

Name: \_\_\_\_\_

Father's Name: \_\_\_\_\_

Mobile Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

Room Number: \_\_\_\_\_ Seat No.: \_\_\_\_\_ Test Center: \_\_\_\_\_

**Note: It is the candidate's responsibility to return the question paper and answer sheet to the invigilator at the end of the test. Non-submission of the testing material may lead to disqualification.**

Candidate's Signature: \_\_\_\_\_

**GENERAL INSTRUCTIONS:** Candidates must carefully follow the instructions given below and by the instructor / announcer.

1. Please compare & check that the **Seat Number, Your Name & Other information** given on the answer sheet and on the sticker on your chair are correct. Please also write this information in the above box.
2. Use of calculator / mobile phone / smart watch is strictly not allowed.
3. The test is divided into five parts. (Total duration of the test is **2 hours 30 minutes**):
  - Title Page. All Instructions Should Be Examined Carefully – Time allowed: 05 minutes.
  - Communication & Negotiation Skills Multiple Choice Questions – 15 MCQs of 1 Mark Each (1 to 15) - [Total Marks 15, Weightage 15%] – Time allowed: 20 minutes
  - Analytical Skills Multiple Choice Questions - 15 MCQs of 1 Mark Each (16 to 30) [Total Marks 15, Weightage 15%] – Time allowed: 30 minutes.
  - Everyday Science Multiple Choice Questions – 10 MCQs of 1 Mark Each (31 to 40) - [Total Marks 10, Weightage 10%] – Time allowed: 10 minutes
  - IT Skills Multiple Choice Questions – 10 MCQs of 1 Mark Each (41 to 50) - [Total Marks 10, Weightage 10%] – Time allowed: 10 minutes
  - Marine / Environmental Sciences Subjective Questions [Five Questions of 10 marks each, Total Marks 50, Weightage 50%] – Time allowed: 80 minutes

**Note: While working on an allowed part, candidates are not allowed to go forward or backward to other parts. These parts should be attempted in the order given above.**
4. Each question has only one correct answer (**A / B / C / D**). All answers must be given by marking a CROSS SIGN  at the chosen option on the answer sheet.
5. In case candidate crosses more than one option for the same question, the answer will be treated as incorrect answer. Over writing is not acceptable. Such answers will be treated as incorrect answers.
6. There will be **NO NEGATIVE MARKING** in all parts of the test. However, if a candidate does not want to answer any question he / she MUST CROSS  the option **E** on the answer sheet.
7. When the instructor announces "**STOP**", candidate must close the test booklets and cover it with the answer sheet. Any evidence of cheating or non-compliance with instructions or tearing pages will lead to disqualification from the test and legal action.
8. Making notes / copying questions / solving questions on any paper other than the question booklet and answer sheet / removing the question booklet or answer sheet in their entirety or parts of it from the exam room is strictly prohibited and will lead to disqualification from the test and legal action.
9. The candidate should not mark answers on the question booklet and all answers must be given in CROSS SIGN  on the answer sheet with the **pen/pencil**. However, **rough work can be done on the question booklet**. Make sure you do not write anything other than your signature and marking of Cross  against your answers on the answer sheet.
10. IBA reserves the right to revoke/modify any question or part of it.

**WAIT... Do not turn over this page until you are told to do so**

**SAMPLE PAPER**  
**THE ACTUAL QUESTIONS MAY VARY IN DIFFICULTY LEVEL**  
**INSTRUCTIONS ON THIS SAMPLE PAPER ARE FOR ACTUAL PAPER**

# 1

## **OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET BY CROSSING THE CORRESPONDING LETTER**

### **Communication & Negotiation Skills**

No. of Questions: 15 (from 1 to 15– Total Marks: 15)

Time: 30 Minutes

Negative Markings: **No**

#### **Five Sample Questions (actual paper will contain 15 questions in this section)**

1. Which of the following is not a style of negotiation

- A) Compromising
- B) Contending
- C) Collaborating
- D) accommodating

2. What went wrong in the following case

Ashar, a research chemist for a major petro-chemical company, wrote a dense report about some new compounds he had synthesized in the laboratory from oil-refining by-products. The bulk of the report consisted of tables listing their chemical and physical properties, diagrams of their molecular structure, chemical formulas and data from toxicity tests. Buried at the end of the report was a casual speculation that one of the compounds might be a particularly safe and effective insecticide.

Seven years later, the same oil company launched a major research program to find more effective but environmentally safe insecticides. After six months of research, someone uncovered Bruce's report and his toxicity tests. A few hours of further testing confirmed that one of Ashar's compounds was the safe, economical insecticide they had been looking for.

Ashar had since left the company, because he felt that the importance of his research was not being appreciated.

- A) The report was not useful
- B) The report presented faulty results
- C) The report was not structured effectively
- D) The report was not beyond the scope of the company

3. The following figure refers to \_\_\_\_\_

- A) Communication Process
- B) Negotiation Process
- C) Both Communication and Negotiation
- D) Neither Communication nor Negotiation



**(Go on to the next page)**

**OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED  
ANSWER SHEET BY CROSSING THE CORRESPONDING LETTER**

4. \_\_\_\_\_ describes communication as a two-way process in which participants alternate positions as sender and receiver and generate meaning by sending and receiving feedback within physical and psychological contexts. This model captures the interactive aspects of communication but still doesn't account for how communication constructs our realities and is influenced by social and cultural contexts.
- A) The Interaction model of communication
  - B) The Transmission model of communication
  - C) The Transaction model of communication
  - D) The Transient model of communication
5. Which of the following is not a style of negotiation
- A) Compromising
  - B) Contending
  - C) Collaborating
  - D) accommodating

**If you finish before time is called, you may check your work on this section only.**

**This is the end of Communication & Negotiation Skills M.C.Qs.  
Next section is Analytical Skills M.C.Qs**

**(Stop. Do not turn over the next page until you are told to do so.)**

**THE ACTUAL QUESTIONS MAY VARY IN DIFFICULTY LEVEL  
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**OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED  
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**Analytical Skills M.C.Qs (Total Marks 15)**

No. of Questions: 15 (from 16 to 30)

1 Mark Each

Time: 30 Minutes

Negative Markings: **No**

**4 Sample Questions (actual paper will contain 15 questions in this section)**

**The Questions 16–17:**

A jeweler makes a single strand of beads by threading onto a string in a single direction from a clasp a series of solid-colored beads. Each bead is either green, orange, purple, red, or yellow. The resulting strand satisfies the following specifications:

If a purple bead is adjacent to a yellow bead, any bead that immediately follows and any bead that immediately precedes that pair must be red.

Any pair of beads adjacent to each other that are the same color as each other must be green.

No orange bead can be adjacent to any red bead.

Any portion of the strand containing eight consecutive beads must include at least one bead of each color.

16. If an orange bead is the fourth bead from the clasp, which one of the following is a pair that could be the second and third beads, respectively?

- A) green, red
- B) purple, purple
- C) yellow, green
- D) yellow, purple

17. If on an eight-bead strand the second, third, and fourth beads from the clasp are red, green, and yellow, respectively, and the sixth and seventh beads are purple and red, respectively, then which one of the following must be true?

- A) The fifth bead is orange.
- B) The fifth bead is green.
- C) The first bead is purple.
- D) The eighth bead is yellow.

18. There are 96 cards on a table. Each card is either red or black. The ratio of the number of red cards to the number of black cards is 5:7. There is a circle on 35% of the red cards. There is a circle on  $\frac{3}{14}$  of the black cards. On how many of the 96 cards is there a circle?

- A) 36
- B) 40
- C) 56
- D) 26

# 4

**OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED  
ANSWER SHEET BY CROSSING THE CORRESPONDING LETTER**

19. Suha is packing cartons into boxes. Each carton measures 8 cm by 3 cm by 5 cm. Each box measures 56 cm by 12 cm by 30 cm. Suha has 400 cartons. Find the smallest number of boxes she needs to pack all these cartons.

- A) 1
- B) 2
- C) 3
- D) 4

If you finish before time is called, you may check your work on this section only.

This is the end of Analytical Skills M.C.Qs.  
Next section is Everyday Science M.C.Qs

**(Stop. Do not turn over the next page until you are told to do so.)**

**SAMPLE PAPER IN DIFFICULTY LEVEL  
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**Everyday Science M.C.Qs (Total Marks 15)**

No. of Questions: 10 (from 31 to 40) 1 Mark Each

Time: 10 Minutes

Negative Markings: **No**

**3 Sample Questions (actual paper will contain 10 questions in this section)**

31. What is the term for the transfer of harmful chemicals through the food chain, where they become increasingly concentrated at higher trophic levels?
- A) Bioaccumulation
  - B) Biodegradation
  - C) Biomagnification
  - D) Bioremediation
32. Which material is often used to make disposable straws, contributing to plastic pollution in the oceans?
- A) Paper
  - B) Glass
  - C) Metal
  - D) Plastic
33. What everyday item, if thrown in the ocean, takes hundreds of years to decompose?
- A) Paper napkin
  - B) Aluminum can
  - C) Plastic bottle
  - D) Apple core

**This is the end of Everyday Science MCQs.**

**If you finish before time is called, you may check your work on this section only.**

**Next section is IT Skills MCQs**

**(Stop. Do not turn over the next page until you are told to do so.)**

# 6

## OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET BY CROSSING THE CORRESPONDING LETTER

### IT Skills M.C.Qs (Total Marks 15)

No. of Questions: 10 (from 41 to 50) 1 Mark Each

Time: 10 Minutes

Negative Markings: No

#### **Seven Sample Questions (actual paper will contain 10 questions in this section)**

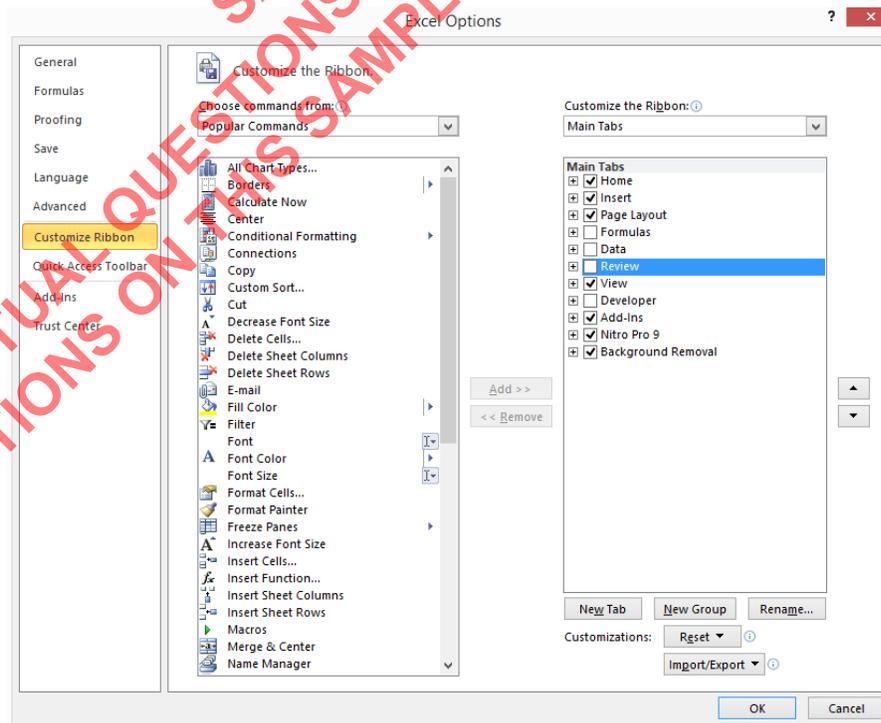
41. If your data contains a time-based value (see pic below), such as the day of a sale, you can analyze that data by creating a(n) \_\_\_\_\_.

Row Labels	Sum of OrderAmount
2Day	\$ 1,717.32
3Day	\$ 1,605.41
Ground	\$ 3,322.22
Overnight	\$ 612.86
<b>Grand Total</b>	<b>\$ 7,257.81</b>

OrderDate slicer: All Periods, 2018, JUN, JUL, AUG, SEP, OCT, NOV, DEC

- A) Timeline
- B) Dateline
- C) Pivot line
- D) Time Table

42. To work with XML data in Excel, you must use select the controls on the \_\_\_\_\_ ribbon tab, which you can display by using the ribbon customization commands available in the Excel Options dialog box.



**OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET BY CROSSING THE CORRESPONDING LETTER**

- A) Formulas
- B) Data
- C) Developer
- D) Review

43. Figure below shows a worksheet with text in A1:A5. The \_\_\_\_\_ is a single formula that returns the sum of the total number of characters in the range.

	A	B	C	D	E	F
1	rabbit	29				
2	coyote					
3	quail					
4	deer					
5	javelina					
6						
7						
8						

- A) =LEN(SUM(A1:A5))
- B) =SUM(LEN(A1:B5))
- C) =SUM(B1:B5)
- D) =SUMPRODUCT(LEN(A1:A5))

44. The tax rate schedule shows the income tax rates for various income levels. The \_\_\_\_\_ formula (in cell B3) returns the tax rate for the income in cell B2:

	A	B	C	D	E	F	I
1				<b>Income is Greater</b>	<b>But Less Than</b>	<b>Tax Rate</b>	
2	<b>Enter Income:</b>	\$32,650		<b>Than or Equal To...</b>	<b>or Equal To...</b>		
3	<b>The Tax Rate is:</b>	31.00%		\$0	\$2,650	15.00%	
4				\$2,651	\$27,300	28.00%	
5				\$27,301	\$58,500	31.00%	
6				\$58,501	\$131,800	36.00%	
7				\$131,801	\$284,700	39.60%	
8				\$284,701		45.25%	
9							
10							
11							

# 8

## **OBJECTIVE SECTION'S ANSWERS MUST BE GIVEN ON THE COMPUTERIZED ANSWER SHEET BY CROSSING THE CORRESPONDING LETTER**

- A) =VLOOKUP(B2,D2:F7,3)
- B) =VLOOKUP(B2,D2:D7,3)
- C) =VLOOKUP(B2,D2:F7,2)
- D) =LOOKUP(B2,D2:F7,3)

Questions 45 – 47 relates to the workbook below:

	A	B	C	D	E	F	G	H	I
1	<b>Jinnah Sports</b>								
2	<b>Product</b>	<b>Items Sold</b>	<b>Cost Per Item</b>	<b>Price Per Item</b>	<b>Mark Up Amount</b>	<b>Mark Up %</b>	<b>COGS</b>	<b>Profit</b>	
3	Basketballs	120	18	28.5					
4									

45. The Mark Up amount can be calculated by inserting the following formula in the cell E3:

- A) =D3 – C3
- B) =E3 – C3
- C) =D3 – B3
- D) =E3 – D3

46. The Mark Up % can be calculated by inserting the following formula in cell F3:

- A) =C3/E3
- B) =B3/D3
- C) =C3/D3
- D) =D3/C3

47. The COGS (Cost of Goods Sold) can be calculated by inserting the following formula in cell G3:

- A) =C3\*D3
- B) =B3\*E3
- C) =B3\*C3
- D) =C3\*E3

This is the end of IT Skills MCQs.

If you finish before time is called, you may check your work on this section only.

**Next is Subjective Section (to be attempted on a separate script).**

**(Stop. Do not turn over the next page until you are told to do so.)**

# **SUBJECTIVE QUESTIONS MUST BE ATTEMPTED ON ESSAY SCRIPT**

## **Marine / Environmental Sciences Subjective Questions (Total Marks 50)**

No. of Questions: 5 (10 Marks Each)

Time: 80 Minutes

Limit: Up to 300 words / Restricted to 1 Page (per question)

### **Two Sample Questions (actual paper will contain 5 questions in this section)**

#### **Instructions:**

Your answers will be marked on the basis of knowledge of the subject and the lucid argumentation of the problem statements within the precincts of the provided outlines. The arguments should be substantiated with the data, facts and figures.

#### **Sample Question**

Q. 1. Briefly explain the role of forests, such as the Amazon, in climate regulation. How does deforestation contribute to global warming and climate change, and what are the implications and consequences of deforestation??

(10 Marks)

Q. 2. What are the main causes of and contributing factors to soil erosion in the agricultural region? How do agricultural practices, land use changes, and weather patterns affect soil erosion?

(10 Marks)

**THE END**

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