

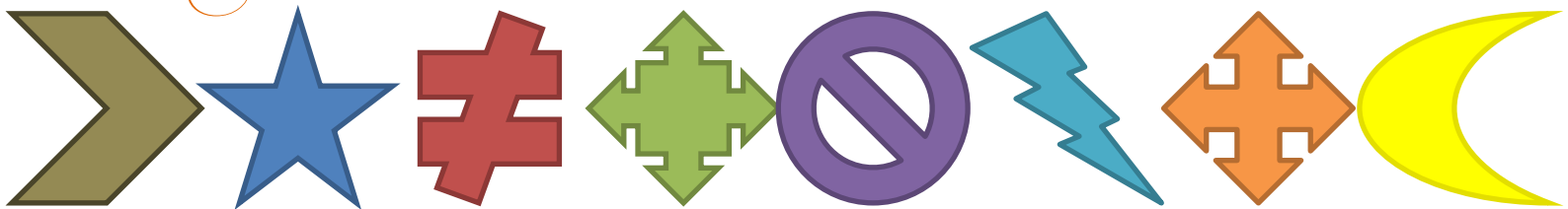
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COURSE TITLE	PAGE NO	COURSE TITLE	PAGE NO	COURSE TITLE	PAGE NO
INTRODUCTION TO BUSINESS FINANCE	26	BUSINESS ENGLISH – II	14	INTRODUCTION TO BUSINESS	1
ORGANIZATIONAL BEHAVIOR	27	MONEY & BANKING	15	ISLAMIC STUDIES	2
BUSINESS & LABOR LAW	28	HUMAN BEHAVIOR	16	MICROECONOMICS	3
COST ACCOUNTING	29	LOGIC	17	BASIC MATHEMATICS – I	4
COMMUNITY DEVELOPMENT	31	BUSINESS STATISTICS	18	PRINCIPLES OF ACCOUNTING	5
ECONOMY OF PAKISTAN	32	BUSINESS COMMUNICATION – I	20	BUSINESS ENGLISH – I	7
FINANCIAL MANAGEMENT	33	PRINCIPLES OF MANAGEMENT	21	BUSINESS MATHEMATICS – II	9
COMPUTER APPLICATION TO BUSINESS	34	BUSINESS COMMUNICATION – II	22	INFORMATION TECHNOLOGY IN BUSINESS	10
ENTREPRENEURSHIP	35	PRINCIPLES OF MARKETING	23	PAKISTAN STUDIES	11
PRODUCTION & OPERATION MANAGEMENT	36	STATISTICAL INFERENCE	24	MACRO ECONOMICS	13



PAGE NO	COURSE TITLE
37	MARKETING MANAGEMENT
38	BUSINESS RESEARCH METHODS
39	HUMAN RESOURCE MANAGEMENT
40	MANAGERIAL ACCOUNTING
42	CONSUMER BEHAVIOR
43	MANAGEMENT INFORMATION SYSTEM
45	BUSINESS ETHICS
46	STRATEGIC MANAGEMENT
47	INTERNATIONAL BUSINESS

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS: BA (H) – 341
BS – I

Date: December 17, 2012

Max Marks: 60

Max Time: 3 hrs

Instruction:

- 1. Attempt any 5 questions. All questions carry equal marks. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Describe methods of owning existing businesses. Explain how the potential return and risk of a business are affected by its form of ownership.
- Q2. Define management. What is the management hierarchy? Explain the key functions of managers.
- Q3. What is marketing? Discuss target market and marketing mix within the marketing environment.
- Q4. Explain how an organizational structure may be used by a firm to achieve its strategic plan.
- Q5. Discuss the functions performed by a firm's financial manager. Explain how a firm uses its funds?
- Q6. Write short notes on any **TWO** of the following:
- i. Risk Management
 - ii. Downsizing
 - iii. Production Process and Inventory Control
 - iv. Planned Economies

END OF PAPER

Date: December 19, 2012

Max Time: 3 Hours

Max. Marks: 60

Introduction: Attempt any five questions. All Questions carry equal marks.

کوئی سے پانچ سوالات حل کریں۔ تمام سوالات کے نشانات مساوی ہیں۔

Q.No.1 "Islam is the only path of guidance for the humanity without any discretion of creed, cast, sect, colour & even religion" Discuss!

سوال نمبر ۱ بلا کسی مذہب رنگ و نسل اور فرقے کی تخصیص کے اسلام ہی صرف شاہراہ ہدایت

ہے بحث کریں

Q.No.2 By the implementation of Zakat prohibition of "INTEREST" and imposition of Inheritance system Islam controls the Accumulation of wealth. Argue!

سوال نمبر ۲ "ربا" سود کی ممانعت، زکوٰۃ کی ادائیگی اور وراثت جیسے احکامات کے ذریعے

اسلام ارتکاز دولت پر قابو پاتا ہے، دلائل سے ثابت کریں۔

Q.No.3 How "Human Rights" have been safely protected in Islam? Compare with reference to the Western Human Rights.

سوال نمبر ۳ اسلام میں انسانی حقوق کو تحفظ حاصل ہے مغربی انسانی حقوق سے موازنہ کرتے

ہوئے بیان کریں۔

Q.No.4 After declaration of Prophethood what sort of problems were faced by the last Prophet Muhammad Sal-Lal-Laho-Alaihe-Wasallum in his life at MAKKAH, discuss in detail.

سوال نمبر ۴ اعلان نبوت کے بعد نبی اکرم ﷺ کو کس قسم کے مسائل کا سامنا کرنا پڑا، تفصیل

سے بیان کریں۔

Q.No.5 How Islamic Social, Cultural aspects have been influenced the global civilizations? comments!

سوال نمبر ۵ اسلام کے سماجی و تمدنی پہلوؤں نے دنیا کی عالمی تہذیبوں پر کیا اثرات مرتب

کیئے تبصرہ کریں۔

Q.No.6 Write short Notes on any two of the followings.

i. MUDARBA

سوال نمبر ۶ مندرجہ ذیل میں سے کسی دو پر مضمون سپرد قلم کیجئے۔

ii. Conquest of MAKKAH

i مضاربہ

iii. Rights & Duties of Non-Muslims in an Islamic State.

ii فتح مکہ

iii اسلامی ریاست میں غیر مسلموں کے حقوق و فرائض

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012: AFFILIATED COLLEGES
MICRO ECONOMICS: BA (H) – 311
BS – I

Date: December 21, 2012

Max Marks: 60
Max Time: 3 Hrs

Instruction:

1. Attempt any 5 questions. All questions carry equal marks. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

- Q#1 (a) Define Production Possibilities frontier. How does economic growth influences the production possibilities frontier?
(b) Busyland's Production Possibilities are:

Food (pounds per month)	and	Sunscreen (gallons per month)
150 -----	-----	0
100 -----	-----	100
50 -----	-----	200
0 -----	-----	300

Calculate busyland's opportunity costs of food and sun screen at each output in the table.

- Q# 2 Does the Price mechanism allocate scarce resources efficiently? What economic justification is there for government intervention in resource allocation?
- Q# 3 Can you define and calculate the Price elasticity of demand? What are the main influences on the elasticity of demand that make the demand for some goods elastic and the demand for other goods inelastic?
- Q# 4 Explain the relationship between fixed cost, variable cost and marginal cost. How might firms use these concepts in order to determine what level of output to produce?
- Q# 5 Explain how wages interest and natural resource prices are determined in the resource markets.
- Q# 6 Write short notes on any two of the following:
1. Budget constraint or law of diminishing marginal utility.
 2. Positive and normative economics.
 3. Perfect competition and the monopoly.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012: AFFILIATED COLLEGES
BASIC MATHEMATICS-I BA (H)-321
BS - I

Instructions: Attempt all questions / all questions carry equal marks. Any exchange or use of mobile phone/digital diary is strictly prohibited.

Date: Dec 23, 2012

Time: 3 hrs

Max. Marks: 60

- Q.1.** Calculate the following:
- i.** The domain of the function $f(x) = 14/(8-x)$ is:
 - ii.** $f(x, y) = xy^2 - 3y^2 + 2y^5 + 4xy$
 - iii.** $(x^2 + 4x + 4)/(x+2)$
 - iv.** $(k^2 - 2k + 1) \cdot (k+1)$
 - v.** Find "x" for the proportion; $3:6::5:x$
 - vi.** What is the percentage of $35/60$
 - vii.** What class of function is $\sqrt{(x+4)^2}$
 - viii.** A salesperson sells a product at a loss of 5% of the cost price. If the cost price is Rs.600 per unit, determine the price at which he sold the product.
 - ix.** If Rs. 450,000 is to be distributed in the ratio 1:2:3, what are the three respective shares equal to.
 - x.** The concavity (show graphically) of the parabola represented by the quadratic function $y = 2x^2 - 20x + 10$ and $y = -2x^2 + 60$ is
- Q.2.** (i) On the line passing through (2, 3) and (-5, 6), what is the 'y' co-ordinate of the point where $x=17$
(ii) What is the slope of any line parallel to the given line?
(iii) What is the slope of any line perpendicular to the given line?
(iii) Find the equation of a line parallel to and 5 units above x-axis.
- Q.3.** Determine the solution set for the following system of equations:
- $$\begin{aligned} x+2y &= 8 \\ 2x-3y &= -5 \\ -5x+6y &= 8 \\ x+y &= 7 \end{aligned}$$
- Q.4.** (a) A firm produces three products. Product A requires 5 hours of production time, product B requires 3.5 hours, and product C requires 7.5 hours for each unit produced. If 240 hours are available during the coming week, determine the equation whose solution set specifies all possible quantities of the three products which can be produced using the 240 hours. What are the maximum quantities which could be produced of each product if only one product is produced?
- (b) In a manufacturing product a firm incurs costs of two types. Fixed annual costs of Rs. 250, 000 are incurred regardless of the number of units produced. In addition each unit produced costs the firm Rs.6. If C equals total annual cost in rupees and x equals the number of units produced during a year:
- (i) Determine the function $C=f(x)$ which expresses annual cost
 - (ii) What is $f(0)$, What does this represent
- Q.5 (a).** Convert to base "e" functions: (i) $f(x) = (1.6)^x$ (ii) $f(t) = 10(0.3)^t$
- (b) Solve the following : (i) $4\ln 2x = \ln 2x$ (ii) $3e^{-0.5x} = 10$ (iii) $x^2 \ln x - 9 \ln x = 0$

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
PRINCIPLES OF ACCOUNTING BA (H) – 331
BS – I

Date: December 30, 2012

Max Time: 3 Hrs

Instruction: Attempt ALL questions.

Max Marks: 60

Q#1: On July 31, 2011 Fenton Company had a Cash balance per books of \$ 6,140. The Statement from Jackson Commercial Bank on the date showed a balance of \$ 7,695.80. A comparison of the bank statement with the cash account revealed the following facts.

1. The bank service charge for July was \$ 25.
2. The bank collected a note receivable of \$ 1,500 for Fenton Company on July 15, plus \$ 30 of interest. The bank made a \$ 10 charge for the collection. Fenton has not accrued any interest on the note.
3. The July 31 receipts of \$ 1,193.30 were not included in the bank deposits for July. These receipts were deposited by the company in a night deposit vault on July 31.
4. Company check No. 2480 issued to H. Coby, a creditor, for \$ 384 that cleared the bank in July was incorrectly entered in the Cash payment journal on July 10 for \$ 348.
5. Checks outstanding on July 31 totaled \$ 1,980.10.
6. On July 31 the bank statement showed an NSF charge of \$ 690 for a check received by the company from P. Figura, a customer; on account.

Required:

- a) Prepare the Bank Reconciliation as of July 31, 2011. **(07)**
- b) Prepare the necessary adjusting entries at July 31, 2011. **(03)**

Q#2: The Super Inn opened for business on March 1, 20012. Here is its trial balance before adjustment on March 31. **(12)**

SUPER INN, Trial Balance as on 31 March 2012.

	DEBIT	CREDIT
Cash	\$ 2,700	
Prepaid Insurance	2,400	
Supplies	3,300	
Land	25,000	
Lodge	85,000	
Furniture	22,400	
Accounts Payable		9,200
Unearned Rent Revenue		2,800
Mortgage Payable		50,000
Capital		72,000
Rent Revenue		11,000
Salaries Expenses	3,000	
Utilities	800	
Advertising Expense	400	
TOTAL	<u>145,000</u>	<u>145,000</u>

Data for adjustments:

1. Insurance expires at the rate of \$ 400 per month.
2. An inventory of supplies shows \$ 1,900 of unused supplies on March 31.
3. Annual Depreciation is \$ 4,400 on the lodge and \$ 3,600 on furniture.
4. The mortgage interest rate is 9%. (The mortgage was taken out on March 1.)
5. Unearned rent of \$ 1,300 has been earned.
6. Salaries of \$ 960 are accrued and unpaid at March 31.

Required:

- A. Prepare an Income Statement for ended March 31, 2012
- B. Prepare a Classified Balance Sheet

Q #3: Take Data from **Q #2** above and prepare **Adjusting and Closing** entries in proper General Journal. **(8)**

Q#4: Fine Company Purchased Equipment at a Cost of \$ 650,000, estimated useful life of the equipment was 10 years and salvage Value \$ 50,000 company closes its books of accounts on 31 Dec. each year.

Required:

- A.** Compute and Record in Proper General Journal Depreciation for starting 3 years under following assumptions considered separately. **(08)**
- i. Date of Purchase 1 of Equipment June 2004 and Company uses Straight line Method.
 - ii. Date of purchase of Equipment 1 April 2004 and Company uses Diminishing Balance Method and Rate of Depreciation at 10%
 - iii. Date of Purchase of Equipment 1 Oct 2004 and Company uses Sum of year digit Method.
- B.** Prepare Partial Balance Sheet under Assumption (iii), as on 31 Dec. 2005. **(02)**

Q#5: On Jan 1. 2011 Mr. Philip started his business with Cash investment of \$ 860,000.

Jan 2 He opened a bank account for business by depositing Cash \$ 220,000.

5 He purchased furniture for business from AB Furniture for \$ 25,000 on Cash.

9 He purchased an office computer from GH Computer for \$ 8,000 paid through cheque \$ 5,000 and balance on credit.

15 Purchased Merchandise on Cash for \$ 35,000 and \$ 15,000 on credit from APL Traders.

12 Paid Cash \$ 3,000 to GH against the transaction of 9 Jan.

18 Purchased Merchandise from APL for \$ 20,000 on credit.

23 Sold Merchandise at \$ 30,000 on Cash and \$ 10,000 on credit to ARB.

25 With Cash from Bank \$ 60,000 for the payment of Salaries to employees.

28 Received a cheque from ARB for \$ 8,000 as part payment and deposited into bank on same date.

31 With drew Cash for the payment of House Rent \$ 3,000 from business bank account.

Required:

Record above transaction in proper General Journal and give proper narration with each entry. **(10)**

Q#6: Take data from **Q# 5** post transactions to 'T' accounts and Trial Balance on 31 Jan 2011. **(10)**

End of Paper

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012: AFFILIATED COLLEGES
BUSINESS ENGLISH-I: BA (H) – 301
BS – I

Date: January 6, 2013

Max. Marks: 60

Max Time: 3 hours

INSTRUCTIONS:

1. Attempt ALL questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1- Fill in the following spaces with correct form of verb. 12

1. My friend _____ (drove) his car to the office.
2. Whenever I ____ (went) to the restaurant, I ____ (found) him there.
3. Where ____ (did) our friend go for his meals?
4. How ____ (were) the children?
5. They ____ (shut) the gates at six in the evening.
6. We ____ (swam) in the sea this morning although the water is cold.
7. I ____ (travelled) by air
8. I know she ____ (cried), but why?
9. The boy scouts ____ (camp) on an island for about a week.
10. I ____ (attend) two lectures last week.
11. Why ____ (wasn't) the doctor in his clinic
12. The waitress ____ (served) the meal now.

Q2- Put the most suitable preposition in the following spaces. 10

1. My boss is usually a charming man but _____ times he can be very irritable.
2. Don't intrude ____ a doctor when he is examining someone.
3. I must insist on obedience _____ your supervisors.
4. You can rely ____ a good friend to stand _____ you if you are _____ trouble.
5. New students must be instructed _____ the details of the programme of lessons.
6. Please advise the police _____ any change _____ address _____ your stay.

Q3- Fill in the blanks with correct pronouns 04

1. He is the candidate _____ we all admire.
2. The president _____ answered the letter.
3. We all enjoyed _____ at the picnic.
4. Did you buy the chair _____ you liked?

Q4- Put in *less, more, the most or the least* in the following blanks 09

1. Human beings have ____ advanced homes than wild animals do, but their senses are usually ____ developed.
2. In a desert, ____ valuable commodity is water and ____ useful is sand.
3. Peter is one of ____ superstitious people I know. On Friday the thirteenth he refuses to leave his home.
4. There is a well known saying ' ____ haste ____ speed'.
5. When a country has a large number of unskilled people without jobs, it tends to prefer new industries which are ____ labour intensive although it will still accept industries which are ____ labour intensive.

Q5- Correct the mistakes in these sentences. 05

1. When students cannot decide on their careers , he sometimes takes the wrong type of job at first
2. If there is an atomic war, our future are hopeless.
3. When we reached the beach, we are surprised to see that the sands was white.
4. Two fifths of forty are sixteen.
5. The people who lives near me are farmers

Q6- Complete the following sentences through coordination or subordination 10

1. Although my uncle is not an educated man
2. I heard somebody shout for help
3. If the population of the world continues to expand rapidly
4. We must build large blocks of flat
5. After I had finished my work

Q7- Punctuate the following passage 10

King Francis was a great lover of all kind of sports and one day he and his courtiers nobleman and ladies sat watching wild savage lions fighting each other in the enclosure below amongst the courtiers sat Count de Lorge beside a beautiful and lively lady of noble birth whom he loved and hoped to marry the lions roared and bit and tore each other with savage fury until the king said to his courtiers gentleman we are better up here than down there.

END OF PAPER

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS MATHEMATICS–II BA (H)–322
BS – II**

Instructions:

1. Attempt any FIVE questions/ all questions carry equal marks.
2. Exchange of any stationary items/ calculators and use of Mobile Phone is strictly prohibited.

Date: Dec 18, 2012

Time: 180 minutes

Max Marks: 60

Q.1. Represent the solution to the following function graphically:

(i) $-x + 2y \geq -8$ (ii) $-2x + 6y \leq -24$ (iii) $5x + 2y \leq 20$ and (iv) $3x + 4y \leq 32$ (v) Show graphically the case of an unbounded solution and no solution for LP Problems.

Q.2. Determine $f'(x)$ for the following:

(i) $f(x) = (x^2 - 2)(x - x^3)$

(ii) $f(x) = e^{2x}$

(iii) $f(x) = \ln(3x^2 - 3x + 3)$

(iv) $f(x) = e^x/x$

(v) $f(x) = (10 - x)/(x^2 + 1)$

(vi) Determine the values of x for which $f'(x) = 0$ for the function $f(x) = (2x^2 - 1)^5$ (vii) Find dy/dx for $y = f(u) = 20 - 3u$ and $u = g(x) = 5x - 4$ (viii) Find all higher order derivatives for the function $f(x) = 4x^4 - 5x^5$ (ix) Find the value of 'x' at which the function becomes discontinuous for $f(x) = \sqrt{x+4}$ also find $f'(5)$ (x) Find dy/dx for $y = f(u) = 12 - 5u$ and $u = g(x) = 7x - 9$

Q.3.(a) An LP problem has 15 decision variables, 20 (\leq) constraints, 12 (\geq) constraints and 8 (=) constraints. When rewritten in standard form, how many variables will be included? How many supplemental variables of each type.

Q.3.(b) An object is dropped from cliff which is 1296 feet above the ground. The height of the object is described as a function of time. The function is: $h = f(t) = -16t^2 + 1296$, Where h equals the height in feet and t equals the time measured in seconds from the time the object is dropped.

- i. How far will the object drop in two seconds
- ii. What is the instantaneous velocity of the object at $t=2$ sec

Q.4. Determine the location of all critical points and their nature for the function:
 $f(x) = 3x^2 - 48x + 100$

Q.5. Integrate: (i) $\int (5x^2 - 2x + 1) dx$ (ii) $\int 2xe^x dx$ (iii) $\int (x^2 - 2x)^5 (x-1) dx$

Q.6. Solve the following linear programming problem by the corner point method.

$$\begin{aligned} \text{Maximize } & z = 4x_1 + 8x_2 \\ \text{Subject to } & x_1 + x_2 \leq 20 \\ & 2x_1 + x_2 \leq 32 \\ & x_1, x_2 \geq 0 \end{aligned}$$

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INFORMATION TECHNOLOGY IN BUSINESS BA (H) – 342
BS – II

Date: December 20, 2012

Max Time: 3 Hrs

Max Marks: 60

Instruction:

- 1. Attempt any 4 questions, all carry equal marks. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q-1 What do you meant by Multimedia technology? Describe graphic software that are commonly used in business

Q-2

- (a) What is the role of network switch and router in LAN and WAN connectivity?
- (b) Explain functionality of DSL technology in business

Q-3 Differentiate key characteristics between magnetic storage media and optical media, express which media is more suitable for mass storage

Q-4 Explain most common protocols which are necessary for communication to different types of networks.

Q-5 Write down short notes of the following computer related terminologies:

- | | |
|-----------------------------|---------------|
| a. Firewalls | b. Port |
| c. Direct Data Entry Device | d. IP Address |

Q-6 Write down the distinguishing points between (any Three) of the followings:

- | | |
|------------------------------|--|
| i. LCD and LED Display | iv. Client Server and Peer-to-Pear Network |
| ii. MPEG and JPEG | |
| iii. Intranets and Extranets | |

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
PAKISTAN STUDIES BA (H) – 352
BS – II

Date: December 24, 2012

Max Time: 3 Hrs

Max Marks: 60

Instruction:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. War of independence 1857 was the turning point in our history. Write the causes and effect of war of 1857.
- Q2. What role Aligarh Movement had played for the development of the Muslims of subcontinent?
- Q3. What was the Khilafat movement and how successful was it in meeting its objective?
- Q4. Examine the important political events that took place from 1937 to 1947 in the history of the Indo – Pak subcontinent.
- Q5. Briefly explain the difficulties Pakistan has faced after its establishment?
- Q6. Discuss the history of Indo-Pak relations? What will be the future of both countries? Give your argument.
- Q7. Write note on two of the following:
1. Formation of All India Muslim League.
 2. Quaid-e-Azam's fourteen points.
 3. Major industries of Pakistan.
 4. Problem of Agriculture sector.

END OF PAPER

UNIVERSITY OF KARACHI

FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES

PAKISTAN STUDIES BA (H) - 352

BS - II

Date: December 24, 2012

Max Marks: 60

Max Time: 3 hrs

ہدایات:

- ۱۔ مندرجہ میں سے کسی پانچ سوالات کے جوابات تحریر کیجئے۔ سوال نامہ پر کچھ بھی تحریر نہ کیجئے۔
- ۲۔ موبائل فون یا کوئی بھی بیرونی رابطہ کی اشیاء کی امتحانی مرکز میں اجازت نہیں ہے۔ طلبہ امتحانی مرکز میں داخل ہونے سے قبل ان تمام اشیاء کی بیٹریز کو ان سے علیحدہ کر لیں۔

سوال نمبر ۱: ۱۸۵۷ء کی جنگ آزادی نے ہماری تاریخ کا رخ تبدیل کیا۔ اس جنگ کی وجوہات اور اثرات بیان کریں؟

سوال نمبر ۲: تحریک علی گڑھ نے برصغیر کے مسلمانوں کی ترقی کیلئے کیا کردار ادا کیا، بیاں کریں؟

سوال نمبر ۳: تحریک خلافت کیا تھی اور یہ اپنے مقاصد کس حد تک حاصل کر سکی؟

سوال نمبر ۴: ۱۹۴۷ء تا ۱۹۴۷ء برصغیر میں وقوع پذیر ہونے والے اہم سیاسی واقعات بیان کریں؟

سوال نمبر ۵: پاکستان کے وجود میں آنے کے بعد نئی ریاست کو کیا دشواریاں درپیش تھیں، بیان کریں؟

سوال نمبر ۶: انڈیا اور پاکستان کے تعلقات کی تاریخ بیان کریں اور ان دونوں ممالک کے مستقبل پر اپنے دلائل دیں۔

سوال نمبر ۷: مندرجہ ذیل میں سے کسی دو عنوانات پر مختصر نوٹ تحریر کیجئے۔

(ا) آل انڈیا مسلم لیگ کا قیام

(ب) قائد اعظم کے چودہ نکات

(ج) پاکستان کی اہم صنعتیں

(د) زراعت کے شعبے کے دشواریاں

ختم شد

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
MACRO ECONOMICS BA (H) – 302
BS – II

Date: December 29, 2012

Max Time: 3 Hrs

Max Marks: 60

Instruction:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1: Explain fiscal policy and its tools?
Discuss expansionary and contractionary fiscal policies? (Diagram)
- Q2: Discuss the types of unemployment?
Discuss the classical and Keynes theory of income and employment?
- Q3: Elaborate deficit Financing and it`s sources?
Does Deficit financing lead to inflation?
- Q4: Define investment and it`s types. What are the basic determinants of it?
- Q5: Discuss consumption and saving function?
Discuss marginal propensity to consume and save?
- Q6: What is meant by AD and AS?
Discuss the factors to shift AD and AS (diagram)?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS ENGLISH – II BA (H) – 312
BS – II

Date: December 31, 2012

Max Time: 3 Hrs
Max Marks: 60

Instruction:

1. **Attempt ALL questions. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1- Develop the following topic sentence into a paragraph. (150 words)

'Man's technical progress has far outstripped his moral progress in the past two thousand years...'

Q2- Write an essay on any one of the given topics:

- a) The cost of living in our country is pretty high
- b) Problems of an unemployed person

Q3- Examinations should be abolished because they put too much pressure on students. Discuss.

Q4- Summarize the following passage.

As Greece prepares for the annual migration of tourists to the island of Zakynthos, fresh attempts are being made to save the loggerhead turtle also about to arrive on the Island's sandy beaches. As many as 300,000 visitors are expected this year and it is feared they will eventually drive the turtles away.

The problem lies in the development of the coastal areas around the beaches which serve as the turtles' breeding ground. Marine turtles, which come from as far as away as Malta and Tunisia, have been nesting on the beach for thousands of years. Indeed, the first Greek coin, minted in Aegina in the 6th century BC, bore the image of turtle. Nowadays, Zakynthos has the greatest known concentration of nesting turtles anywhere in the Mediterranean, with 65% of the nests on two small, isolated beaches.

Over the past 10 years, the tourist industry has spawned a plethora of the new hotels and tavernas - some built only yards from the shore - which have caused such interference with the turtles' breeding habits that on the largest beach, Lagana, which stretches 3 1/4 miles along the southern bay of the island, there are now almost no turtles nesting any more. The increasing number of speedboats taking holidaymakers water skiing and paragliding also poses a risk to the nesting turtles, which congregate to the shallow waters in the early evening before coming up to the nest.

Both the World Wildlife Fund and Greenpeace are concerned about the lack of protection and, especially, the ineffectual implementation of the laws. A tourist boycott has been threatened if the new decree is not enforced.

Perhaps a more likely hope lies in the tourists themselves and their ability to influence the tour operators. As more holidaymakers take an active interest in the natural history of the places they visit so it is hoped that operators will begin to see the turtles as an exploitable tourist asset, providing some income for the local residents, while at the same time ensuring the species' continued survival. *Turtle and tourist at loggerheads' by James Sutherland*

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012: AFFILIATED COLLEGES
MONEY & BANKING: BA (H)-431
BS-III

Date: December 17, 2012

Max Marks: 60

Max Time: 3 Hours

Instructions:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Attempt any 5 questions

- Q1: What is an origin of a banking system?
What are the different types of banks?
- Q2: Define Endorsement.
Elaborate the different types of endorsement?
- Q3: Define negotiable instruments and list down its types?
How many different types of letter of credit can be used in trade?
- Q4: Discuss the principles which are considered by a banker while lending?
Define the term euro dollar and near money?
- Q5: In how many ways financial markets can be classified?
What are the components of money and capital market?
- Q6: Differentiate the following terms:
a. Balance of trade and payment
b. Fixed Account and Current Account
c. Reserve or Financial Account, Current and Capital account

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
HUMAN BEHAVIOR BA (H) – 411
BS – III

Date: December 19, 2012

Max Marks: 60
Max Time: 3 Hrs

INSTRUCTIONS:

1. **Attempt any four (4) questions. All questions carry equal marks (i.e. 15 each). Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Discuss and critically evaluate the Psychoanalytic theory of personality.
- Q2. Define Cognition. Discuss the process of assessment of Intelligence.
- Q3. What do you understand by Motivation? Give various theories of motivation.
- Q4. What is Prejudice and how does it originate? Discuss different ways of reducing workplace discrimination.
- Q5. Differentiate between Central and Peripheral Nervous System. Give the role of Autonomic system in stress situations.
- Q6. What is Learning? Describe the process of Classical conditioning in detail.
- Q7. Write short notes on any two of the following:
- a. Attitudes and Group Behaviour
 - b. Memory
 - c. Problem Solving
 - d. Functions of Emotions

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
LOGIC BA (H) – 421
BS – III

Date: December 21, 2012

**Max Marks: 60
Max Time: 3 Hrs**

INSTRUCTIONS:

- 1. Attempt any 5 questions, all carry equal marks. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Define the followings with examples:
- a) Logic
 - b) Obversion
 - c) Conversion
 - d) Contraposition
- Q2. Explain in detail Truth and Validity in logic.
- Q3. Discuss ten famous informal fallacies at length with the help of examples.
- Q4. Define Definition and elucidate the different types of definition with examples.
- Q5. Work out the Traditional Square of Opposition by showing the diagram.
- Q6. Discuss Categorical Syllogism with its defining components. Give examples to indicate the different parts of Categorical Syllogism.
- Q7. What is the significance of language in logic? Elucidate different functions of language.
- Q8. Elaborate all the formal fallacies in detail.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012: AFFILIATED COLLEGES
BUSINESS STATISTICS BA (H)-451
BS – III

Date: December 23, 2012

Max Marks: 60
Max Time: 3 Hrs

INSTRUCTIONS:

1. Attempt any 5 questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q.1(a) Define a Frequency Distribution. What are the steps involved in its preparation? (4)

- (b) The following data are the book values of a random sample of 40 stocks. Prepare a frequency distribution taking Five equal classes. (8)
Compute means of the raw data and of the prepared frequency distribution and compare.

15 11 5 26 15 20 15 16 11 6 26 16 21 16 17 12 7 27 17 22
18 13 9 27 18 22 19 13 29 9 19 13 19 13 23 23 19 14 14 23

Q.2(a) For the following frequency distribution: (8)

Sales (x)	401–420	421–440	441–460	461–480	481–500
No. of days (f)	5	12	17	10	6

- (i) Compute mode of the distribution
 - (ii) Compute first quartile.
 - (iii) Compute the percentage of days when the sales is more than 475.
- (b) If an instructor counts the final examination in a course four times as much as each one-hour examination, what is the average score of a student who received 76 in the final examination and 70, 54, 73, and 67 in four one-hour examinations? (4)

Q.3(a) For the frequency distribution given below, calculate coefficient of variation. (6)

C.I	f
8.0 – 8.9	14
9.0 – 9.9	27
10.0 – 10.9	22
11.0 – 11.9	5
12.0 – 12.9	4
13.0 – 13.9	12
14.0 – 14.9	16

- (b) The number of machine breakdowns per day in a factory is recorded for seven days in each of two months as: (6)

June	4	10	9	0	0	8	3
August	11	4	3	2	3	0	3

Which month exhibits more variability in terms of coefficient of variation?

Please Turn Over

Q.4(a) Define Classical and Empirical approaches of probability. (4)

(b) Two balanced dice are rolled. What is the probability that the sum of dots is at most 7? (4)

(c) The time in minutes which 15 bank account holders spent in a bank branch to get their cheques cashed, are recorded below:

8.6, 5.8, 6.7, 5.2, 6.2, 5.5, 7.5, 5.1, 5.3, 9.9, 5.9, 13.6, 15.2, 10.7, 5.2.

What is the probability that a randomly selected account holder will get his cheque cashed within seven minutes? (4)

Q.5(a) A and B are two dependent events and $P(A) = 0.25$, $P(B) = 0.33$, $P(A \cup B) = 0.43$. Compute $P(A \cap B)$ and $P(B/A)$. (4)

(b) Find k such that $P(x) = k \cdot x^2$ for $x = 1, 2, 3$ is a probability distribution. (8)
Find (i) $E(x)$ and (ii) $V(x)$.

Q.6(a) A random committee of size 3 is selected from 4 men and 2 women. What is the probability that both women will be selected? (4)

(b) A salesman has estimated that the probability of making a sale when calling on a customer is 0.5. If this salesman calls on 6 customers on a given day, what is the probability of making at least 2 sales? (4)

(c) In a steel industry the average number of fatal accidents per month is 0.5. What is the probability that there will be no fatal accident in the next two months? (4)

Q.7(a) A sample of paired observations is given as: (6)

X	7	3	5	6	4	4	6
Y	18	12	16	18	10	13	14

- (i) Determine the Regression equation of y on x .
(ii) Estimate y for $x = 10$.
(iii) Calculate coefficient of correlation.

(b) For the following data, construct Fisher's price index for 2011 (6)

Product	Price		Quantity	
	2010	2011	2010	2011
A	60	71	24	33
B	41	49	18	21
C	12	20	31	34
D	6	13	26	11

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END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS COMMUNICATION – I BA (H) – 441
BS – III

Date: December 30, 2012

Max Marks: 60
Max Time: 3 Hrs

INSTRUCTIONS:

1. Attempt 4 questions, 2 from Section A and 2 from Section B. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

SECTION A

- Q1.
- a. Define process of Communication (08)
 - b. What are the objectives of communication? (07)
- Q2.
- a. Explain the following terms with examples (10)
 - i. Upward flow of communication
 - ii. Downward flow of communication
 - iii. Horizontal flow of communication
 - iv. External flow of communication
 - b. What is You Attitude? What are its benefits? (05)
- Q3.
- a. Name barriers of communication (03)
 - b. Describe any two barriers and also discuss how to overcome these barriers. (12)

SECTION B

- Q4.
- a. Name different parts of a long Business Report (02)
 - b. Define any three types of business reports. (05)
 - c. Describe any four parts of a business report. (08)
- Q5. Assuming that you have graduated from University apply for "Trainee Manager" position in your relevant field in a reputed organization. Draft the following for Human Resources Manager of the organization.
- An effective resume (08)
 - A persuasive unsolicited cover letter (07)
- Q6.
- a. You have recently opened your new office and are eager to have the latest equipments and appliances for the office within the least possible time. Write a letter to the supplier of office equipments and appliances to provide the latest catalogue and prices list. Include details. (07)
 - b. Suppose you are going to introduce your product in the market. Draft a sales letter for your customers. (08)
- Q7.
- a. Assume that you have bought a fax machine. Later on you realized that it is faulty. Write a complaint letter to the shopkeeper. Define the fault in the fax machine and also tell the shopkeeper how much you have suffered because of this problem. Also write the action that you want the shopkeeper to take. (8)
 - b. Write a memo to your staff members informing them about their annual bonus. (07)

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT BA (H) – 461
BS – III

Date: January 6, 2013

Max Marks: 60
Max Time: 3 Hrs

INSTRUCTIONS:

1. Attempt any 6 questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

- Q1 (a) What is management by objectives? What are the main characteristics of this approach? (5)
(b) What is the difference between procedures, rules, and policies? (2)
(c) What is the difference between effectiveness and efficiency? Which is more important for organizational performance? What happens when you have one without the other? (3)
- Q2 (a) What is work specialization? What are the advantages of work specialization?(3)
(b) What is meant by departmentalization? Why and how is departmentalization carried out? (3)
(c) Contrast the advantages of centralization and decentralization, and explain when each is appropriate. (4)
- Q3 (a) Briefly describe the concept of motivation and explain motivation process. (3)
(b) Distinguish between motivators and hygiene factors in Herzberg's Two Factor Theory of Motivation.(4)
(c) Compare and contrast content, process, and reinforcement perspectives on motivation. (3)
- Q4 (a) Explain the difference between programmed and non-programmed decision situations. Choose an organization with which you familiar and identify two programmed and two non-programmed decision situations. (4)
(b) Define decision making. Describe each step in an effective decision making process. (6)
- Q5 Why is an organization's environment so important? Identify and discuss each of the major forces, factors or actors of the general/mega environment. (10)
- Q6 (a) Why is control an important management function? How does it relate to the other management functions? What are three phases of control? (6)
(b) What are the steps in the control process? Which step is likely to be the most difficult to perform? Why? (4)
- Q7 Describe recruiting and selection. What are the major sources of recruit? What are the common selection methods? What is difference between training and development? What is the role of compensation in organization? (10)
- Q8 What is managerial communication? Describe the types, process, and channels of communication. (10)

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS COMMUNICATION-II: BA (H) – 422
BS – IV

Date: December 18, 2012

Max Marks: 40
Max Time: 2 hrs

Instruction:

- 1. Attempt any 5 questions, 2 from Section A and 3 from Section B. Each carries 8 marks. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

SECTION A

- Q1 Define process of communication.
What are the purposes of communication?
- Q2 Explain the flow of communication with in an organization?
Name different parts of a report. Explain any four parts.
- Q3 What is YOU point of view?
What are it's benefits?
- Q4 Name different barriers in communication.
Explain any three in detail.
- Q5 Describe the process of listening.
What are the differences between good listener and bad listener?

SECTION B

- Q6 Suppose you are applying for the post of an Accountant. Write your cover letter and a resume for this job
- Q7 Write a memo to inform your staff members about the yearly bonus.
- Q8 You are a permanent full time employee at an organization, functioning six days a week and are interested in pursuing further education on week-ends. In this regard you require half-day off from work on Saturdays to pursue your aim. Write a letter to your departmental head requesting him to allow you half-day off. Suggest ways to compensate for this time and to complete your assigned work.
- Q9 Write an order letter to a computer dealer ordering fifty computers of different models.
- Q10 Suppose you deal in jackets. Design a sales letter about your product.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
PRINCIPLES OF MARKETING BA (H) – 462
BS – IV

Date: December 20, 2012

Max Marks: 60
Max Time: 3 hrs

Instructions:

- 1. Attempt any 6 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.No.1: Briefly discuss customer relationship management and identify strategies for creating values for customers and capturing value from customers in return?
- Q.No.2: Services marketing are more difficult as compare to tangible goods marketing. Explain in view of services characteristics.
- Q.No.3: Describe the decisions companies make regarding their product line & product mixes.
- Q.No.4: (a) Do you agree that women's clothing is shifting away from shopping goods classification? Explain.
(b) What factors to consider when setting price? Explain.
- Q.No.5: (a) Briefly explain how changes in the technology & economic environment affect marketing decision?
(b) Explain the differences among concept testing and test marketing & give an example of each.
- Q.No.6: Briefly discuss how to design business portfolios & develop growth strategies.
- Q.No.7: (a) Identify the major channel alternatives open to a company & how companies select & evaluate channel members?
(b) Briefly explain the steps in developing effective marketing communication?
- Q.No.8: Briefly explain the following four marketing terms:
i. Direct Marketing.
ii. Chaos Scenario.
iii. Unsought Product.
iv. Derived Demand.
v. Ethnographic Research.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
STATISTICAL INFERENCE: BA (H) – 432
BS – IV

Date: December 22, 2012

Max Marks: 60

Max Time: 3 hrs

Instructions:

1. Attempt ALL questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q.1(a) The waiting time at a certain bank branch is approximately normally distributed with a mean of 10 minutes and standard deviation of 2 minutes. Find the probability that a randomly selected customer has to wait more than 15 minutes.

(b) A random sample of size 25 is taken from a normal population having a mean of 40 units and standard deviation of 8 units. Find the probability that sample mean will lie between 37 and 43 units.

Q.2(a) Define: (i) Null and Alternate Hypotheses (ii) Type I and II Errors.

(b) Draw all possible samples of size 3 without replacement from the population 6, 9, 15, 18, 21

Verify that (i) $E(\bar{x}) = \mu$ and (ii) $V(\bar{x}) = \frac{\sigma^2}{n} \times \frac{N-n}{N-1}$

Q.3(a) The daily production of a company for 12 randomly selected days is given below:

1048, 946, 833, 1265, 1117, 848, 769, 1306, 1082, 968, 812 and 1240 units

Find a 95% confidence interval for the mean production.

(b) Five measurements of the tar contents of a random sample of a certain kind of cigarette yielded: 14.5, 14.2, 14.4, 14.3, 14.6 mg/cig.

At a 0.05 level of significance, test the claim that the average tar content is not more than 14 mg/cig.

Q.4(a) A random sample of 50 non – smokers have a mean life of 66 years with a standard deviation of 8 years, and a random sample of 50 smokers has a mean life of 58 years with a standard deviation of 9 years. Using these sample results can it be concluded at 0.05 level of significance that mean life of non – smokers is greater than the mean life of smokers?

(b) Four techniques, A, B, C, and D, are currently used by business units to forecast demand for their product or service. To find out whether one technique is preferred to any other, a random sample of 200 business units were asked which technique they preferred. There responses are shown below:

A	B	C	D
48	68	45	39

Is there sufficient evidence to indicate that there are differences in the proportions of business units preferring each technique? Use 5% level of significance.

continue page – 2

page – 2

Q.5(a) The data in the following table give the market – share of a product for a given advertising expenditure.

- (i) Find the least squares line of regression to estimate market – share for a given advertising expenditure.
- (ii) Estimate market – share when advertising expenditure is Rs.300,000.
- (iii) Calculate coefficient of determination.

Month	Market Shares (%)	Advertising Expenditure (Rs.0000)
Jan.	15	23
Feb.	17	25
Mar.	13	21
Apr.	14	24
May.	16	26

(b) The following data show average hourly earnings of workers of a corporation:

Years	Earnings
2005	22
2006	23
2007	24
2008	27
2009	29
2010	31
2011	35

Find the equation of the trend line by the method of least squares and forecast earnings for 2015.

Selected Values From Statistical Tables

t values		
d.f.↓	0.025	0.05
4	2.776	2.132
11	2.201	1.796

Normal Areas						
	0.00	0.04	0.05	0.06	0.07	0.08
– 1.8	0.0359	0.0329	0.0322	0.0314	0.0307	0.0301
1.6	0.9452	0.9495	0.9505	0.9515	0.9525	0.9535
1.9	0.9713	0.9738	0.9744	0.9750	0.9756	0.9761
2.5	0.9938	0.9945	0.9946	0.9948	0.9949	0.9951

χ^2 values		
d.f.↓	0.01	0.05
3	11.345	7.815
4	13.277	9.488

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END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANCE: BA (H) – 412
BS – IV

Dated: December 24, 2012

Max Marks: 60
Max Time: 3hrs

Instruction:

1. Attempt ALL questions. Show necessary computations. Do not write anything on the question paper.
2. Use of mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1. A firm is considering two mutually exclusive projects A and B. The investment amount and cash inflows are given below:

Project	Year 0	Year 1	Year 2	Year 3	Year 4
A	-110,000	31,000	40,000	50,000	70,000
B	-110,000	71,000	40,000	40,000	20,000

The projects are equally risky, and the cost of capital is 10%. Which project should you recommend on the base of **NPV** and **IRR** and **WHY**?

Q2.A. Best shoe firm's last paid Rs.4 dividend. This dividend is expected to grow by 5% for next 5 years and then grow forever at constant rate by 7%. Your required rate of return on this stock is 12%. Find current market price at which you are agree to invest in this stock.

B: The Maya corporation has Rs. 400,000 of debt outstanding and it pays an interest rate of 12% annually. The firm's annual sales are Rs.2 million its average tax rate is 25%, and its net profit margin on sales is 5%. The company has plane to borrow further amount of loan from MCB, but MCB lend the money those firms, which has at least 5 times TIE ratio. Does Maya corporation qualify for loan?

Q3.A. Data is given below about the firm

Variable cost per unit	Rs.8
Fixed cost	Rs.50,000
Units Sold	12,000
Price per unit	Rs.20
Total Assets	Rs.600,000
Debt to Equity Ratio	0.6666
Interest rate	10%

- (1) Calculate Degree of operating leverage, financial leverage and Combine leverage.
- (2) Increase in 15% in sales, how much EBIT would you earn?

B. You borrow amount of Rs.1500,000 from HBFC for at rate of 12% for 5 years. Prepare loan amortization table for five years.

Q4. A. Define the following terms; Agency problem, financial leverage, short term solvency.

B. How preemptive rights protect control and capital dilution of current stockholders?

Q5. A. What factors affect on "wealth maximization of the stockholders"? Briefly explain.

B. Increase in debt ratio increase profitability and risk of the firm. Comments on this statement

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR BA (H) – 442
BS – IV

Date: December 29, 2012

Max Marks: 60
Max Time: 3 hrs

Instructions:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1: Define teams and groups?
What are the different stages of group development?

Q2: Define the term motivation?
Explain the Maslow's theory of motivation.

Q3: What is job design?
Explain the various approaches to job design?

Q4: What is the meaning of positive and negative reinforcement?
Discuss the role of money as a reinforce

Q5: What is the significance of O B in an organization?
Discuss the traits of personality

Q6: Define stress?
Explain the causes & consequences of stress.

Q7: Write short notes on the following
Job satisfaction
Formal and Informal Groups
Sensation and perception

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS & LABOR LAW: BA (H) – 452
BS – IV

Date: December 31, 2012

Max Marks: 60

Max Time: 3 hrs

Instructions:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.1 In accordance with the Contract Act, 1872, Express, Implied and Quasi Contracts are the three types of contract as per formation. Explain them.
- Q.2 Define contract of bailment and Pledge. What are the duties and responsibilities of Bailor and Bailee?
- Q.3 As per the Sales of Goods Act 1930, elaborate its essentials. Also distinguish between conditions and warranties.
- Q.4 Define promissory note. Also distinguish between bill of exchange and Cheque. In what ways can cheques be crossed by businessmen?
- Q.5 What are the consequences of non registration of partnership firm? Also briefly describe the "Principles of Holding out" under Partnership Act 1932.
- Q.6 The Factories Act, 1934 lays out provisions for significant role of safety in any factory. Non-compliance of such provisions may cause injuries to workers. Discuss.
- Q.7 Briefly state the following provisions of IRO 2008:
- a) Trade Union
 - b) CBA
 - c) Industrial Dispute
 - d) Lockout and Strike
 - e) Award and Conciliation
- Q.8 Briefly state the following provisions under Payment of Wages Act 1936:
- a) Responsibility of Payment of wages.
 - b) Wage period
 - c) Deduction and fines.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
COST ACCOUNTING BA (H) – 511
BS – V

Date: January 1, 2013

Max Time: 3 Hrs
Max Marks: 60

Instructions:

1. Attempt 4 QUESTIONS where question no 1 is compulsory. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q.1.

	19B	19A
Finished goods	Rs.18,000	Rs.22,000
W.I.P.	7,000	?
Material and supply	8,000	?
Accrued payroll	18,000	26,000
Accounts receivable	22,000	54,000
Accounts payable	12,000	18,000
Sales	400,000	

- 1) All sales are on account
- 2) Material and supplies purchased on account Rs.120,000
- 3) W.I.P. at the end of 19A had Rs.4,000 material Rs.12,000 Direct labour and Rs.6,000 F.O.H. charged to it.
- 4) Account F.O.H. for 19B

Depreciation	3,000
Insurance	4,000
Indirect Labor	4,000
Supplies	1,000
Miscellaneous	10,000

- 5) Gross Profit is 25% of sales
- 6) A/P – is used for the purchase of material and supplies only.
- 7) Material and supplies used Rs.123,000

Required: Using T accounts Compute:

- 1) Material and supplies beginning?
- 2) D. Material used?
- 3) Direct labour ?
- 4) F.O.H.
- 5) Manufacturing cost?
- 6) Cost of goods manufactured
- 7) Cost of goods sold
- 8) Cash paid for payroll
- 9) Cash paid for A/P
- 10) Cash received for A/R.

(Show all the opening inventories).

Q.2. Consider the following data of the Laiq Company for the year 19-1:

Sandpaper	Rs.	2,000	Depreciation-Equipment	Rs.	40,000
Material handling		40,000	Factory rent		50,000
Lubricants and coolants		5,000	Property taxes on equipment		4,000
Overtime premium		20,000	Fire insurance on equipment		3,000
Idle time		10,000	Direct materials purchased		?
Miscellaneous indirect labor		40,000	Direct materials, 12/31/-1		50,000
Direct labor		300,000	Sales		1,200,000
Direct material, 12/31/-0		40,000	Sales commissions		60,000
Finished goods, 12/31/-1		150,000	Sales salaries		100,000
Finished goods, 12/31/-0		100,000	Shopping expenses		70,000
Work-in-process, 12/31/-0		10,000	Administrative expenses		100,000
Work in process, 12/31/01		14,000	Cost of goods sold		850,000

Cont.....

Required:

- 1) Prepare an income statement with a separate supporting schedule of cost of goods manufactured.
- 2) Suppose that both the direct-material and rent costs were related to the manufacturing of the equivalent of 900,000 units. What is the unit cost for the direct material assigns those units? What is the unit cost of the factory rent?

Q.3. a)

Direct materials, introduced at start of process	
Work in process, beginning, 10,000 units, 2/5 completed. (materials, \$5,300, conversion costs, Rs.1,480)	Rs. 6,780
Units completed during March	48,000
Units started during March	40,000
Work in process end	2,000 ½ complete

Required:

If actual material costs added during the month were Rs.22,000 and conversion costs were Rs.18,000, show a summary schedule of cost of production. by FIFO

- b. Introductory process costing, materials introduced at start of process. A certain process incurred Rs.40,000 of production costs during a month. Materials costing Rs.22,000 were introduced at the start of processing while conversion costs of Rs.18,000 were incurred at a uniform rate throughout the production cycle. of the 40,000 units of product started, 38,000 were completed and 2,000 were still in process at the end of the month, averaging one-half complete.

Required: In-step-by step fashion, prepare a production cost report showing cost of goods completed and cost of ending work in process.

Q.4. The Hakim Company manufacturers a product processed through two departments. The process is lengthy, taking two weeks in Department M and ten days in Department S. Miscellaneous data include:

Dept. S, work in process, Dec. 1, 19-0-6,000 gallons	
Dept. M, cost in work in process	Rs.24,000
Materials added in Rs. S in work in process	Rs. 7,500
Conversion cost added in S in work in process	Rs.12,000
Production brought in from Dept. M. during month—30,000 gallons, costing—	Rs.123,000
Materials added in Dept. S in December—	Rs.18,000
Conversion costs added in Dept. S in December—	Rs.62,000
Gallons completed and transferred to finished product—	Rs.32,000
On hand in process in Dept. S at Dec. 31, 19-0-4,000 gallons with 80% of the material added in S, and 30% of the conversion costs of Dept.S	

Required: Compute:

- 1) Unit costs for December, using average cost method, carrying unit costs to four decimals.
- 2) December 31, 19-0, inventory of work in process in Department S.
- 3) Cost of work completed in Department S in December and transferred to finished product.

Q.5.a) The January Idle capacity variance was zero, and the spending variance was Rs.1200, unfavourable. The February Idle capacity variance was Rs.1600, unfavourable, and the spending variance was zero. January overhead was Rs.14,000 for an output of 1600 tons, while Feb. overhead was Rs.11,200, and output was 1200 tons. In March, output was 1800 tons and actual factory overhead was Rs.14,200.

Required: Prepare a columnar analysis, indicating actual budget allowance, applied total variance, spending variance, and idle capacity variance for each month.

- b) The cost record of 2000 units shows 3950 hours of labour costing Rs.17,182. The standard for manufacturing 1 unit are 2 hours, @ Rs.4.25 per hour. Compute labour efficiency and rate variance and pass the entry.

During the month 4000 lb. of material A were purchased at a total cost of Rs.30,000. In addition 2000 lb. were used during the month, the standard quantity allowed for actual production is 1900 lb. and the standard cost per unit is Rs.6.75.

Required Compute M.P.V. and M.Q.V.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
COMMUNITY DEVELOPMENT BA (H) – 531
BS – V

Date: January 7, 2013

Max Time: 3 Hrs

Max Marks: 60

Instructions:

1. Attempt any 4 QUESTIONS, all carry equal marks. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q 1

Define the following terms. [15]

- | | | | | |
|--------------------|---------------------|------------------------------|----------------|------------------------|
| 1. Ascribed status | 2. Enculturation | 3. Bourgeoisie | 4. Bureaucracy | 5. Cultural relativism |
| 6. Cultural lag | 7. Demography | 8. Ego | 9. Peer groups | 10. Reference group |
| 11. Acculturation | 12. Social mobility | 13. Sociological imagination | 14. Bias | 15. Capitalism |

Q 2

Write a comprehensive note on any two of the following; [15]

1. Functions of Primary and secondary social groups in Pakistani society.
2. Relationship of sociology with any four social sciences.
3. Types and functions of social institutions.

Q3 a

Why **Max Weber** is **famous** for, in sociology? Describe Briefly. [3]

b

Looking over the growing application of social sciences in modern societies, in your opinion, being a student of management sciences, into how many **areas of society**, sociology can be **applied** to understand society scientifically? [12]

Q4 a

What is Anthropology? [3]

b

Discuss what do you understand by the term "culture"? What are its various **characteristics** and **norms**? [12]

Q5 a

"Community development workers support individuals, groups and organization on the basis of certain values and principles." Can you **specify** and **explain** any **seven** of such? [7.5]

b

Identify and explain in how many **areas of community**, the program of community development is **applied now a days**. [7.5]

Q6

Discuss various "**perspectives**" or "**schools of thought**" are used in understanding society. [15]

Good Luck

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
ECONOMY OF PAKISTAN BA (H) – 541
BS – V

Date: January 9, 2013

Max Time: 3 Hrs

Max Marks: 60

Instructions:

1. Attempt any 5 QUESTIONS, all carry equal marks. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

- QNo.1) Pakistan economic development depends on industrial, agricultural and financial sectors. Discuss specific contribution of agriculture sector in the economic development of Pakistan?
- QNo.2) What are Major industries of Pakistan? Government of Pakistan has taken various major to improve the industrial backwardness in recent past. Discuss at least eight distinct reforms made in this regard
- QNo.3) Explain why government impose taxes? Describe with the aid of examples, the difference between Direct and Indirect taxes
- QNo.4) Transport and Communication have an important bearing on economic growth discuss
- QNo.5) Mineral, power and forest resources are the foundation of economic development. The main resources of electric generation in our country are Thermal electricity hydel power, nuclear energy and non conventional sources of energy. Briefly explain, source of energy with reference to their potential and capacity
- QNo.6) What are the factors of inflation? How can it be kept under control?
- QNo.7) Write short notes on any **TWO** of the following:
- 1) Balance of Trade
 - 2) Open market operation
 - 3) Literacy ratio and educational policy
 - 4) Functions of stock exchange

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT BA (H) – 551
BS – V

Date: January 11, 2013

Max Time: 3 Hrs

Max Marks: 60

Instructions:

1. Attempt ALL questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q # 1: Find the future values of the following ordinary annuities:

- i. FV of \$ 400 each 6 months for 5 years at a nominal rate of 12 percent, compounded semiannually.
- ii. FV of \$ 200 each 3 months for 5 years at a nominal rate of 12 percent, compounded quarterly.
- iii. The annuities described in part a and b have the same amount of money paid into them during the 5-year period and both earn interest at the same nominal rate, yet the annuity in part b earns \$ 101.60 more than the one in part a over the 5 years. Why does this occur?

Q # 2(a): The Heuser Company's currently outstanding 10 percent coupon bonds have a yield to maturity of 12 percent. Heuser believes it could issue at par new bonds that would provide a similar yield to maturity. If its marginal tax rate is 35 percent, what is Heuser's after-tax cost of debt?

Q # 2(b): Trivoli Industries plans to issue some \$ 100 par preferred stock with an 11 percent dividend. The stock is selling on the market for \$ 97.00, and Trivoli must pay flotation costs of 5 percent of the market price. What is the cost of the preferred stock for Trivoli?

Q # 3: Project S has a cost of \$ 10,000 and is expected to produce benefits (cash flows) of \$ 3,000 per year for 5 year. Project L cost of \$ 25,000 and is expected to produce cash flows of \$ 7,400 per year for 5 year. Calculate the two projects' NPVs, IRRs, MIRR, and PIs, assuming a cost of capital of 12 percent. Which project would be selected, assuming they are mutually exclusive, using each ranking method? Which should actually be selected?

Q # 4: A company currently pays a dividend of \$ 2 per share, $D_0 = 2$. It is estimated that the company's dividend will grow at a rate of 20 percent per year for the next 2 years, and then the dividend will grow at a constant rate of 7 percent thereafter. The company's stock has a beta equal to 1.2, the risk-free rate is 7.5 percent, and the market risk premium is 4 percent. What would you estimate is the stock's current price?

Q # 5: The 10 year, 12 percent semiannual coupon bond, with a par value of \$ 1000, may be called in 4 years at a call price of \$ 1,060. The bond sells for \$ 1,100. (Assume that the bond has just been issued.)

- a. What is the bond's yield to maturity?
- b. What is the bond's current yield?
- c. What is the bond's capital gain or loss yield?
- d. What is the bond's yield to call?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS BA (H) – 561
BS – V

Date: January 14, 2013

Max Time: 3 Hrs

Instruction:

Max Marks: 60

1. Attempt any SIX (6) Questions. Keep to the point and be precise while answering the questions. Un-necessary discussion/write-up may yield negative marks. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Question # 1

Distinguish between the following

- | | |
|--|--|
| (i) Control Unit / Arithmetic Logic Unit | (v) Multi-Programming / Multi-Processing |
| (ii) Internal Memory / External Memory | (vi) Thick(Fat) Clients / Thin(Slim) Clients |
| (iii) RAM / ROM | (w.r.t Client-Server Computing) |
| (iv) E-Mail / Telnet Data Transfer | |

Question # 2

- a) What do we mean by the term I.P. address? Why it is composed of 4(Four) Octates?
- b) What is a peer-to-peer network? Explain briefly
- c) How is network speed measured? How fast can a normal Null Modem cable transfer files?

Question # 3

- a) What is a Network Domain Name? What is the significance of this Domain over the Internet?
- b) What is the main benefit of VPNs compared to dedicated networks utilizing frame relay, leased lines, and traditional dial-up?
- c) What is the relationship between a VPN and an extranet?

Question # 4

- a) Define E-Business and E-Commerce.
- b) Explain the executional frame-work for the Electronic Commerce in practical cases. What is the importance of Business-Intelligence for Electronic Commerce in the Executional Frame-work?
- c) Define Online Processing Transaction Processing (OLTP). What role does OLTP plays in the E-Commerce Businesses?

Question # 5

- a) Explain the following
 - (i) P2S2P system
 - (ii) P2P system
- b) What is the role of Databases in the Electronic Commerce Environment? Define "Database" and "Database Management System" first
- c) Explain briefly what methodology we mean by the term EDI (Electronic Data Interchange)? Was it the old of name E-Commerce? Justify your answer

Question # 6

Differentiate between (any Five) the following:

- a) Direct Electronic Marketing / Indirect Electronic Marketing
- b) Electronic Store / Electronic Shopping Mall
- c) Electronic Distributor / Electronic Broker
- d) Proactive Cyber Marketing / Reactive Cyber Marketing
- e) Global Marketing / Regional Marketing
- f) Online Auctions / Virtual Store Front
- g) Online Investment / Online Stock Trading

Question # 7

- a) Define Change Management (CM). What is the role of CM in E-Commerce?
- b) Define the following:
 - (i) Managing Channel Conflict
 - (ii) Web Portals
 - (iii) Intelligent Agents
 - (iv) Dis-intermediation
 - (v) On-Line Quality Control

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
ENTREPRENEURSHIP BA (H) – 512
BS – VI

Date: January 2, 2013

Max Time: 3 Hrs
Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any SIX questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q. No.1 How an Entrepreneur examine the industry environment with the help of “Michael E. Porter” five factors model.
- Q. No.2 Briefly describe each of the major segments to be covered in a business plan?
- Q. No.3 (a) What are the different modes of environment scanning?
(b) What are the benefits & drawbacks of equity & debt financing? Briefly discuss both.
- Q. No.4 Define “ILO” definition of SME’s and briefly explain the role of SMEs in dispersal of economic activities?
- Q. No.5 (a) How entrepreneurial management differs from professional management style?
(b) What is intellectual property right & how it helpful for entrepreneurial organizations?
- Q. No.6 Most emerging entrepreneurial ventures evolve though a series of marketing stages. What are these stages? Identify and describe each.
- Q. No.7 Differentiate the following:
i. Bootstrapping Vs Business angels.
ii. Mood swings Vs Incongruities
- Q. No.8 Define compensation and how compensation is important for creating value system for an entrepreneur?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
PRODUCTION OPERATIONS & MANAGEMENT BA (H) – 522
BS – VI

Date: January 5, 2013

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.1. Discuss the significance of operation management in business organizations and why it is imperative for business students to have its understanding.
- Q.2. Differentiate between partial and total productivity measurement and also discuss its managerial implications.
- Q.3. Define project management; what tools and techniques are used by project managers in case if a project is large (with numerous activities) and vice versa.
- Q.4. Discuss briefly the approach of work methods adopted by large manufacturing organizations.
- Q.5. Describe/Differentiate the following:
- i. Job enrichment Job shop
 - ii. Group technology layout and fixed position layout
 - iii. Six Sigma and JIT (Just-in-time)
 - iv. Outsourcing and logistics
 - v. Strategic capacity planning and capacity cushion
- Q.6. List the various tools employed in statistical process control and describe any two briefly.
- Q.7. The activity of aggregate planning captures the importance of cross-functional work in today's organizations and involves general management, sales, operations, finance and product development. Elaborate this statement.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
MARKETING MANAGEMENT BA (H) – 532
BS – VI

Date: January 8, 2013

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 5 Questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Discuss the role of marketing planning at the corporate level at the strategic business unit level and at the operational level of management?
- Q2 (a) Briefly explain the importance of total quality management strategies in product differentiation?
(b) Evaluate the advantages & disadvantages of the various forecasting methods.
- Q3 Briefly describe a decision support system and explain the contribution of DSS to effective decision making.
- Q4 How are market segmentation, targeting and positioning interrelate? Illustrate how these three concepts can be used to develop a marketing strategy for FMCG products?
- Q5 (a) Explain how the elements of promotion can be used to support one another in a promotional campaign?
(b) Briefly identify the various pricing strategies and how competition affects pricing activity?
- Q6 Differentiate among conventional & vertical marketing systems and how VMS helpful to overcome channel conflict?
- Q7 (a) Discuss the nature of a service product and explain the four basic characteristics of services?
(b) Briefly explain the role of people, process & physical evidence in service products?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012: AFFILIATED COLLEGES
BUSINESS RESEARCH METHODS BA (H) – 542
BS – VI

Date: January 10, 2013

Max Time: 3 Hrs

Max Marks: 60

Instruction:

1. Attempt any five Questions. Do not write anything on the question paper
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

- Q.1 (a) In context of causal research, discuss causality and degrees of causality.
(b) Discuss the factorial experimental design with elaborative example.
- Q.2 (a) "A balance research proposal is a result of good research design and sample design" Comments the statement critically.
(b) Design a questionnaire containing not more than 20 questions including demographics For following problem statement of XYZ organization which is producing consumer goods. Initial symptom was noted as; consumers prefer taste of competitor's product, Which later on transform into following problem statement:
"Old-fashioned package is influencing taste perception of consumers"
- Q.3 (a) "Administrative errors are the outcome of random sampling error"? Agree or disagree with the statement. Support your justification with logical arguments.
(b) Discuss the response bias in context of survey research.
- Q.4 (a) A survey researcher studying expenditure on men perfumes, wishes to have a 99% confidence interval (Z) and a range of error (E) of less than \$ 4. If the estimate of the standard deviation is \$32, Calculate the sample size (n) . (Z-value at 99% CI is 2.57)
(b) Discuss non probabilistic sampling in detail?
- Q.5 (a) Why validity is one of the standard criteria for good measurement? Discuss various Types of validity.
(b) Differentiate between:
(i) Concept and theory.
(ii) Proposition and hypothesis
- Q.6 Write short note on any **Two** of following:
(i) Theoretical Frame work
(ii) Projective technique
(iii) Direct and contrived observation
(iv) Phases of research process.
(v) Components of Final Report

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
HUMAN RESOURCE MANAGEMENT BA (H) – 552
BS – VI

Date: January 12, 2013

Max Time: 3 Hrs
Max Marks: 60

INSTRUCTIONS:

1. Attempt any Six questions, all carry equal marks. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

- Q-1 What is human resource management? Discuss significance and strategic role of human resource management.
- Q-2 What is the difference between personnel management and human resource management? Describe activities of human resource management. How can effective HRM contribute to profits?
- Q-3 What is recruitment? Describe the advantages and disadvantages of internal recruitment. Differentiate between human resource management and human resource development
- Q-4 Effective human resource management of today's organizations is facing enormous challenges, discuss it. What measures would you suggest to overcome these challenges?
- Q-5 What is training and development? Describe formal and informal training and explain on the job training.
- Q-6 Why are appraisals needed? Who conducts appraisals? Describe methods for appraising performance.
- Q-7 Write a brief note on evolution of human resource management.
- Q-8 Write notes on any two of the following:
- (a) Employee health and safety
 - (b) Motivation and reward system
 - (c) Orientation

= END OF PAPER =

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING; BA (H) – 562
BS – VI

Date: January 14, 2013

Max Time: 3 Hrs
Max Marks: 60**INSTRUCTIONS:**

- **ATTEMPT ALL QUESTIONS. Do not write anything on the question paper.**
- **Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q# 1: The Alpine House Inc. is a large retailer of winter sports equipment. An income statement for the company's Ski Department for a recent quarter is presented below:

The Alpine House Inc. Income Statement – Ski Department for the Qtr ended March 31

Sales	\$ 150,000
Cost of Goods Sold	<u>90,000</u>
Gross Margin	60,000
Selling and Administrative Expenses:	
Selling Expenses	30,000
Administrative Expenses	<u>10,000</u>
Net Operating Income	<u>\$ 20,000</u>

Skis sell on the average for \$ 750 per pair. Variable selling expenses are \$ 50 per pair of Skis sold. The remaining selling expenses are fixed. The administrative expenses are 20% variable and 80% fixed. The company does not manufacture its own skis; it purchases them from a supplier for \$ 450 per pair.

Required:

Prepare a contribution format income statement for the quarter.

For every pair of skis sold during the quarter, what was the contribution toward covering fixed expenses and toward earning profits?

Q# 2: Engberg Company installs lawn sod in home yards. The company's most recent monthly contribution format income statement follows:

	Amount	Percentage of Sales
Sales	\$ 80,000	100%
Variable expenses	<u>32,000</u>	<u>40%</u>
Contribution margin	48,000	<u>60%</u>
Fixed expenses	<u>38,000</u>	
Net operating income	<u>10,000</u>	

Required:

1. Compute the company's degree of operating leverage
2. Using the degree of operating leverage, estimate the impact on net operating income of a 5% increase in sales.
3. Verify your estimate from part (2) above by constructing a new contribution format income statement for the company assuming a 5% increase in sales.

Q#3: The budgeted unit sales of Weller Company for the upcoming fiscal year are provided below:

	1 st Qtr	2 nd Qtr	3 rd Qtr	4 th Qtr
Budgeted unit sales	15,000	16,000	14,000	13,000

The company's variable selling and administrative expenses per unit is \$ 2.5. Fixed selling and administrative expenses include advertising expenses of \$ 8,000 per quarter, executive salaries of \$ 35,000 per quarter, and depreciation of \$ 20,000 per quarter. In addition, the company will make insurance payments of \$ 5,000 in the first quarter. In addition, the company will made insurance payment of \$ 5,000 in the first quarter and \$ 5,000 in the third quarter. Finally, property taxes of \$ 8,000 will be paid in the second quarter.

Required:

Prepare the company's selling and administrative expenses budget for the upcoming fiscal year.

Q#4: Lynch Company manufactures and sells a single product. The following costs were incurred during the company's first year of operations:

Variable Costs per unit:

Manufacturing:

Direct Materials	\$ 6
Direct Labor	9
Variable Manufacturing overhead	3
Variable Selling and Administrative	4

Fixed Cost per year:

Fixed Manufacturing overhead	300,000
Fixed Selling and Administrative	190,000

During the year, the company produced 25,000 and sold 20,000 units. The selling price of the company's product is \$ 50 per unit.

Required:

Assume that the company uses absorption costing and Variable costing

1. Compute the unit product cost under each method mentioned above.
2. Prepare and income statement for the year units under each method mentioned above.

Q#5: Huron Company produces a commercial cleaning compound known as Zoom. The direct materials and direct labor standards for one unit of Zoom are given below:

	Standard Quantity or Hours	Standard Price or Rate	Standard Cost
Direct Material	4.6 pounds	\$ 2.50 per pounds	\$ 11.5
Direct labor	0.2 hours	\$ 12.00 per hour	\$ 2.4

During the most recent month the following activity was recorded:

- a. Twenty thousand pounds of material were purchased at a cost of \$ 2.35 per pound.
- b. All of the material purchased was used to produce 4,000 units of Zoom.
- c. 750 hours of direct labor time were recorded at a total labor cost of \$ 10,425.

Required:

1. Compute the direct material price and quantity variance for the month.
2. Compute the direct labor rate and efficiency variance for the month.

Q#6: Harris Company manufactures and sells a single product. A partially completed schedule of the company's total and per unit cost over the relevant range of 30,000 to 50,000 units produced and sold annually is given below:

	Units Produced and Sold		
	30,000	40,000	50,000
Total Costs:			
Variable Costs	\$ 180,000	?	?
Fixed Costs	<u>300,000</u>	<u>?</u>	<u>? .</u>
Total Costs	<u>\$ 480,000</u>	<u>?</u>	<u>? .</u>
Cost per unit:			
Variable cost	?	?	?
Fixed cost	<u>? .</u>	<u>? .</u>	<u>? .</u>
Total cost per unit	<u>?</u>	<u>?</u>	<u>?</u>

Required:

1. Complete the schedule of the company's total and unit costs above.
2. Assume that the company produces and sells 45,000 units during the year at a selling price of \$ 16 per unit. Prepare a contribution format income statement for the year.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
CONSUMER BEHAVIOR BA (H) – 601
BS – VII

Date: January 1, 2013

Max Time: 3 Hrs

Max Marks: 60

Instructions:

- 1. Attempt any 5 questions, all carry equal marks. Support your answer with examples. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 How is store choice affected by the perceived risk of a purchase? What is meant by social risk? How does it differ from financial risk?
- Q2 Are fear appeals always effective in changing attitudes? Why? When a two sided message likely to be more effective than a one sided message?
- Q3 Determine the primary benefits that might be sought by consumers of the following products:
- a. Hair coloring
 - b. Mouthwash
 - c. Barbecue grill
 - d. Bread
- Q4 How is lifestyle segmentation useful in developing promotion campaigns?
- Q5 Relate one of your experiences where post purchase outcomes significantly influenced your future behavior.
- Q6 Define culture. Why is the study of culture important to the markets?
- Q7 Write notes on the following:
- a. Psycho – graphic segmentation
 - b. Personality theories and consumer behavior

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM: BA (H) – 611
BS – VII

Date: January 04, 2013

Max. Time: 3 Hrs
Max Marks 60

Instructions:

- 1. Attempt FIVE questions, where Q1 is compulsory. Do not write anything on question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Question # 1

ARM is the world's leading semiconductor intellectual property supplier. ARM was founded in 1990 and now has offices around the world. ARM's main technology is its microprocessor which is at the 'brain' of most modern gadgets. More than 8 billion ARM processors will be shipped in 2011 by its partners. Technology from ARM is used in 95% of the world's mobile phone handsets and virtually all tablet computers, all smart phones, digital cameras, set top boxes and digital televisions.

ARM does not manufacture or sell the actual finished products. More than 600 licenses are sold to more than 200 companies. ARM then receive royalties for each of these licenses. With more than 15 billion chips manufactured. ARM has a diverse global workforce. Its 2,050 employees work across 30 sites in 15 countries. Employees come from a wide range of backgrounds from over 50 nationalities.

Arm is developing online portal for providing support to its supply chain partners, vendors, employees and customers. The portal will include online support for placement of different orders (to the partners), online verification of current status of the manufacturing product which is being ordered by a specific customer (placed to the partners), online verification of place (if the shipment has left the factory of the specified partner company), online auctioning etc. the services provided at the portal are being charged by the customers, vendors and partners as pay per transaction and the services provided to different categories remain intact as long as they clear the previous transaction fee (with in a week).

- a) Explain why ARM has outperforming rest of the companies in market.? Why the role of M.I.S. in the afore case study is important for ARM? What role could it play in the success and Market capturing of the boot sector by the ARM?
- b) What changes would you recommend to ARM strategy? Why? Would you recommend they introduce a sub-branded micro-processor line? How could M.I.S. be useful in evaluating the recommendations?

(Cont...)

Question # 2

- a) Managerial decisions are grouped as, (a) Strategic decision (b) Tactical decision (c) Operation decision, what role the M.I.S can play in the strongly bonding the three management levels? And making it feasible for all levels to coordinate without interfering their regular scheduled tasks.
- b) (With reference to part a) what is the primary role of M.I.S. in the automated generation of alternatives for the semi-structured problems? Justify your answer.

Question # 3

- a) Business process re-engineering is the primary activity that is being performed while implementing the information systems in the organization(s), How the "customized" SOP (standard Operating Procedures) can be re-engineered to be implemented in the organizational ERP?
- b) How the Manual Information is supposed to handle the different Environmental elements that are interacting with the organization? What disadvantages Manual I.S. would have if compared with automated one?

Question # 4

Differentiate between

- 1) Physical system / virtual system
- 2) Open System / Closed System
- 3) Strategic / Tactical /Operational Advantage
- 4) Virtual / Hybrid Sales
- 5) Internet / web
- 6) Outsourcing / In-house development
- 7) Viruses / Worms
- 8) Spyware / Trojans
- 9) Intranet / Extranet
- 10)Pre-Written application Software / Custom application Software

Question # 5

- a) What Transaction Processing System are supposed to do? How they could be of any use to the management in an organization?
- b) Management Level Influences relative emphasis on Management functions, how Management Information System is supposed to support this scenario?

Question # 6

- a) What is the difference between data, information and knowledge?
- b) What is meant by the term Business Intelligence (B.I.)? How important business intelligence activity is for information systems? What role could B.I. plays in CBIS?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS ETHICS BA (H) – 621
BS – VII

Date: January 7, 2013

**Max Time: 3 Hrs
Max Marks: 60**

Instructions:

- 1. Attempt ALL Questions. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.1 Differentiate between Corporate Social Responsibility and Corporate Social Responsiveness also identify and discuss the two strategic approaches to stakeholder pressure.
- Q.2 Explain the various sources of organizational weaknesses also define social audit outlining its fundamental objectives.
- Q.3 Define/Differentiate the following:
(i) Ethics, Business Ethics, Ecological Ethics
(ii) Transactional leadership and Transformational leadership
(iii) Environmental injustice
- Q.4 (a) Describe conflict of interest and the condition that raises it.
(b) Discuss the philosophy of utilitarianism and Egoism.
- Q.5 (a) Discuss the areas of producer's responsibility.
(b) When does a person become morally responsible for an injury.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
STRATEGIC MANAGEMENT BA (H) – 602
BS – VIII

Date: January 2, 2013

Max Time: 3 Hrs

Max Marks: 60

Instruction:

- 1. Attempt any 6 questions. Start each question on a new page. Do not write anything on the question paper.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. What is strategic management? What are the parts of the strategic management process? How are these parts interrelated? Why is strategic management important?
- Q2. What is competitive advantage? Why is it important? What is globalization and what impact does it have on managing strategically? Differentiate between vision and mission. Describe components of a mission statement.
- Q3. What are the differences between the general environment and the specific environment? How external environment can offer threats or opportunities to an organization? Explain economic, demographic, political, legal, and technological forces that can influence the performance of management.
- Q4. What is corporate strategy? Explain growth strategies in detail.
- Q5. Explain why strategy implementation is more difficult than strategy formulation? Why organizational structure is so important in strategy implementation? Describe how to modify an organizational culture to support new strategies.
- Q6. What is an internal analysis? How is it different from an external analysis? Explain Porter's five competitive forces model in detail.
- Q7. What are various functional strategies? Describe BCG growth share matrix, including how it is used, the four cells, and its advantages and drawbacks.
- Q8. Describe a strategy evaluation framework. Explain why strategy evaluation is complex, sensitive, and yet essential for organizational success.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INTERNATIONAL BUSINESS BA (H) – 612
BS – VIII

Date: January 4, 2013

Max Time: 3 Hrs

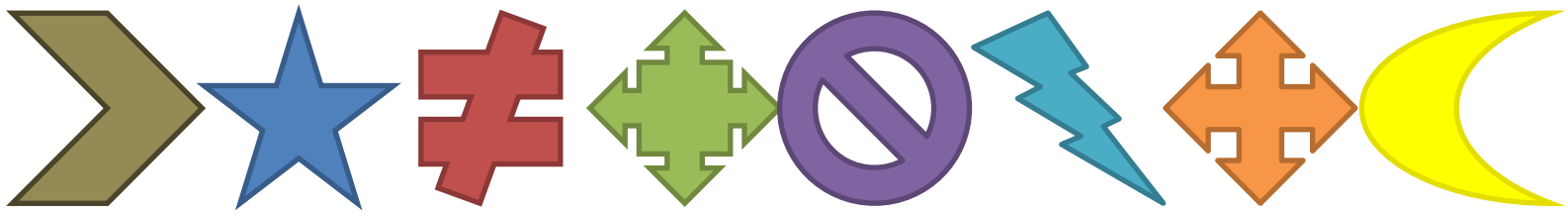
Max Marks: 60

Instructions:

- 1. Attempt any 4 questions. Answer must be given relevant and to the point.**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Define each of the following terms
- a) Multinational Corporation
 - b) Exchange rate
 - c) Fixed exchange rate system; floating exchange rates
 - d) Trade deficit
 - e) Exchange rate risk.
- Q2
- a) If the French franc depreciates against U.S. Dollar, can a dollar buy more or fewer French francs as a result.
 - b) If the United States imports more goods from abroad than it exports, foreigners will tend to have a surplus of U.S. dollar. What will this do to the value of the dollar with respect to foreign currencies?
- Q3
- a) Why do U.S. corporations build plants abroad when they could build them at home?
 - b) Should firms require higher rates of return on foreign projects than on identical projects located at home? Explain.
- Q4
- a) Does interest rate parity imply that interest rates are same in all the countries?
 - b) Why might purchasing power parity fail to hold?
- Q5 Write short note on any **Two** of the following:
- a) The role of international monetary system
 - b) The Gold standard
 - c) IMF
 - d) Foreign Exchange Market.

END OF PAPER



A   I  L  I  T  E D  C O L L O G E S

B S F I A L

E X A M I N A T I O N

P A P E R S

D  C  E  M  B  E  R  2  0  1  2

