

MGT611 Business & Labor Law Solved Objective For Final Term Exam Preparation

1. The consideration in a contract must be:
 - Of adequate value to promise
 - **Enforced by courts of law**
 - Of high worth to promise
 - Accepted by parties on free consent
2. Which of the following is not a party to a contract of guarantee?
 - Surety
 - Creditor
 - **Indemnifier**
 - Debtor
3. Under section 41 of contract act, when a promisee accepts performance from a third person, he afterwards:
 - **Can enforce it against promisor**
 - Can not enforce it against promisor
 - Can not enforce it against third person
 - Can enforce it against both promisor and third person
4. When a supplier is unable to deliver the goods on due date due to strike in his factory, according to Section 56 of contract act, the agreement:
 - Becomes void
 - **Is discharged**
 - Is not discharged
 - Is voidable
5. Which of the following is NOT an element of bailment?
 - Contract
 - Specific purpose
 - Delivery of goods
 - **Change of ownership**
6. A study of the legal source of law is called _____.
 - **Analytical jurisprudence**
 - Historical jurisprudence
 - Ethical jurisprudence
 - Legal jurisprudence
7. Which of the following is not a contract of indemnity?
 - Insurance of car
 - Insurance of workers' compensation
 - Insurance of property
 - **Insurance of life**
8. In Undue Influence, the consent is obtained by:

- **Threat**
 - Fraud
 - Domination
 - Physical force
9. “**Consideration**” is an action which:
- Is done in the Past
 - Is in progress at Present
 - **Will supposed to be occur in Future**
 - May occur in all the above situations
10. In which section of Contract Act, the definition of proposal is provided?
- Section 1(e)
 - Section 1(f)
 - **Section 2(a)**
 - Section 2(d)
11. The Section 2(g) of contract act defines that an agreement not enforceable by law is said to be:
- Valid agreement
 - **Void agreement**
 - Voidable agreement
 - Illegal agreement
12. A pledge can also be called a/an _____.
- Bailment
 - Guarantee
 - Indemnity
 - **Pawn**
13. Which of the following is NOT a type of damages?
- Ordinary damages
 - Liquidated damages
 - **Compound damages**
 - Nominal damages
14. Which of the following is NOT true about Law?
- Law is to maintain rights
 - Law upholds justice
 - Law is used to redress wrongs
 - **Law does not ensures public order**
15. In case of Undue Influence, the burden of proof lies upon _____.
- **Dominating party**
 - Influenced party
 - Both parties
 - The court
16. Coercion is committing, or threatening to commit, any act forbidden by _____.
- **Pakistan Penal Code**
 - Criminal Procedure Code

- Contract act
 - Civil Law
17. The evolution of law over a period of time is studied as _____.
- **Historical jurisprudence**
 - Ethical jurisprudence
 - Legal history
 - Analytical jurisprudence
18. According to section 10 of contract act, an agreement in order to become a valid contract, must not be one of those that are expressly declared to be _____ by the law.
- **Void**
 - Voidable
 - Illegal
 - Unenforceable
19. Agreements without free consent are voidable under which section of Contract Act.
- **Section 19**
 - Section 20
 - Section 21
 - Section 22
20. Which of the following is NOT an essential for a valid proposal?
- The terms of the offer must be definite and clear
 - The offer must be capable of creating legal relationships
 - The offer must be communicated to the other party
 - **The offer must be in written form**
21. The definition of contract is provided by which section of Contract Act?
- Section 1(d)
 - Section 1(h)
 - Section 2(d)
 - **Section 2(h)**
22. According to section 26 of contract act, every agreement 'in restraint of the marriage' of a minor is _____.
- Valid
 - **Void**
 - Not valid
 - Voidable
23. Consideration must move from:
- Promisor
 - **Promisee**
 - A third party
 - Promisee or any other person
24. The court may grant rescission when _____.
- Contract is void
 - Contract is voidable

- Contract is illegal
 - Contract is unenforceable
25. Mr. A contracted to deliver 4900 kg of wheat to Mr. B. But Mr. A delivered 4925 kg. It is _____.
- A Valid tender
 - Not a valid tender
 - An invalid performance
 - Breach of contract
26. Which of the following damages includes indirect loss also that may arise due to breach of contract?
- Ordinary damages
 - Special damages
 - Liquidated damages
 - Nominal damages
27. What will happen if a future event, about which a contingent contract has been made, becomes impossible?
- The contract remains valid
 - The contract becomes voidable
 - The contract becomes void
 - One party can sue the other in court
28. When an executory contract is completely performed, it becomes:
- Valid contract
 - Void contract
 - Executed contract
 - Legal contract
29. In which of the following conditions, the contract is voidable?
- If one party is minor
 - In absence of free consent
 - If it is not enforceable at all
 - If it cannot become void under any condition
30. In which of the following cases promisee CAN NOT terminate the contract?
- When there is attempted performance
 - When offer of performance is unconditional
 - When offer is made at proper place
 - When offer is to perform one of several Joint Promises
31. Enforceability of a contingent contract is described in which section of contract act?
- Section 31
 - Section 32
 - Section 33
 - Section 34
32. Each party to a contract is both promisor and promisee in case of _____.
- Present consideration
 - Reciprocal promises

- Valid contract
 - Part consideration
- 33. Mr. A contracts to pay Mr. C Rs. 10000 if Mr. C's house is burnt. Which type of contract is it?**
- Absolute contract
 - Bilateral contract
 - Quasi contract
 - Contingent contract
- 34. When a contract is fulfilled successfully, it leads to the _____ of the contract.**
- Remission
 - Alteration
 - Discharge
 - Performance
- 35. In case of breach of contract, measure of damages is the difference between:**
- Contract price and price fixed by court
 - Contract price and market price on the date of breach
 - Contract price and expected selling price
 - Contract price and the highest market price during the continuance of court
- 36. An offer to perform promise from one of several Joint Promises is:**
- A valid offer
 - An invalid offer
 - Breach of contract
 - A conditional offer
- 37. Which of the following was subsequently repealed from the contract act?**
- Sections 76 to 123
 - Sections 124 to 147
 - Sections 148 to 181
 - Sections 182 to 238
- 38. Which of the following condition is considered to be a compulsion for a contract?**
- Only an offer
 - Only an acceptance
 - Offer and acceptance
 - Offer, acceptance and documentation
- 39. All of the following are powers of the Securities and Exchange Commission to control Non Banking Finance Companies (NBFC), EXCEPT:**
- To incorporate the NBFC
 - To follow board of directors
 - To require to furnish information
 - To order special audit
- 40. If you request your friend to buy a book for you, which contract is it?**
- Contract of guarantee
 - Contract of agency

- Contract of bailment
 - There is no contract
41. Bilal, as per directions of Ahmed sold goods over which Ahmed had no rights to sell, but Bilal was not aware of this. Afterwards, Rashid, the true owner of the goods, sued Bilal and recovered the amount from him. Which of the following is true?
- Ahmed is liable to Bilal
 - Bilal is liable to Rashid
 - Rashid is liable to Ahmed
 - Ahmed is not liable to anyone
42. Which of the following is NOT a phase in formation of a company?
- Inauguration phase
 - Promotion phase
 - Registration phase
 - Commencement of business
43. In the absence of any express provisions in Law of Negotiable Instruments, which law is applicable?
- Contract act
 - Contract of sales
 - Contract of agency
 - Contract of guarantee
44. In which of the following cases promisee CAN NOT terminate the contract?
- When there is attempted performance
 - When offer of performance is unconditional
 - When offer is made at proper place
 - When offer is to perform one of several Joint Promises
45. All of the following must be included in a contract of sale, EXCEPT:
- Time of delivery of goods
 - Place of delivery of goods
 - Acceptance of delivery
 - Advance payment of price
46. When a supplier is unable to deliver the goods on due date due to strike in his factory, according to Section 56 of contract act, the agreement
- Becomes void
 - Is discharged
 - Is not discharged
 - Is voidable
47. If two parties choose to enter into contracts with knowledge of the commercial usage governing them, who will decide the terms of contract?
- Court
 - Contract act
 - The two parties
 - The two parties along with court

48. If two parties choose to enter into contracts with knowledge of the commercial usage governing them, who will decide the terms of contract?

- Court
- **Contract act**
- The two parties
- The two parties along with court

49. Fraudulent misrepresentation as to contents of documents makes the contract _____.

- Void
- **Voidable**
- Illegal
- Enforceable

50. According to section 30 of contract act, wagering agreements are:

- Void
- Valid
- **Unenforceable**
- Voidable

51. According to section 30 of contract act, wagering agreements are:

- Void
- Valid
- **Unenforceable**
- Voidable

52. Competent parties to a valid contract are defined in which section of contract act?

- Section 10
- Section 11
- Section 12
- Section 13

53. All of the following are true about Articles of Association, except:

- **It is subordinate to memorandum of association**
- It is a doctrine of indoor management.
- An alteration in it can be made through a special resolution by the company
- It rises the contracts between the company and the out side world

54. The definition of contract is provided by which section of Contract Act?

- Section 1(d)
- Section 1(h)
- Section 2(d)
- **Section 2(h)**

55. Mere attempt to deceive the other party is _____.

- Fraud
- Misrepresentation
- **Not fraud if other party is not deceived**
- Coercion

56. A person who promises to compensate the loss in a contract of indemnity is called:

- Indemnifier
- Indemnified
- Indemnity holder
- Indemnity owner

57. All agreements are contracts if they fulfill the requirements as contained in _____ of the Contract Act, 1872.

- Section 9
- Section 10
- Section 11
- Section 12

MGT611 Business & Labor Law Solved Final Term Papers For Final Term Exam Preparation

Question No: 1 (Marks: 1) - Please choose one

Which one of the following is the process of focusing on the stimuli that are important, large and intense?

- ▶ Retrieve information
- ▶ Positive reinforcement
- ▶ **Overt perception**
- ▶ Perceptual selection

Question No: 2 (Marks: 1) - Please choose one

All are the characteristics of the group EXCEPT:

- ▶ Share common goals
- ▶ **One sided interaction**
- ▶ Belonging to the group
- ▶ Define themselves as members

Question No: 3 (Marks: 1) - Please choose one

People of a religious sect, neighborhood, same caste and same profession are members of:

- ▶ **In group**
- ▶ Out group
- ▶ Emergent group
- ▶ Secondary group

Question No: 4 (Marks: 1) - Please choose one

A good contributor to positive attitudes is:

- ▶ Pessimism
- ▶ **Optimism**
- ▶ Being a millionaire
- ▶ Low job satisfaction

Question No: 5 (Marks: 1) - Please choose one

According to the need theory of motivation, unsatisfied needs motivate us until they:

- ▶ **Become satisfied**
- ▶ Become frustrated
- ▶ Lead to working hard
- ▶ Lead to self-esteem

Question No: 6 (Marks: 1) - Please choose one

A major purpose of feedback is to tell a person:

- ▶ How well he or she communicates the true self
- ▶ **How well he or she has performed**
- ▶ The difference between right and wrong
- ▶ When it is time to enhance self-esteem

Question No: 7 (Marks: 1) - Please choose one

A person who develops a strong work ethic will automatically:

- ▶ **Be strongly motivated**
- ▶ Be qualified for a supervisory position
- ▶ Behave in a highly ethical manner
- ▶ Develop a learning-goal orientation

Question No: 8 (Marks: 1) - Please choose one

People most likely to be creative when they are motivated primarily by the:

- ▶ Potential financial reward for being creative
- ▶ Satisfaction and challenge of the work itself

- ▶ **Fear of job loss for not being creative**
- ▶ Opportunity to obtain creative idea

Question No: 9 (Marks: 1) - Please choose one

Intrinsic motivation contributes to creativity because it:

- ▶ **Satisfies the need for recognition and other awards**
- ▶ Helps the problem-solver conform to the right way of thinking
- ▶ Provides the facts needed for creativity
- ▶ Enables the problem-solver to streamline the task

Question No: 10 (Marks: 1) - Please choose one

All of the following are examples of self defeating behaviors EXCEPT:

- ▶ Fear of intimacy
- ▶ Fear of rejection
- ▶ Losing temper
- ▶ **Proactive**

Question No: 11 (Marks: 1) - Please choose one

A person can get benefit from criticism to overcome self defeating attitude by:

- ▶ **See yourself at a distance**
- ▶ Ask for clarification and specifics
- ▶ Decide on a response
- ▶ All of the given options

Question No: 12 (Marks: 1) - Please choose one

Unwanted behaviors between males and females at workplaces defined as:

- ▶ **Gender-based harassment**
- ▶ Gender discrimination
- ▶ Gender bias
- ▶ Harassment

Question No: 13 (Marks: 1) - Please choose one

Conflict at work place and family can reduce through all of the following EXCEPT:

- ▶ Flexible work schedules
- ▶ Dependent-care programs
- ▶ Compassionate attitudes toward individual needs
- ▶ **Conservative attitude**

Question No: 14 (Marks: 1) - Please choose one

When working to achieve a win-win solution to a conflict, it is most effective to use:

- ▶ Competition
- ▶ Confrontation and problem solving
- ▶ **Compromise**
- ▶ Forcing

Question No: 15 (Marks: 1) - Please choose one

The most recommended way of resolving conflict is _____ and problem-solving.

- ▶ Confrontation
- ▶ Competition
- ▶ Forcing
- ▶ **Compromise**

Question No: 16 (Marks: 1) - Please choose one

All of the following are barriers to effective communication EXCEPT:

- ▶ **Feedback**
- ▶ One-way communication
- ▶ Different interpretation of words
- ▶ Mixed signal from sender

Question No: 17 (Marks: 1) - Please choose one

All of the following are suggestions for improving your listening skills EXCEPT:

- ▶ sympathize with the speaker
- ▶ **empathize with the speaker**
- ▶ Maintain eye contact with the speaker
- ▶ Paraphrase the speaker

Question No: 18 (Marks: 1) - Please choose one

The flow of information with people on the same level in an organizational hierarchy called:

- ▶ Vertical communication
- ▶ **Horizontal communication**
- ▶ Grapevine communication
- ▶ Network communication

Question No: 19 (Marks: 1) - Please choose one

Ahmad communicates clearly and convincingly disarms conflicts to builds strong personal bonds.

Ahmad is very good in:

- ▶ Musical intelligence
- ▶ Choosing easy projects to avoid conflict
- ▶ Delegating
- ▶ **Relationship management**

Question No: 20 (Marks: 1) - Please choose one

A manager who shows consistency between his or her words and actions develops a reputation for:

- ▶ Self-confidence
- ▶ Walk the talk
- ▶ **Emotional intelligence**
- ▶ High energy

Question No: 21 (Marks: 1) - Please choose one

A typical act of a servant leader should be to:

- ▶ Work for a salary no higher than that of group members
- ▶ Expect group members to act like his or her personal servant
- ▶ **Ask group members what they want to achieve**
- ▶ Volunteer to do custodial work for the department

Question No: 22 (Marks: 1) - Please choose one

The number of hours of vacation the members of a cultural group think is reflected in:

- ▶ **Work orientation versus leisure orientation**
- ▶ High context versus low-context culture
- ▶ Formality versus informality
- ▶ Urgent time orientation versus casual time orientation

Question No: 23 (Marks: 1) - Please choose one

Religious diversity is most likely to affect workplace behavior because religious practices sometimes influence:

- ▶ Which hours and days people are willing to work
- ▶ Which gender a person is willing to work with
- ▶ Whether or not a person will accept a salary increase
- ▶ **Whether employees demand a place of worship on company premises**

Question No: 24 (Marks: 1) - Please choose one

Assume that you want to start a good working relationship with a person from a high-context culture, which of the following would be an effective strategy?

- ▶ Use nonverbal communication channels and body language extensively to communicate
- ▶ **Provide written communication so that your proposal is formally presented**
- ▶ Don't be concerned about building a relationship
- ▶ Be very conscious of time, rush to get started

Question No: 25 (Marks: 1) - Please choose one

A person with a strong work ethics:

- ▶ **Has a firm belief in the dignity and value of work**
- ▶ Will generally be willing to work for low wages
- ▶ Is more ethical on the job than at home
- ▶ Prefers being ethical to working hard

Question No: 26 (Marks: 1) - Please choose one

A performance standard is a statement of what:

- ▶ You hope to accomplish on the job
- ▶ **Constitutes acceptable performance**
- ▶ You must do to get a raise
- ▶ The worker must do to retain a job

Question No: 27 (Marks: 1) - Please choose one

A surgical nurse brings her complaint directly to the top administrator of the hospital. She is, therefore, violating the tactic called:

- ▶ Learn from your boss's mistakes
- ▶ Stay in touch

- ▶ Recognize that your boss has problems too
- ▶ **Avoid bypassing your manager**

Question No: 28 (Marks: 1) - Please choose one

Which of the following is suggested way of being a team player?

- ▶ Maintain honest and open relationships
- ▶ Follow the golden rule
- ▶ Make other people feel important
- ▶ **The entire above are suggested ways**

Question No: 29 (Marks: 1) - Please choose one

An employee who wants to be a good team player should:

- ▶ Avoid giving information and opinions to others
- ▶ Avoid asking for favors from other team members
- ▶ Keep jokes to himself or herself
- ▶ **Provide emotional support to group members**

Question No: 30 (Marks: 1) - Please choose one

All of the following are behaviors and skills of effective leaders EXCEPT:

- ▶ Practicing strong ethics
- ▶ **Setting medium expectations for employees**
- ▶ Developing partnerships with people
- ▶ Asking the right questions

Question No: 31 (Marks: 1) - Please choose one

The experience of feeling competent to cope with the basic challenges in life and being worthy of happiness is known as:

- ▶ **Self-esteem**
- ▶ Arrogance
- ▶ Wishful thinking
- ▶ Self efficacy

Question No: 32 (Marks: 1) - Please choose one

Self-respect is another component of self-esteem. This refers to how you think and feel about yourself. A person with high self-esteem would also have high self-respect and could be expected to exhibit which of the following behaviors?

- ▶ **Become highly self absorbed with personal matters**
- ▶ Focus on the needs of others
- ▶ Stay in relationships where they are mentally or physically abused
- ▶ Beg others for things that could be obtained from their own efforts

Question No: 33 (Marks: 1) - Please choose one

We know that the communication cycle completes only when the _____ step has been taken.

- ▶ **Action**
- ▶ Decoding
- ▶ Ideation
- ▶ Encoding

Question No: 34 (Marks: 1) - Please choose one

While setting a goal, a person with high self-efficacy is likely to:

- ▶ Avoid goal setting
- ▶ Set very low goals
- ▶ **Think that more goals are realistic**
- ▶ Think that fewer goals are realistic

Question No: 35 (Marks: 1) - Please choose one

Robina has the ability to find relevant information, to find connections between the old and the new to see the “big picture.” Robina has:

- ▶ Problems
- ▶ A strong personality
- ▶ **Insight**
- ▶ A lack of concern for details

Question No: 36 (Marks: 1) - Please choose one

A person is communicating about himself or herself in public, he/she is showing:

- ▶ Self-concept
- ▶ Perceived self
- ▶ Private self
- ▶ **Projected self**

Question No: 37 (Marks: 1) - Please choose one

Which type of personality is commonly associated with stress?

- ▶ Type A
- ▶ **Type B**
- ▶ Inner directed
- ▶ Traditional

Question No: 38 (Marks: 1) - Please choose one

Ali was working in a technical department; his manager transferred him to purchase department on better package for enhancing profitability of the organization due to his hard work. It shows what kind of situation?

- ▶ Lose-lose
- ▶ **Win-win**
- ▶ Lose-win
- ▶ Win-lose

Question No: 39 (Marks: 1) - Please choose one

Ali, supervisor of assembly line, receives an order from the production manager. This is an example of:

- ▶ Informal communication
- ▶ **Downward communication**
- ▶ Lateral communication
- ▶ Circular communication

Question No: 40 (Marks: 1) - Please choose one

Bouncing back from setbacks and embarrassment is often referred as:

- ▶ **Resilience**
- ▶ Jumping
- ▶ Helping
- ▶ Driving

Question No: 41 (Marks: 5)

Discuss in detail any two barriers to communication.

The two types of Barriers to communication are as following.

1. Different Interpretation of Words:

Some times the receiver make interpretation in speaking so if the receiver makes another interpretation of a key word than intended, the message may not get by the receiver.

2. Creditability of the Sender and Mixed Signals:

The more the sender of the message the greater the probability that the message will get through clearly. A disconnect can also occur from mixed signals. Sending different messages about the same topic to different audience. A mixed signal also refers to sending one message to a person about desired behavior, yet behaving in another way yourself.

Question No: 42 (Marks: 5)

How your self perception emerges out of your relations with others like your family and friends? Discuss with two examples. (2.5+2.5)

Perception is the way of explaining things. We should realize the importance of acceptance of varied perceptions in improving cross cultural relations. It does not mean that we try to change the perceptions of others rather we should develop the skill of accepting their perceptions.

Self perception

One of those tools is self perception. It is probably the most important psychological factor. Self perception is the picture you hold about your self. Feel that you are good, strong and best but this self perception should be realistic as this is very important that how this picture does comes to your head? How it emerges out of your relations with other people, your family members, your friends etc. When you perform well they appreciate you and gives you feed back that you perform excellently. It gives you a picture of yourself which you attain by interacting with others.

Self perception is very important because it is an important tool in your hand to act according to the expectations of the others. Self perception in a way gives your confidence e.g. a boy was working in technical department the management found out he is an excellent and honest worker in the technical department they send him to the purchase department for the financial benefits of the organization. His honest brought him from one department to another department so it shows that there is a good match between quality of a person and need of the situation. On account of that there was a win-win situation “the person earned more money and the organization benefited more from him and his honesty”. The picture of yours as an honest person and being acknowledged as an honest person is the self perception of that individual. Organizations value those individuals. Self perception is an important tool of an individual to do few things.

1) Aisha is in search of a good job, for this purpose she is calling to the prospective employer unsolicited phone calls which is recognized as _____.

A. Telesearch

B. E-mail campaign

C. Database service

D. None of the given options

2) When delivering bad news to a customer, which of the following should you do?

A. Apologize to the customer at least three times

B. Speak in a serious and straightforward manner as rapidly as possible

C. Focus on talking about solving the problem

D. Establish immediately where the fault for the problem lies

3) Which of the following is one of the tips on establishing a bond with your customer?

A. Provide service that is at least average or above

B. Give them the pickle

C. Show care and concern

D. Avoid ever allowing another customer to see how you treat the special customer you have bonded with

4) Applying for a job is usually _____.

A. Stressful

B. Fun

C. A straightforward, step-by-step standardized procedure

D. Easy

5) Which of the following is not a good tip for preparing for an interview?

A. Do your homework

B. Practice

C. Arrive on time

D. None of the above

6) Which one among the following is not a barrier to cross cultural relations?

A. Ethnocentrism

B. Intergroup Rather than Interpersonal Relationships

C. Stereotypes in Intergroup Relations

D. Applying Knowledge of Cultural Differences

7) Which of the following is not a characteristic of a good resume?

A. Easy-to-read

B. Well-organized

C. Hand-written

D. Accurate

8) To succeed in your career, you should not _____.

A. Continue to learn new things

B. Accept challenges

C. Become a workaholic

D. Change jobs when necessary

9) Ahmad use essential strategy for cultivating his peers, to function as a

A. Team player

B. Moderator

C. Managers

D. Interpreter

10) The most important reason employees resist change is _____.

A. Change brings stress and discomfort

B. The change is often not presented as a choice

C. The change will require them modify or completely abandon their daily routines

1. Select one which is not concern of managers in an organization.

Physical resources

Financial resources

Human resources

Social resources

2. Which one of the following in not an aspect of persons self:

Private self

Projected self

Perceived self

Achieved self

3. The person is not interested in the affairs of an organization and is just doing his job, this situation show the state of _____.

Apathy

Empathy

Stress

None of the given options

4. _____ is an example of social group the individuals have same characteristics in it.

Peer group

Family

School

Office

5. A personality is characterized as slow moving, less hardworking, less time conscious, patient and care free with work is known as _____ personality.

Type A

Type B

A and B

None of the given options

6. _____ is something good that out of the pressure or stress the person is able to perform better.

Positive stress

U stress

Negative stress

A and B of the given options

7. The disconnects between personality and the expectations of organization results in _____.

Stress

Dissonance

Emotional disturbance

Cognition

8. You develop _____ through your experiences, circumstances and action.

Perception

Image

Confidence

Respect

9. A group/team is “two or more people interacting to achieve an objective”. This definition has three major components point out those:

Objective, Interaction, Projective

Subjective, objective, interaction

Projective, Interaction, subjective

None of the given options

10. Which one of the following is not the social role in a group?

Group observer

Encourager

Follower

Blocker

1. _____ approach focuses on the way people think about an entity or object related change.

A. **Cognitive**

B. Social

C. Behavioral

D. All of the given options

2. _____ presented the need theory of motivation.

A. Weber

B. **Maslow**

C. Karl Marx

D. Durkhiem

3. _____ creativity involves improving an existing system.

A. Unusual

B. Innovative

C. **Adaptive**

D. Unique

4. Group members enter their suggestions into a computer at once; to build each other’s ideas through _____.

A. Brain writing

B. Brainstorming

C. Creativity

D. **Electronic brainstorming**

5. A tendency to act in a way that one’s behavior works against his/her own interests called _____ attitude.

A. **Self-defeating**

B. Abnormal

- C. Emotional
D. Self-praising
- 6. Those people, who have uncontrollable and recurring thoughts or behavior relating to an unreasonable fear, feel _____ disorder.**
- A. Attention deficit
B. Obsessive- compulsive
C. Seasonal Affective
D. Neuro-biology
- 7. The more reliable and consistent nonverbal signals are:**
- A. Hand Gestures
B. Posture
C. Facial Expression and Eye Contact
D. None of the given options
- 8. _____ is the act of understanding message.**
- A. Encoding
B. Communication media
C. Channel
D. Decoding
- 9. Nonverbal communications are _____.**
- A. Neither spoken nor written
B. Only written
C. Only spoken
D. Telecommuting
- 10. In the organizational hierarchy, the flow of information with people on the similar levels called _____ communication.**
- A. Vertical
B. Horizontal
C. Grapevine
D. Network
- 1) _____ plays the role of change agents responsible for effectively bringing about changes or transformations in the existing system and its members.**
- A. Leaders
B. Managers
C. Supervisors
D. Mentors
- 2) Nelson Mandela is an example of _____ theory of leadership.**
- A. Big man
B. Contingency
C. Trait
D. None of the given options
- 3) Globalization and cross-cultural diversity opens up opportunities for _____.**
- A. Development
B. Managers
C. Workers
D. Business
- 4) Which one among the following is not a barrier to cross cultural relations?**
- A. Ethnocentrism
B. Intergroup Rather than Interpersonal Relationships
C. Stereotypes in Intergroup Relations
D. Applying Knowledge of Cultural Differences
- 5) Civil (Citizenship) behavior in the workplace has become a noticeable characteristic because _____.**
- A. The only workers known for consistently behaving civilly are sales people
B. Behaving in crude, rude, and obnoxious ways has become a national problem
C. It demonstrates how intelligent you are

D. All of the above

The difference between intended and _____ meanings is called misunderstanding.

Select correct option:

Pure

Dictionary

Superficial

Perceived

According to which technique, you mentally convert negative aspects into positive ones by looking for positive elements in a situation?

Select correct option:

Cognitive restructuring

Optimistic approach

Grievance Procedure

Negotia

A key characteristic of self-disciplined people is that they:

Select correct option:

Impose punishment and suffering on themselves

Resist against goals set by management

Find very little joy in working

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Which one of the following is a disposition to approach an idea, event, person, or an object?

Select correct option:

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Behavior

Perception

Ethics

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Negative stress

Distress

Chronic Stress

A person is communicating about himself or herself is in public, he is showing:

Select correct option:

Self-concept Self-

knowledge Private

self Projected self

Hamna is fast moving, hardworking, impatient and preoccupied with work, she has:

Select correct option:

Type A personality

Traditional personality

Type B personality

Other directed personality

"Sweet Pisces": Waleed knows his leadership qualities and the strengths and weaknesses. He is more likely to accomplish his assigned task that shows his self:

Select correct option:

Love
Esteem
Awareness
Perception

For effective decision making, emotional intelligence:

Select correct option:

Concentrate on increasing your creative output
Takes the feelings out of decision making
Allows you to eject your anger freely
Helps you regulate your emotions to make a good decision

Which one of the following influences the behavior of individuals?

Select correct option:

Personality
Emotions
Attitude
Consciousness

Which one of the following is NOT the characteristic of a secondary group?

Select correct option:

Lifelong relationships
Large in size
Particular interest
Impersonal relations

The first step in problem solving is:

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Attitudes and behaviors
Approach
Actions
Activities

"Sweet Pisces": Ali has the ability of good human relations skills EXCEPT:

Select correct option:

See things from the other person's viewpoint
Be resentful of others
Instigate to build and maintains relationships
Understand the expectations of others

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Perception

Reasoning

Emotion

Which of the following is the act of understanding message?

Select correct option:

Encoding

Decoding

Communication media

Channel

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Question # 4 of 15 (Start time: 08:41:47 PM) Total Marks: 1

_____ between the personality and expectations of the organization, results into some sort of stress.

Select correct option:

Divergence

Dissonance

Connect

Conflict

Which one of the following helps to build up attitude?

Select correct option:

Reward

Punishment

Reward and punishment

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Which kind of values influences decision making at every step?

Select correct option:

Personal

Social
Personal and social
Collective and personal

Feelings of helpless and negative thinking are examples of _____ attitude.
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Distortion of information
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Improper timing

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Select correct option:

Between two people

Between groups

Within a group

All of the given options

Which one of the following is a sum total of habits, traits and characteristics of an individual?

Crowd Sub-

group

Personality

Attitude

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Select correct option:

Negative thinking

Disorganization

Poor Planning

Losing temper

Person and professional problems can solve through which of the following positive attitude?

Select correct option:

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Expect success rather than fear failure

You learn from error and defeat

All of the given options

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Neurobiological Disorders

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A vertical thinker looks for one best solution to a problem. In contrast, a(n) _____ seeks to find many possible solutions to a problem.

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Intellectual

Emotionally intelligent person

Scholar

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thanks

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Reward and punishment PG - 16

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Flexible person

A vertical thinker looks for one best solution to a problem. In contrast, a(n) _____ seeks to find many possible solutions to a problem.

Select correct option:

Lateral thinker this i find new so its ref is on PG.25

Intellectual

Emotionally intelligent person

Scholar

Question No: 1 (Marks: 1) - Please choose one

Which of the following statement is misperception about conflict?

► Conflict levels are segregated into multiple situations

- ▶ Delaying the conflicts may leads to destructive behavior
- ▶ Conflicts are only created to gain benefits
- ▶ **Conflict not always leads to an anger**

Question No: 2 (Marks: 1) - Please choose one

Which of the following does not restrict innovations?

- ▶ **Proficiency lack**
- ▶ Efficient outcomes
- ▶ Limited resources
- ▶ Ongoing systems

Question No: 3 (Marks: 1) - Please choose one

Application of ADR is promoted in which of the following type of culture?

- ▶ Collectivist
- ▶ **Communist**
- ▶ Monopolistic
- ▶ Individualistic

Question No: 4 (Marks: 1) - Please choose one

Customer remained dissatisfied with the shopkeeper's demonstration about the product, it leads to which of the following?

- ▶ Dispute
- ▶ **Collision**
- ▶ Distortion
- ▶ Confusion

Question No: 5 (Marks: 1) - Please choose one

Which of the following is NOT an important tip for a driver to survive in a Fender-Bender?

- ▶ Exchange information
- ▶ Keep calm
- ▶ Call the police
- ▶ **Start a row**

Question No: 6 (Marks: 1) - Please choose one

All of the following are dimensions of issue perspective of conflict EXCEPT:

- ▶ Joint Vs Individual
- ▶ Process Vs Outcome
- ▶ **Tangible Vs Intangible**
- ▶ Narrow Vs Broad focus

Question No: 7 (Marks: 1) - Please choose one

A conflict which is purely internal and does not involve any other person, is:

- ▶ Interpersonal conflict
- ▶ **Intrapersonal conflict**
- ▶ Interpretive conflict
- ▶ Not a conflict

Question No: 8 (Marks: 1) - Please choose one

Which of the following is an internal urge to give good performance and which forces for creativity & innovation?

- ▶ Reinforcement
- ▶ Determination
- ▶ Confidence
- ▶ **Motivation**

Question No: 9 (Marks: 1) - Please choose one

While identifying interpersonal conflicts, it is necessary to indicate:

- ▶ The interests of all involved parties
- ▶ The disputants of a particular conflict
- ▶ The divergent goals of all disputants
- ▶ **All of the given options**

Question No: 10 (Marks: 1) - Please choose one

Many conflicting situations may have more than one:

- ▶ Activity conflict
- ▶ **Interpersonal conflict**
- ▶ Intrapersonal conflict
- ▶ Agency conflict

Question No: 11 (Marks: 1) - Please choose one

Why it is important to focus on resources in order to diagnose a conflict?

- ▶ Helpful in finding other sources of conflict
- ▶ Identify underlying reasons of conflict
- ▶ Identify best available option
- ▶ **All of the given options**

Question No: 12 (Marks: 1) - Please choose one

The conflict which arises over personal beliefs and deeply held morals & ethics is termed as:

- ▶ Differences in orientation
- ▶ Conflict over facts
- ▶ **Conflicts over deeply held values**
- ▶ Threats to self-concept and world view

Question No: 13 (Marks: 1) - Please choose one

Which of the following truly explains the situation in which the disputants are not focusing the real facts and figures of conflict?

- ▶ Dislodged conflict
- ▶ Misplaced conflict
- ▶ **misaligned conflict**
- ▶ Misattributed conflict

Question No: 14 (Marks: 1) - Please choose one

Conflict can be taken as a challenge and could be transformed into a/an:

- ▶ Threat
- ▶ System
- ▶ **Opportunity**
- ▶ Weakness

Question No: 15 (Marks: 1) - Please choose one

You are a negotiator of party 'A' and negotiator of party 'B' is exchanging the ideas about his party's principles, values and preferences. You are analyzing the:

- ▶ Constituents & stake holder's interests
- ▶ Other disputant's interests
- ▶ **Disputant's interests**
- ▶ Own interests

Question No: 16 (Marks: 1) - Please choose one

All of the following are advantages of understanding the other disputant's interests, EXCEPT:

- ▶ Disputant is restricted with his own ideas
- ▶ Craft proposals that are acceptable to others
- ▶ **Avoidance of positional bargaining**
- ▶ Limit later sabotage that may arouse

Question No: 17 (Marks: 1) - Please choose one

According to Abraham Maslow, the most basic needs are:

- ▶ Safety needs
- ▶ Security needs
- ▶ **Physiological needs**
- ▶ Psychological needs

Question No: 18 (Marks: 1) - Please choose one

The stances of disputants in an interpersonal conflict are known as:

- ▶ Position
- ▶ Interests
- ▶ **Bargaining**
- ▶ Negotiation

Question No: 19 (Marks: 1) - Please choose one

According to the Deutsch's theory which of the following is that cooperation begets?

- ▶ Exacerbation
- ▶ **Competition**
- ▶ Cooperation
- ▶ Escalation

Question No: 20 (Marks: 1) - Please choose one

Who said, "If thou are a master, be some time blind; if a servant, sometimes deaf"?

- ▶ Robert Gaits
- ▶ Robert Frost
- ▶ **Thomas Fuller**
- ▶ Thomas Millar

Question No: 21 (Marks: 1) - Please choose one

Which of the following negotiation style causes loss of both opportunities and benefits?

- ▶ **Accommodating style**
- ▶ Compromising style
- ▶ Dominating style
- ▶ Avoiding style

Question No: 22 (Marks: 1) - Please choose one

Which of the following is relevant to the misperception about conflict management?

- ▶ **Increases the possibility to impair a positive resolution**
- ▶ Reduces the alternative ways to handle conflict
- ▶ It always leads to become more vicious
- ▶ All of the given options

Question No: 23 (Marks: 1) - Please choose one

Which of the following is a clear picture of Individualistic culture?

- ▶ It provides more opportunities to promote an individual
- ▶ Its preferences and structures tend to be invisible to inhabitants
- ▶ It provides more opportunities to handle a conflict in a better way
- ▶ **All of the given options**

Question No: 24 (Marks: 1) - Please choose one

A social conflict as compared to the corporate conflicts can be considered as:

- ▶ Low risky
- ▶ **More risky**
- ▶ Risk free
- ▶ None of the given options

Question No: 25 (Marks: 1) - Please choose one

Conflict is largely considered as:

- ▶ Global phenomenon
- ▶ **Perceived phenomenon**
- ▶ Destructive phenomenon
- ▶ Constructive phenomenon

Question No: 26 (Marks: 1) - Please choose one

Theory of Social Ecology includes which of the following important institutions for operation of all human beings?

- ▶ Mass media
- ▶ Court systems
- ▶ School Organizations
- ▶ **All of the given institutions**

Question No: 27 (Marks: 1) - Please choose one

Which of the following outcomes of a conflict are being observed in the specific context of Pakistan?

- ▶ Opportunity for change
- ▶ Win-win situation
- ▶ **Competition**
- ▶ Positive

Question No: 28 (Marks: 1) - Please choose one

Which of the following is the purpose of adoption of ADR by “Efficiency Wing”?

- ▶ Divert cases to litigation
- ▶ Save time & money
- ▶ Elapse conflict for long time
- ▶ **Create win-win situation**

Question No: 29 (Marks: 1) - Please choose one

After receiving social stimuli, people assign meaning to what they have experienced, which is known as:

- ▶ Interpretation
- ▶ Perception
- ▶ **Reception**
- ▶ Stimulus

Question No: 30 (Marks: 1) - Please choose one

Which of the following type of justice refers to the fairness of the process?

- ▶ Distributive
- ▶ **Competitive**
- ▶ Procedural

► Substantive

MGT611 Quiz

1. The definition of agreement is provided by which section of Contract Act?

- Section 1(a)
- Section 1(d)
- **Section 2(e)**
- Section 2(h)

2. Which section of contract act defines that when the person to whom the proposal is made signifies his assent thereto, the proposal is said to be accepted?

- **Section 2(b)**
- Section 2(c)
- Section 2(d)
- Section 2(e)

3. Which of the following statements about a minor, who by misrepresenting his age borrows money, is true?

- He can be sued for fraud
- He can be sued for misrepresenting
- Liable to return money
- Not liable to return money

4. Which of the following is NOT true about Law?

- Law is to maintain rights
- Law upholds justice
- Law is used to redress wrongs
- **Law does not ensures public order**

5. Consideration must be moved at the desire of:

- Promisor
- Promisee
- A third party
- **Both promisor and promisee**

6. Unlawful detention of any property belonging to another with a view to obtain his consent amounts to:

- Coercion
- Fraud
- Misrepresentation
- Undue influence

7. Which section of Contract Act provides the test of soundness of mind to make a contract?

- **Section 12**
- Section 13
- Section 14
- Section 15

8. Which of the following is NOT an essential for a valid proposal?

- The terms of the offer must be definite and clear
- The offer must be capable of creating legal relationships
- The offer must be communicated to the other party
- **The offer must be in written form**

9. Which of the following condition is considered to be a compulsion for a contract?

- Only an offer
- Only an acceptance
- Offer and acceptance
- **Offer, acceptance and documentation**

10. All agreements are contracts if they fulfill the requirements as contained in _____ of the Contract Act, 1872.

- Section 9
- **Section 10**
- Section 11
- Section 12

11. A businessman availing a loan from the bank is actually entering into_____.

• **An agreement**

- A contract
- A relationship
- A promise

12. Which of the following is true about “ordinance”?

- The ordinance shall originate in the National Assembly
- The ordinance shall be presented to the senate
- **The President can promulgate an ordinance**
- A bill when passed by the parliament is called an ordinance

13. In Undue Influence, the consent is obtained by:

- Threat
- Fraud
- **Domination**
- Physical force

14. Which of the following is not a remedy for breach of contract?

- Suit for penalty
- Suit for specific performance
- **Suit upon quantum meruit**
- Suit for injunction

When both contracting parties have completely performed their obligations, the contract is called

_____.

• **Valid contract**

- Executed contract
- Executory contract
- Express contract

Competent parties to a valid contract are defined in which section of contract act?

- Section 10
- **Section 11**
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Which of the following is NOT a classification of jurisprudence?

- Analytical jurisprudence
- **Political jurisprudence**
- Historical jurisprudence
- Ethical jurisprudence

Which of the following is termed as science of civil law?

- **Jurisprudence**
- Court
- Business law
- Labour law

Which of the following was subsequently repealed from the contract act?

- **Sections 76 to 123**
- Sections 124 to 147
- Sections 148 to 181
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The Securities and Exchange Commission of Pakistan Act, 1997 extends to:

- Corporate sector
- Securities and Exchange Commission

- **Whole of Pakistan**
- Stock exchanges



Prepared by: Shahzad Sadiq
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Golden File

(MGT611)

Business & Labour Law

(Please correct me, if you find any mistake)

.....Highlighted in Red are not sure or unsolved.....



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A contract of guarantee comprises of how many agreements?

One
Two
Three
None of the given options

If a person holds out himself to be a partner of a firm, which of the following NOT stands true?

Person becomes personally liable
Person does not become personally liable (Not Sure)
Person is an agent by estoppel
Person permits others to be represented as a partner

A contract between creditor and principal debtor, in a contract of guarantee, is called _____.

Primary contract
Secondary contract
Tertiary contract
Contract of indemnity

Which of the following studies the basic principles of civil law?



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Analytical jurisprudence

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Sale of goods on cash is an example of _____.

Mutual and independent promises
Mutual and concurrent promises
Conditional and independent promises
None of the given options

A minor's agreement is always:

Void

Void ab initio
Voidable
Valid

In which of the following conditions, specific performance shall NOT be granted?

Where court can not supervise the performance

Where compensation in money is not adequate relief
Where it is difficult to calculate actual damage
Where compensation can not be obtained

Performance of reciprocal promises has been discussed in which part of the Contract Act, 1872?

Section 20 – 25
Section 31 – 37
Section 46 – 50



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Section 51 – 54

The money consideration for a sale of goods is known as:

Sale

Price

Value

Mortgage

Which of the following is the date at which a promissory note or bill of exchange falls due.

Grace period

Effective date

Maturity date

Payment date

A promise made without intention of performing it will result in:

Coercion

Innocent misrepresentation

Wrongful misrepresentation

Fraud

A contract which ceases to be enforceable by law becomes _____ contract.

Void

Unenforceable

Illegal

Executory



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When the performance of promise by one party depends on the prior performance of the promise by the other party, the promises are:

- Mutual and independent
- Mutual and dependent**
- Mutual and concurrent
- Dependent and concurrent

When a lender tells the borrower afterwards not to return money, the contract is

_____.

Discharged (Not Sure)

- Breached
- Performed
- Altered

Definition of contract of indemnity as given in Contract Act includes:

- Implied promise to indemnify
- Express promise to indemnify
- Cases where loss arises by events depending on conduct of promisee
- Cases where loss arises from conduct of promisor**

The Primary Contract in a contract of guarantee is:

- A contract between creditor and surety
- A contract between creditor and principal debtor**
- A contract between surety and principal debtor
- A contract between creditor, surety and principal debtor

Section 126 of Contract Act provides that a contract of guarantee _____.



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May be oral
May be written
May either be oral or written
Must be written

Mr. X takes a loan of Rs. 5000 from Mr. Y on Guarantee of Mr. Z. The contract between Mr. X and Mr. Y is the _____.

Contract of bailment
Principal contract (Primary Contract)
Secondary contract
Contract of indemnity

According to section 142 of Contract Act, a guarantee obtained by means of misrepresentation made by the creditor, concerning a material part of the transaction is _____.

Valid
Invalid
Indemnity
Secondary contract

A pledge can also be called as _____.

Bailment
Guarantee
Indemnity
Pawn

In which sections of Contract Act, 1872 the law relating to contract of agency is contained?



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ss12-75
ss76-123
ss124 181
ss182-238

An agent appointed to do all acts in connotation with a particular business identification is called _____.

Special agent
General agent
Universal agent
Mercantile agent

At the first annual general meeting of the company directors shall be elected in accordance with section 178 for a term of:

1 year
2 years
3 years
5 years

Which of the following is not true about dividends?

Dividends shall be paid out of profits of the year or any other undistributed profits.

The directors can not pay interim dividends to the members.

The directors may set aside a reserve out of the profits before recommending any dividend.

All dividends shall be declared and paid according to the amounts paid on the shares.

Which of the following is put into business by partners while formulating a partnership?



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Money
Property
Labour and skill
Any or all of given options

The Partnership Act, 1932 repealed which of the following?

Contract Act, 1872
Section 239-266 of the Contract Act, 1872
Section 72-144 of the Contract Act, 1872
Law of trust

Preparation of required documents of the company is done during which phase?

Inauguration phase
Promotion phase
Registration phase (Not Sure)
None of the given options

Which of the following is a legal document on the basis of which the company conducts its external affairs?

Memorandum of association
Article of association
Share certificate
Certificate of commencement of business

Memorandum of association of a new public company is required to be subscribed by how many persons?

At least one person



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Three persons

At least three persons

Seven persons

What should be last words in the name of the private limited company?

Limited

(Private) Limited

& company

Any of the given options

Which of the following is most probably a company limited by guarantee?

A multinational company

A commercial bank

A stock exchange

A local manufacturing concern

In which of the following situation, a company can not be wound up by the Court?

If the company is unable to pay its debts

If the company does not commence its business within a year from its incorporation

If the company suspends its business for a whole year

If the number of members of a private company is reduced to five (Not Sure)

Within how many days from the date of the making of the winding up order, a certified copy of the order shall be filed with the registrar?

7

10

15



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30

A committee of the Securities and Exchange Policy Board constituted under section 15 is termed as _____ in SECP Act, 1997.

Committee

Commission

Board

Clearing house

The Securities and Exchange Commission when exercising its powers under SECP Act, 1997, shall have regard to which of the following?

The quality and capability of the management of the company

The general public interest

The interest of potential public investors in the company

All of the given options

Which of the following is not a party in cheque?

Payee

Maker

Drawer

Drawee

If the endorser signs his name only, the endorsement is said to be:

Blank

Full

Special

Restrictive



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Within how many days from the receipt of the application to register a trade union, the registrar shall issue a registration certificate?

- 7 days
- 10 days
- 15 days**
- 30 days

According to Industrial Relations Ordinance, which establishment shall set up a Joint Works Council?

- Private limited company
- That has no shop steward
- Listed in stock exchange
- Having more than fifty employees**

What shall be the extent of workers' participation in Joint Works Council?

- 25%
- 40%**
- 50%
- 60%

Which shares are issued to the promoters or the underwriters of the company?

- Deferred shares**
- Cumulative preference shares
- Ordinary shares
- Equity shares

The Securities and Exchange Commission monitors the general financial condition of a Non Banking Finance Company and may order _____.



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To present annual report
To appoint internal auditor
To cease the business
For special audit

All of the following included in the procedure of examining any person by the Securities and Exchange Commission, EXCEPT:

Any person concerned with the case may be called by written notice
Such person shall be examined orally
Such person shall be examined in written
Any statement made by such person shall be prepared in writing

Who defines the roles and responsibilities of the Chairman and Chief Executive of a listed company?

Majority shareholders
Executive directors
The Board of Directors
Securities and Exchange Commission

Which of the following may not be included in the Directors Reports of listed companies?

The fact along with reasons that the company is considered to be a going concern
Significant deviations from last year in operating results of the company
Key operating and financial data of last six years in summarized form
The reason that the company has not declared dividend

An agent may draw an instrument on behalf of the principal subject to following conditions, except:

That the agent has been authorized by the principal to that effect



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That the principal is not a competent person to enter into a contract

That the agent acts in the name of the principal

That the agent has not exceeded his authority

According to Halsbury, which of the following is a relation that subsists between persons carrying on a business in common with a view of profit?

A proprietorship

A partnership

An enterprise

A company

As per Industrial Relations Ordinance, 2002, the determination by a Labour Court, Arbitrator or an Appellate Court of competent jurisdiction of any industrial dispute or any matter relating thereto is called:

Judgment

Award

Decision

Ruling

An award of the Labour Court, in case of strike and lockout, shall not be for a period:

Less than one year

More than one year

Less than two years

More than two years

Labour courts are established by whom?

Provincial Government



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Federal Government
High Court
Supreme Court

Which of the following is not a bench of National Industrial Relations Commission?

Single bench
Division bench
Half bench
Full bench

Promises which form the consideration for each other are called _____ promises.

Reciprocal
Dependent
Mutual
Independent

Committing, or threatening to commit, any act forbidden by Pakistan Penal Code is called _____.

Coercion
Fraud
Misrepresentation
Mistake

An investigation of the theory of legislation, precedent and custom is done by

Analytical jurisprudence
Historical jurisprudence
Ethical jurisprudence



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Political jurisprudence

Which of the following is NOT a type of damages?

Ordinary damages

Liquidated damages

Compound damages

Nominal damages

Under section 41 of contract act, when a promisee accepts performance from a third person, he afterwards:

Can enforce it against promisor

Can not enforce it against promisor

Can not enforce it against third person

Can enforce it against both promisor and third person

A study of the legal source of law is called _____.

Analytical jurisprudence

Historical jurisprudence

Ethical jurisprudence

Legal jurisprudence

A promise made without intention of performing it amounts to:

Coercion

Innocent misrepresentation

Wrongful misrepresentation

Fraud



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According to section 2 (b) of contract act, when a proposal is accepted, it becomes:

- An agreement
- A contract
- An offer
- A promise**

Mr. A borrows Rs. 1000 from Mr. B and keeps his watch as security for payment of debt. It is called _____.

- Bailment
- Pledge**
- Guarantee
- Indemnity

Which of the following is an essential of a contract of Guarantee?

- Consideration of a contract
- Avoidance of misrepresentation
- Can be oral or written
- All of the given options**

A painter contracts to paint a picture for his customer for Rs. 1000. Who can perform the contract?

- The painter himself**
- Assistant of painter who is also a painter
- A student of painter who is learning painting
- Painter or his assistant only

Coercion is committing, or threatening to commit, any act forbidden by



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Pakistan Penal Code

Criminal Procedure Code
Contract act
Civil Law

In absence of any contrary intention in a joint promise, all joint promisors must perform the promise _____.

Jointly

Severally
Jointly or severally
Jointly and severally

A contract is Voidable if it is:

Enforceable by law at the option of aggrieved party

Not enforceable at all
Enforceable if certain conditions are satisfied
Enforceable by both parties

The starting point in the formation of a contract is:

A proposal

An agreement

An obligation
A legal relationship

Consent caused by a Fraud makes a contract:

Void

Voidable

Unenforceable
Invalid



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“Consideration” is an action which:

Is done in the Past

Is in progress at Present

Will supposed to be occur in Future

May occur in all the above situations (Not Sure)

Contract of indemnity is a:

Wagering contract

Quasi contract (Not Sure)

Contingent contract

Void contract

The consideration in a contract must be:

Of adequate value to promise

Enforced by courts of law

Of high worth to promise

Accepted by parties on free consent (Not Sure)

Which of the following is not a party to a contract of guarantee?

Surety

Creditor

Indemnifier

Debtor

When a supplier is unable to deliver the goods on due date due to strike in his factory, according to Section 56 of contract act, the agreement:



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Becomes void
Is discharged
Is not discharged
Is voidable

Which of the following is NOT an element of bailment?

Contract
Specific purpose
Delivery of goods
Change of ownership

Which of the following is not a contract of indemnity?

Insurance of car
Insurance of workers' compensation
Insurance of property
Insurance of life

In which section of Contract Act, the definition of proposal is provided?

Section 1(e)
Section 1(f)
Section 2(a)
Section 2(d)

The Section 2(g) of contract act defines that an agreement not enforceable by law is said to be:

Valid agreement
Void agreement
Voidable agreement
Illegal agreement



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In case of Undue Influence, the burden of proof lies upon _____.

Dominating party

- Influenced party
- Both parties
- The court

The evolution of law over a period of time is studied as _____.

Historical jurisprudence

- Ethical jurisprudence
- Legal history
- Analytical jurisprudence

Which of the following is NOT an essential for a valid proposal?

- The terms of the offer must be definite and clear
- The offer must be capable of creating legal relationships
- The offer must be communicated to the other party

The offer must be in written form

The definition of contract is provided by which section of Contract Act?

- Section 1(d)
- Section 1(h)
- Section 2(d)
- Section 2(h)**

According to section 26 of contract act, every agreement 'in restraint of the marriage' of a minor is _____.



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Valid

Void
Not valid
Voidable

Consideration must move from:

Promisor

Promisee
A third party
Promisee or any other person

The court may grant rescission when _____.

Contract is void
Contract is voidable
Contract is illegal

Contract is unenforceable (Not Sure)

Mr. A contracted to deliver 4900 kg of wheat to Mr. B. But Mr. A delivered 4925 kg. It is _____.

A Valid tender (Not Sure)

Not a valid tender
An invalid performance
Breach of contract

Which of the following damages includes indirect loss also that may arise due to breach of contract?

Ordinary damages
Special damages
Liquidated damages



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Nominal damages

What will happen if a future event, about which a contingent contract has been made, becomes impossible?

The contract remains valid

The contract becomes voidable

The contract becomes void

One party can sue the other in court

When an executory contract is completely performed, it becomes:

Valid contract

Void contract

Executed contract

Legal contract

In which of the following conditions, the contract is voidable?

If one party is minor

In absence of free consent

If it is not enforceable at all

If it cannot become void under any condition (Not Sure)

Enforceability of a contingent contract is described in which section of contract act?

Section 31

Section 32

Section 33

Section 34



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Each party to a contract is both promisor and promisee in case of _____.

Present consideration
Reciprocal promises
Valid contract
Past consideration

Mr. A contracts to pay Mr. C Rs. 10000 if Mr. C's house is burnt. Which type of contract is it?

Absolute contract
Bilateral contract
Quasi contract
Contingent contract

When a contract is fulfilled successfully, it leads to the _____ of the contract.

Remission
Alteration
Discharge
Performance

In case of breach of contract, measure of damages is the difference between:

Contract price and price fixed by court (Not Sure)

Contract price and market price on the date of breach
Contract price and expected selling price
Contract price and the highest market price during the continuance of court

An offer to perform promise from one of several Joint Promises is:

A valid offer



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An invalid offer
Breach of contract
A conditional offer

If you request your friend to buy a book for you, which contract is it?

Contract of guarantee
Contract of agency
Contract of bailment
There is no contract

Bilal, as per directions of Ahmed sold goods over which Ahmed had no rights to sell, but Bilal was not aware of this. Afterwards, Rashid, the true owner of the goods, sued Bilal and recovered the amount from him. Which of the following is true?

Ahmed is liable to Bilal
Bilal is liable to Rashid
Rashid is liable to Ahmed
Ahmed is not liable to anyone

Which of the following is NOT a phase in formation of a company?

Inauguration phase
Promotion phase
Registration phase
Commencement of business

In the absence of any express provisions in Law of Negotiable Instruments, which law is applicable?

Contract act
Contract of sales



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Contract of agency
Contract of guarantee

All of the following must be included in a contract of sale, EXCEPT:

Time of delivery of goods
Place of delivery of goods
Acceptance of delivery
Advance payment of price

Fraudulent misrepresentation as to contents of documents makes the contract
_____.

Void
Voidable
Illegal
Enforceable

According to section 30 of contract act, wagering agreements are:

Void
Valid
Unenforceable
Voidable

Competent parties to a valid contract are defined in which section of contract act?

Section 10
Section 11
Section 12
Section 13



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All of the following are true about Articles of Association, except:

It is subordinate to memorandum of association

It is a doctrine of indoor management.

An alteration in it can be made through a special resolution by the company

It rises the contracts between the company and the out side world

Mere attempt to deceit the other party is _____.

Fraud

Misrepresentation

Not fraud if other party is not deceived

Coercion

A person who promises to compensate the loss in a contract of indemnity is called:

Indemnifier

Indemnified

Indemnity holder

Indemnity owner

All agreements are contracts if they fulfill the requirements as contained in _____ of the Contract Act, 1872.

Section 9

Section 10

Section 11

Section 12

Which of the following stories to bring the principles of the law to such a form that they serve best?



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Analytical Jurisprudence
Historical jurisprudence
Ethical jurisprudence
Judicial jurisprudence

Which section of the contract act says that every agreement by which anyone is restrained from exercising a lawful profession, trade or business, is to that extent void.

Section 26
Section 27
Section 28
Section 29

Akram promises to employ Ahmed for a salary of Rs.10000 from February next. Which type of contract is it?

Valid contract
Void contract
Unenforceable contract
Executory contract

According to section 17 of contract act, which of the following includes 'the suggestion, as a fact, of that which is not true by a contracting party who does not believe it to be true'?

Misrepresentation
Fraud
Coercion
Undue influence

Which section of Contract Act provides the test of soundness of mind to make a contract?



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Section 12

Section 13
Section 14
Section 15

If two or more persons agree upon the same thing in the same sense, what is it called according to section 13 of Contract Act?

Consent

Agreement
Promise
Contract

Which of the following is a Contingent Contract?

Wagering contract

Contract through coercion
Contract for credit sale
Contract of guarantee

Fraud by one party in a contract is defined in which section of contract act?

Section 16
Section 17
Section 18
Section 19

Agreements without free consent are voidable under which section of Contract Act.

Section 19

Section 20



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Section 21

Section 22

An agreement to do impossible act, without the knowledge of parties that it is impossible, _____.

Is void

Is voidable

Void ab initio

Becomes void on discovery of impossibility

Common rule of law is that there is no fraud if:

The other party is deceived

There is some damage of other party

There is no damage of other party

There is false representation

Mr. A delivers a piece of cloth to tailor to make a suit. This is _____.

A contract of indemnity

A contract of bailment

A contract of pledge

Not a contract

A contract to do or not to do something, if some event collateral to such contract, does or does not happen is called _____.

Quasi contract

Wagering contract

Contingent contract

Bilateral contract



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According to section 10 of contract act, an agreement in order to become a valid contract, must not be one of those that are expressly declared to be _____ by the law.

Void

Voidable
Illegal
Unenforceable

When a party to contract undertakes to perform an “impossibility”, the contract becomes _____.

Void

Voidable
Void ab initio
Illegal

In situations where there are different laws in different provinces, which law shall be applicable?

Law of province in which the contract was made

Law of province in which the contract was executed
The federal law instead of provincial laws
As settled between the parties

According to section 2(b) of contract act, when a proposal is accepted, it becomes:

An agreement
A contract
An offer
A promise



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Which of the following statements about a minor, who by misrepresenting his age borrows money, is true?

- He can be sued for fraud
- He can be sued for misrepresenting
- Liable to return money
- Not liable to return**

The attainment of justice is the main object of _____.

- Analytical jurisprudence
- Historical jurisprudence
- Ethical jurisprudence**
- Judicial jurisprudence

When a person positively asserts that a fact is true but his information does not warrant it to be so, though he believes it to be true, this is a case of:

- Fraud
- Coercion
- Undue influence
- Misrepresentation**

According to section 11, which of the following persons is NOT considered competent to enter into a contract?

- Person attained the age of majority
- Person titled a minor by law**
- Person with a sound mind
- Person not disqualified from contracting



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Mr. S delivered some ornaments for safe custody to his neighbor, without any charge for that. This is _____.

- Contract of indemnity
- Contract of bailment**
- Contract of pledge
- Not a valid contract

According to section 39 of contract act, if promisor refused to perform the contract or disabled himself from performing the contract, what the promisee can do?

- He must put an end to contract**
- He may terminate the contract
- He can not claim compensation
- The contract become void and nothing can be done by promise

The court may grant rescission in all of the following cases, EXCEPT:

- The contract is voidable by plaintiff
- The contract is voidable by blamed
- The contract is not performed as per settlement**
- The contract is breached by one of the party

Following are the essentials of a valid acceptance, EXCEPT:

- Acceptance must be conditional**
- Acceptance must be communicated to the offeror
- Acceptance must be in response to an offer
- Acceptance must be in prescribed manner



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When a person signifies to another his willingness to do or to abstain from doing anything with a view to obtaining the assent of that other to such act or abstinence he is, according to section 2(a) of Contract Act, said to _____.

Make a proposal

- Make an obligation
- Formulate a contract
- Formulate an agreement

Principles of law as they currently exist are studied under which of the following?

Analytical jurisprudence

- Historical jurisprudence
- Ethical jurisprudence
- Both analytical and historical jurisprudence

Which of the following deals with the law that should be in an ideal state?

- Commercial jurisprudence
- Analytical jurisprudence
- Historical jurisprudence
- Ethical jurisprudence**

By definition, a contract is:

- An agreement
- A legal obligation
- Both an agreement and a legal obligation**
- Neither an agreement nor a legal obligation

According to section 2(e) of contract act, every promise and every set of promises, forming the consideration for each other is:



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A contract

An agreement

An obligation

A proposal

Mr. Asad agrees to construct Mr. Basheer's house for Rs. 10 lac. What is the consideration for Mr. Asad?

Construction of the house by Mr. Asad

Construction of the house by Mr. Basheer

Promise to pay Rs. 10 lac by Mr. Asad

Promise to pay Rs. 10 lac by Mr. Basheer

A police officer bought a property worth one lac rupees for Rs.50000 from an accused under his custody. The contract was done by:

Undue influence

Fraud

Coercion

Consent

The dominating party, in case of Undue Influence, can disprove the presumption by arguing all, EXCEPT:

The facts were fully disclosed

The consideration was enough

The dominated party was in a position to receive independent advice

The dominated party did not give his free consent

When a person does an act which is against public duty, the agreement is

_____.



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Valid
Void
Voidable
Illegal

All of the following are the agreements that are expressly declared to be void by the law, EXCEPT:

Agreement in restraint of marriage
Agreements in restraint of trade
Agreement made with consideration
Agreement by way of wager

An agreement in which one party agrees to close his business against the promise of the other party to pay some amount is _____.

Valid
Void
Voidable
Unlawful

When a contract subsequently becomes difficult to perform due to unanticipated events, it _____.

Becomes void
Becomes voidable
Is discharged
Is not discharged

In which of the following cases, the court may refuse to grant rescission?

When plaintiff has not expressly ratified the contract



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When parties can not be restored to their original position due to changed circumstances

When a third party has acquired right in good faith and value

When only a part of contract is to be rescinded and such part can not be separated from the rest of contract

According to section 148 of Contract Act 1872, the delivery of goods by one party to another for some purpose upon a contract that these shall be returned when promise is accomplished, is called _____.

Pledge

Bailment

Guarantee

Indemnity

A person is appointed as General Manager of a firm. Which of the following is most suitable title for him?

Special agent

Universal agent

General agent

Co-agent

Mr. B, at request of Mr. A, sells goods which Mr. A had no right to sell. Mr. B does not know this and sends money to Mr. A. Afterwards, Mr. C, the true owner of the goods, sued Mr. B and recovers the money. Which of the following is true?

Mr. A is liable to Mr. B

Mr. B is liable to Mr. C

Mr. A is liable to Mr. C

Mr. A is not liable to anyone



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Which of the following is NOT a duty of principal in contract of agency?

To indemnify the lawful acts

To pay remunerations

To render accounts

To indemnify the acts done in good faith (Not Sure)

What is the legal status of a decision about business timings, fixed by a market association, that every shop will be closed by 08:00 PM?

Void; as it is in restraint of trade

Illegal; as it is imposed on other party

Unlawful; as it is against the free consent of the other party

Valid; as it is considered as a general business practice

Which of the following is true regarding a Fraud or Misrepresentation if it had not effect the consent and made any damages to a concerned party?

It makes the contract void.

It makes the contract voidable.

It renders the contract illegal.

None of the given options stand true.

The soundness of mind of a person is proved by:

The capacity of a person to recall his past incidents

The person's age of majority i.e above 18 years

The judgment of court regarding the soundness of mind

The capability of understanding terms of contract & act rationally

Ashraf contracted Bilal to buy 1bale of cotton for Rs.80000 at a specific date. Ashraf also made a contract with Hassan to sell this cotton for Rs.1 lac; Bilal was fully aware of this contract with Hassan, but on the specific date Bilal failed



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to supply the cotton to Ashraf due to which Ashraf had failed to fulfill the contract with Hassan. In this case Bilal is liable for which kind of damages?

Ordinary damages
Special damages
Exemplary damages
Liquidated damages

Misrepresentation has been defined in which section of the Contract Act?

Section 17
Section 18
Section 19
Section 20

In which of the following cases promisee CAN NOT terminate the contract?

When there is attempted performance
When offer of performance is unconditional
When offer is made at proper place
When offer is to perform one of several Joint

The Industrial Relations Ordinance came into force in:

1982
1997
2000
2002

A person employed to do any act for another is called:

Employee
Manager



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Agent

Principal

According to Securities & Exchange Commission of Pakistan Act, 1997, _____ means the day on which section 43 comes into force.

Winding up day

Commencement day

Appointed day

Holiday

Application to register a trade union includes all of the following, EXCEPT:

The name of the trade union and the address of its head office

Date of formation of the trade union

The titles, names, ages, addresses and occupations of the office bearers of the trade union

Statement of total unpaid membership

Which of the following is true about the essentials of valid acceptance of a bill of exchange?

It must be in writing

It must be signed by drawee or his agent

The acceptance must appear on the bill

All of the given options

All of the following are the powers of trustee, EXCEPT:

To sell trust property

To apply property for the benefit of the minor

To use trust property for any purpose

To give receipt



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Companies Ordinance, 1984 replaced which of the following?

Companies Act, 1913

Companies Ordinance, 1936

Companies Act, 1953

Companies Ordinance, 1964

Which of the following is necessary for the registration of a company?

To seek approval of the name of the company proposed by the promoters

Preparation of required documents to be submitted for registration

Filing of application for registration of the company

All of the given options

Which of the following is NOT a kind of shares of a limited company?

Capital share

Preferred share

Deferred share

Bonus share

Those damages which naturally arise as the result of breach of contract are called:

Ordinary damages

Special damages

Liquidated damages

Nominal damages

As per Companies Ordinance, 1984, the maximum number of persons in a firm is:



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10 persons
20 persons
30 persons
50 persons

Authority vested in the _____ where registered office of the company is proposed in the memorandum of association to be situated.

City
District
Division
Province

A 'Statement of Ethics and Business Practices' for directors and employees of a listed company is prepared by:

Board of directors
Executive directors
Chairman of the company
Securities and Exchange Commission

When a promisee refuses to accept performance from the promisor, it is called _____.

Tender
Frustration of contract
Vicarious performance
Attempted performance

How shall a prosecution for any offence under SECP Act against any person be instituted?



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With the consent of commission

At the will of any two Commissioners
By the appeal of aggrieved party
By suo moto action of the court

Which of the following condition is considered to be a compulsion for a contract?

Only an offer
Only an acceptance
Offer and acceptance
Offer, acceptance and documentation

The transfer of ownership in exchange for a price paid or promised or part-paid and part-promised is called:

Sale
Contract for sale
Agreement of Sale
Lease Sale

Within how many days from the receipt of the application to register a trade union, the register shall issue a registration certificate?

7 days
10 days
15 days
30 days

As per section 25 of the Partnership Act, 1932, all the partners of a firm share liabilities of the firm:

Just mutually



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Just individually

Mutually and individually

None of the given options

At the first annual general meeting of the company directors shall be elected in their place in accordance with section 178 for a term of:

1 year

2 years

3 years

5 years

Which of the following is NOT expressly declared to be void by the law?

Agreement in restraint of trade

Agreement in restraint of legal proceedings

Agreement contingent upon possible events

Reciprocal promises to do illegal acts

Consent under undue influence makes contract _____.

Valid

Void

Voidable

Unenforceable

When a promise is to be performed without application of promise, and no place is fixed for the performance of it, what the promisor can do to perform the promise?

He can perform the promise anywhere

He must perform the promise at promisee's house

He has to apply to the promise to appoint a place



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He is not liable to perform the promise as the contract is not valid

Legal sources of law include all of the following, EXCEPT:

Business

Precedent
Customs
Agreement

Essentials of a contract of sale include all of the following, EXCEPT:

There must be an agreement

There must be more than two parties
There must be transfer of ownership
There must be some price as consideration

Who is liable when a partner has signed in his own name a promissory note for the benefit of the firm?

All partners

The signatory partner
The limited partners
The major partners

Which of the following is true about a firm?

A firm has no legal existence
A firm adopts legal status from its partners
A firm has a legal status separate from its partners
None of the given options



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Mr. Asif threatens to kidnap Mr. Bashir's son if he does not give Rs.2 lac to him; and Mr. Bashir agrees to pay the amount. Such contract has been made by:

Consent

Coercion

Fraud

Undue influence

If two parties choose to enter into contracts with knowledge of the commercial usage governing them, who will decide the terms of contract?

Court

Contract act

The two parties

The two parties along with court

Undue influence is described under which section of Contract Act?

Section 16

Section 17

Section 18

Section 19