

Sample Admission Test – BS Hospitality Management

Time Allowed: 1 hour 30 minutes

Total Marks: 50

Candidate Information:

Name: _____

Father's Name: _____

Email Address: _____

Contact Number: _____

Form Number: _____

Grades in A-Levels/Intermediate: _____

Candidate's Signature: _____

Instructions:

The test consists of five sections:

- A. Hospitality (10 marks)
- B. General Knowledge (10 marks)
- C. Current Affairs (10 marks)
- D. Logic & Reasoning (10 marks)
- E. Case-Based Writing (10 marks)

MCQs carry 1 mark each. The subjective section is worth 10 marks.

No calculators or electronic devices allowed.

Mark all answers in the grid provided. Overwriting or multiple answers will be scored as zero.

Rough work may be done on the last page.

Section A: Hospitality Management

1. A hotel offers a 'Stay 3 Nights, Pay for 2' deal. If a night's stay is \$150, how much does a guest pay?
 - A) \$300
 - B) \$350
 - C) \$400
 - D) \$450
2. What is a key function of the front office department in a hotel?
 - A) Cleaning rooms
 - B) Managing reservations and guest check-in
 - C) Cooking meals
 - D) Security
3. A restaurant's food cost for the month is \$20,000 and revenue is \$80,000. What is the food cost percentage?
 - A) 10%
 - B) 20%
 - C) 25%
 - D) 30%
4. What's the benefit of upselling in a hospitality business?
 - A) Reduces customer satisfaction
 - B) Increases average revenue per guest
 - C) Increases operating costs
 - D) Reduces staff workload
5. Which of the following helps improve guest feedback?
 - A) Ignoring complaints
 - B) Using guest feedback forms
 - C) Delayed responses
 - D) Generic replies
6. A café offers 20% discount during happy hour. If an item costs \$250, what is the discounted price?
 - A) \$180
 - B) \$190
 - C) \$200
 - D) \$210
7. Which strategy boosts guest retention most effectively?
 - A) Inconsistent service
 - B) Personalized experiences
 - C) Random pricing
 - D) Untrained staff
8. What does HACCP focus on in hospitality?
 - A) Room design
 - B) Food safety management
 - C) Sales techniques
 - D) Event planning
9. A hotel uses solar panels for heating. This is an example of:
 - A) Cost-cutting
 - B) Digital marketing
 - C) Sustainable practice
 - D) Traditional marketing
10. Why is soft skills training essential for hospitality staff?
 - A) To reduce salaries
 - B) To enhance customer interaction
 - C) To learn foreign languages only
 - D) For technical repair work

Section B: General Knowledge

1. What is the currency of Turkey?
 - A) Dirham
 - B) Rupee
 - C) Lira
 - D) Dinar
2. The Eiffel Tower is located in:
 - A) Berlin
 - B) Madrid
 - C) Paris
 - D) Rome
3. Who is the current Secretary General of the United Nations?
 - A) Ban Ki-moon
 - B) António Guterres
 - C) Kofi Annan
 - D) Tedros Adhanom
4. What is the boiling point of water at sea level?
 - A) 50°C
 - B) 80°C
 - C) 100°C
 - D) 120°C
5. Which is the longest river in the world?
 - A) Amazon
 - B) Yangtze
 - C) Mississippi
 - D) Nile
6. Which language has the most native speakers globally?
 - A) Spanish
 - B) English
 - C) Mandarin Chinese
 - D) Arabic
7. The term 'GDP' stands for:
 - A) Gross Domestic Product
 - B) Global Development Policy
 - C) Government Data Processing
 - D) General Daily Price
8. Who developed the theory of relativity?
 - A) Newton
 - B) Einstein
 - C) Galileo
 - D) Darwin
9. Which gas do plants absorb from the atmosphere?
 - A) Oxygen
 - B) Nitrogen
 - C) Carbon Dioxide
 - D) Helium
10. Which country has the largest population?
 - A) India
 - B) China
 - C) USA
 - D) Russia

Section C: Current Affairs

1. In 2025, Pakistan signed a tourism partnership with which Middle Eastern country?
 - A) Saudi Arabia
 - B) UAE
 - C) Qatar
 - D) Oman
2. Which Pakistani city recently hosted an international tourism summit?
 - A) Islamabad
 - B) Gilgit
 - C) Karachi
 - D) Murree
3. Which valley is promoted as a winter sports destination in Pakistan?
 - A) Swat
 - B) Hunza
 - C) Kaghan
 - D) Naltar
4. Which government body oversees tourism promotion in Pakistan?
 - A) PTA
 - B) PTV
 - C) PTDC
 - D) PEMRA
5. Which hotel chain recently announced expansion into northern Pakistan?
 - A) Radisson
 - B) Serena
 - C) Sheraton
 - D) Novotel
6. In 2024, Pakistan signed a heritage preservation MOU with which country?
 - A) Turkey
 - B) Germany
 - C) China
 - D) Italy
7. What recent trend is shaping Pakistan's hospitality sector?
 - A) Urban farming
 - B) Digital tourism platforms
 - C) Retail expansions
 - D) Film production
8. The 'Visit Pakistan 2025' campaign primarily focuses on:
 - A) Industrial tours
 - B) Agricultural zones
 - C) Cultural tourism
 - D) Military history
9. Which major event will Pakistan host in 2025 for hospitality investors?
 - A) Global Investment Summit
 - B) Expo Pakistan
 - C) Pakistan Hospitality Forum
 - D) CPEC Fair
10. Which Pakistani airline launched a hospitality training institute in 2024?
 - A) Air Blue
 - B) Serene Air
 - C) PIA
 - D) Fly Jinnah

Section D: Logic and Reasoning

1. If all chairs are furniture and some furniture is wood, which is true?
 - A) All chairs are wood
 - B) Some furniture is not wood

- C) Some chairs may be wood
D) No furniture is wood
2. What comes next: 3, 6, 12, 24, ?
- A) 36
B) 42
C) 48
D) 50
3. If 1 apple costs 3 rupees, how many can you buy with 15 rupees?
- A) 3
B) 5
C) 6
D) 10
4. Which is the odd one out?
- A) Bed
B) Sofa
C) Pillow
D) Spoon
5. What do the letters in the acronym 'FIFO' stand for in inventory?
- A) First In, First Out
B) First In, Forgotten Out
C) Fix In, Fix Out
D) Fast In, Fast Out
6. You pass the second person in a race. What position are you now in?
- A) First
- B) Second
C) Third
D) Fourth
7. If 2 pens cost Rs. 20, how many can you buy with Rs. 100?
- A) 8
B) 10
C) 12
D) 14
8. Which number completes the pattern: 10, 20, 30, __, 50?
- A) 35
B) 40
C) 45
D) 55
9. A train departs at 4:45 PM and travels 2 hours and 30 minutes. What time does it arrive?
- A) 6:45 PM
B) 7:15 PM
C) 7:30 PM
D) 8:00 PM
10. If Monday is the first day, what is the third day from Wednesday?
- A) Saturday
B) Friday
C) Thursday
D) Sunday

Section E: Case-Based Writing (10 Marks)

Case Topic: “Eco-Tourism as a Future of Hospitality in Pakistan”

Pakistan's northern regions are rich in natural beauty and cultural heritage. With increasing interest in sustainable tourism, many stakeholders are promoting eco-tourism as a solution to

protect fragile ecosystems while attracting responsible tourists. Eco-lodges, guided treks, and local partnerships are becoming common. However, challenges like lack of waste management, over-tourism in sensitive zones, and poor local awareness remain.

Task: In about 500 words, respond to the following:

1. What are the benefits of promoting eco-tourism in Pakistan?
2. How can hotels and resorts adapt their practices for sustainability?
3. What role can local communities play in eco-tourism?
4. Suggest at least two initiatives to promote eco-tourism responsibly.