

# THE INSTITUTE OF BANKERS PAKISTAN



## SAMPLE PAPER

6th Batch of Officers (OG-1)

**ENGLISH COMPOSITION**

**Read the following passage carefully and answer questions 1 to 3**

There is a long list of traits usually attributed to a bank official assigned to sell the services of the bank. But, ironically, all those individuals who possess these qualities are not successful sales persons. Likewise, all the successful salesmen do not necessarily possess all these qualities. Undisputedly, however personality, in-depth knowledge of the services offered and the selling skills to enrich the performance of a salesperson.

The personality of a successful salesman consists of, inter alia, self – confidence, intelligence, hard work, impressive communication skills and ability to get along smoothly with antagonism. Experts have recommended two more qualities—empathy and ego drive, for superior salespersons.

The demarcation line between self–confidence and over-confidence are very thin, which is sometimes unintentionally crossed. A sales person suffering from over-confidence becomes stubborn in his behavior during interaction with others, particularly in dealing with disgusted customers. Thus, self-confidence coupled with self-control only yields positive results.

Q1. The nature of the irony mentioned in PARA ONE IS:

- A. All salespersons are successful
- B. All salespersons do not achieve success despite having great talents
- C. All successful salespersons have all great qualities
- D. Success in salesmanship comes only by chance

Q2. Which quality is NOT mentioned in the personality of a successful salesman:

- A. Self – confidence
- B. Intelligence
- C. Cooperation
- D. Greatest desire to achieve success

Q3. The phrase “enrich the performance” PARA ONE implies:

- A. Increase wealth
- B. Polish talents
- C. Improve and increase performance
- D. Increase the Confidence



In the following questions, part of the sentence is ***italicized and underlined***. Choose the correct alternative from the following options to correct the sentence:

Q4. If I have had the address, I would have delivered the package myself.

- A. have the address
- B. had the address
- C. has address
- D. have had the address

Q5. Some people claim that cats might be the best pets.

- A. make the best pets
- B. could be the best pets
- C. maybe the good pets
- D. make of the best pets

Q6. This telephone number is not existing.

- A. has not existed
- B. does not exist
- C. has not been existing
- D. was not existing

Q7. It has raining when I left the house.

- A. was raining
- B. has rained
- C. rains
- D. is raining

**Select the correct explanation for the idiom**

Q8. Cry over spilt milk

- A. Cry badly to get something
- B. When something happens to change something
- C. When something bad happens and nothing can be done to help it
- D. Cry for a long time until start to sleep



**Select the correct synonym for the given word**

Q9. INTENSIFY

- A. Diminish
- B. Reduce
- C. Shrink
- D. Enhance

**Select the correct antonym for the given word**

Q10. DESPAIR

- A. Hope
- B. Misery
- C. Anguish
- D. Gloom

**Select an answer from the following options which can be substituted for the given word/sentence.**

Q11. A list of the times when events are planned to happen.

- A. Report
- B. Schedule
- C. Agenda
- D. Plan

<b>QUANTITATIVE SKILLS &amp; GENERAL INTELLIGENCE</b>
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Q12. What is the average of 4, 3, 2, 6, 5?

- A. 2.00
- B. 3.58
- C. 4.25
- D. 4.00

Q13.  $5 \times 16 + 20 - 5 = ?$

- A. 95
- B. 96
- C. 88
- D. 78



Q14. Solve for x:

$$18(x-5) + 5 = 3x-10$$

- A. -5
- B. 5
- C. 6
- D. -6

Q15. What should come next in this sequence 1,  $\frac{2}{3}$ , 6, 2,  $\frac{3}{4}$ , 12, 3,  $\frac{4}{5}$ , \_\_\_\_\_?

- A. 4
- B. 5
- C. 15
- D. 20

Q16. If 50% of y is 250, then y is 50% of

- A. 250
- B. 500
- C. 750
- D. 1,000

Q17. Twenty Thousand Two Hundred Fifty rupees can be represented as:

- A. RS. 20000,200,50
- B. Rs. 22,500
- C. RS. 2,500
- D. RS. 20,250

Q18. Which of the following is least like the other?

- A. Poem
- B. Novel
- C. Painting
- D. Flower



**GENERAL KNOWLEDGE, CURRENT AFFAIRS & PAK. ECONOMY**

Q19. Which one of the following is nearest planet to the Earth?

- A. Mercury
- B. Venus
- C. Mars
- D. Jupiter

Q20. The current Chief of Army Staff of Pakistan is \_\_\_\_\_.

- A. Pervaiz Musharraf
- B. Raheel Shareef
- C. Ashfaq Pervaiz Kiyani
- D. Jehangir Karamat

Q21. The national game of Pakistan is \_\_\_\_\_.

- A. Polo
- B. Cricket
- C. Football
- D. Hockey

Q22. The national animal of Pakistan is \_\_\_\_\_.

- A. Markhor
- B. Lion
- C. Tiger
- D. Kangaroo

Q23. Pakistan bought Gwadar from \_\_\_\_\_.

- A. Oman
- B. Iran
- C. Kuwait
- D. None of these



Q24. A developmental mega project which aims to connect Gwadar Port to China's northwestern region is termed as \_\_\_\_\_.

- A. China-Pakistan Free Trade Agreement
- B. China–Pakistan Economic Corridor
- C. Beijing-Gwadar Port Agreement
- D. China-Pakistan Investment Program

Q25. Currently the most contributing sector to GDP is \_\_\_\_\_.

- A. Agriculture
- B. Construction
- C. Manufacturing
- D. Services

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**ANSWERS**

Question Number	Key
1	B
2	C
3	C
4	B
5	A
6	B
7	A
8	C
9	D
10	A
11	B
12	D
13	A
14	B
15	D
16	D
17	D
18	D
19	B
20	B
21	D
22	A
23	A
24	B
25	D