--------------------------|
| A. Product Mix | B. Product Line (Answer) |
| C. Brand Mix   | D. Flanker               |

Q29. Which of the following is NOT a macro environmental factor for a financial services organization?

- |                               |                            |
|-------------------------------|----------------------------|
| A. Technological developments | B. Competitors (Answer)    |
| C. Economic climate           | D. Demographic environment |

Q30. Which of the following statements pertaining to marketing intelligence in the financial services sector is FALSE?

- |   |   |
|---|---|
| A. All staff should be encouraged to gather market intelligence data  | B. Intelligence gathering can also be improved by setting up a cross functional working group |
| C. The intelligence gathering exercise is highly classified and never outsourced to specialist external agencies (Answer) | D. Marketing intelligence can be gathered through print media                                 |



**Management Accounting for Financial Services**

**Q31.** Salim Corporation presents the following Overhead maintenance costs at various activity levels of its 1<sup>st</sup> quarter of the year:

Month	Total Cost (Rs.)	Activity in Units
Jan	725,600	60,200
Feb	723,500	58,300
March	840,700	72,800

By using High & Low Method, calculate variable cost per unit.

- A. Rs. 8.083 per unit (Answer)
- B. Rs. 8.830 per unit
- C. Rs. 7.083 per unit
- D. Rs. 7.830 per unit

**Q32.** Many management accounting decision models explicitly require that all costs be classified as:

- A. Either fixed or variable (Answer)
- B. Either direct or indirect
- C. Either committed or uncommitted
- D. Either product or period

**Q33.** The information below relates to the business of Gulbahar Industries; as a management accountant you are required to compute the amount of Finished Goods transferred to Finished Goods Inventory.

Description	Rs.
Work in process Inventory - Opening	325,400
Work In process Inventory - Closing	177,100
Manufacturing Cost of the production	1,131,600
Finished Goods Inventory - Opening	165,900
Finished Goods Inventory - Ending	65,900

- A. Rs. 1,457,000
- B. Rs. 1,279,900 (Answer)
- C. Rs. 1,297,100
- D. Rs. 1,287,900