

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
BUSINESS ENGLISH – I; BA (H)–301
BS – I**

Date: June 12, 2015

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

Instruction: Attempt all Questions.

Q1- Connect the following sentences while using the linking words. (08)

- 1- Susan is going on a diet. she wants to loose weight.
- 2- She is saving money.she is planning to buy a car.
- 3- David started eXercise . his doctor told him to.
- 4- My uncle's condition is getting worse.he has taken medicine.

Q2- Change the voice of the following. (10)

- 1- Anna hits the ball.
- 2- John will clean the room every saturday.
- 3- One may accomplish anything with a little effort.
- 4- The child was made to drink the milk.
- 5- Five hamburgers must have been eaten by the man.

Q3- State whether the following sentence is a sentence fragment or not. (06)

- 1- Some of the students working in professor charles's laboratory last semester.
- 2- The reader is not left waiting for another word.
- 3- To deal with the stress building up in his head ,as he slogged through the difficult chemistry test.
- 4- I worked from morning until night.
- 5- Although it seemed to have stopped snowing suddenly.
- 6- There is nothing wrong with the structure of this sentence.

Q4- Using the verbs given in bracket, rewrite the following sentences. (10)

- 1- I (start) studying two hours ago.
- 2- Someone is (ring) the door bell.
- 3- I (send) a letter to my friend in America.
- 4- A camel (drink) enough water to last for several days.
- 5- I (do) the homework myself.

Q5- Insert the correct preposition in the spaces given. (08)

- 1- We met many friends ___ our way home.
- 2- The little boy couldnt part ___ his dog.
- 3- Can you send some food ___ your neighbours.
- 4- ___ the way he talks , i think he is an australian.
- 5- She is capable ___ doing something great.
- 6- The student was confident ___ the result of the examination.
- 7- She was born ___ 2004.
- 8- The song was written ___ madona .

Q6- Convert the following simple sentences into complex and compound complex sentences.(10)

- 1- The company plans to market the product overseas.
- 2- I looked for mary and samantha at the bus station .
- 3- I like pumpkin pie.
- 4- He will shop at the store this weekend.
- 5- I love simple sentences.

Q7- Read the passage below and punctuate it correctly.(08)

almost all of the people in the room the actress the old banker the busy socialite and the senior government officials were shocked when the news came through they had been taken hostage each one of them thought it can not be happening to me the feeling did not sink in immediately the fact was not that they had been taken hostage but the fact that it was a party they had attended as a goodwill gesture to help a friend yet it proved to be the biggest setback of their lives the actress started panicking she paced the room up and down all the while murmuring to herself this agitated the banker one of us will get killed if the women doesnt check her emotions he thought

END OF EXAM PAPER

College Name: _____

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KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
MICRO ECONOMICS; BA (H)-311
BS – I

Date: June 5, 2015

Max Time: 120 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 3 questions. Do not write anything on the question paper.**
- 2. 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.2: Explain the following statements with reasons, briefly

- (a) An increase in demand means people will be willing to pay a higher price for a given quantity.
- (b) Indifference curve can intersect each other
- (c) In case of complementary goods demand curve shifts downward to left.
- (d) Demand curves shows the prices people will pay for various possible quantities.

Q.NO.3:

- (a) What is the relationship between MPP (marginal physical product) and MC (marginal cost) curve? Why are they so related?
- (b) What is the relationship between APP (average physical product) and AVC (average variable cost) curve? Why are they so related?
- (c) What is the relationship between MC (marginal cost), AVC (average variable cost) and ATC (average total cost) curves? Why are they so related?

Q.NO.4: What would effect on equilibrium price and quantity if

- (a) demand increases and supply remain unchanged
- (b) demand and supply both increase
- (c) demand increases and supply decreases

Q.NO.5: Explain the fallacies in each of the following statements.

- (a) Average costs are minimized when marginal costs are at their lowest points.
- (b) Because fixed costs never change, average cost is a constant for each level of output.
- (c) Average cost is rising whenever marginal cost is rising.
- (d) A competitive firm will produce output up to the point where price equals average variable cost.
- (e) A firm's shutdown point comes where price is less than minimum average cost.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED
AS AN ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
BASIC MATHEMATICS-I; BA (H)-321
BS - I**

Date: June 1, 2015

**Max Time: 1.5 Hrs
Max Marks: 40**

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper.**
- 2. 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. Solve $6x^2 - 5x - 4 \geq 0$

Q.2. Solve the system graphically

$$\begin{aligned}x + y &= -1 \\3x + 5y &= 1 \\x - y &= -5\end{aligned}$$

Q.3. A university football team has to play a match with other team, the other team has agreed to play the game for guaranteed fee of Rs. 500,000 plus 20% of gate receipts, assume that the ticket price is Rs. 50.

- (i) How many tickets must be sold in order to get Zero profit.
- (ii) If 40,000 tickets must be sold, what ticket price would allow the university to earn the profit Rs. 750,000/=.

Q.4. Solve $x^2 \ln x^2 - 5x \ln x = 12 \ln x$

Q.5. An investment of Rs. 500,000/= is made which earn profit at the rate of 8% per year, determine the total amount after 8 years If profit is calculated on the basis of.

- (i) Compound calculated two times in a year
- (ii) Compounded continuously
- (iii) When amount becomes 4 times

END OF EXAM PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Page 1 of 2

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
PRINCIPLES OF ACCOUNTING; BA (H)-331
BS - I**

Date: June 3, 2015

Max Time: 2 Hrs

Max Marks: 40

INSTRUCTIONS:

1. Attempt all questions. Do not write anything on the question paper.
2. 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 From the following Trial Balance of Muneeb Traders prepare Income Statement for the year ended 31-3-2015 and the Balance Sheet as on that date:

Debit Balance	Rs.	Credit Balance	Rs.
Purchases	196,000	Sales	424,000
Wages	42,000	Capital	220,000
Inventory 1-4-2014	50,000	Accounts Payable	70,000
Printing	34,000	Returns	4,600
Insurance Paid (upto 30-9-2015 for 1 year)	4,400	Loan	36,000
Salaries	64,000	Rent received	6,400
Carriage Inwards	20,000		
Stationery	28,000		
Advertising	24,000		
Building	70,000		
Machinery	120,000		
Accounts receivable	60,000		
Returns	4,000		
Cash in hand	4,600		
Patents	40,000		
Total	761,000		761,000

Adjustments:

- i. Closing Stocks valued at Rs. 52,000.
- ii. Outstanding Expenses are: Wages Rs. 3,600, Salaries Rs. 7,600, and Printing Bill Rs. 2,400.
- iii. Depreciate Machinery at 10% p.a on cost.
- iv. Patents are to be revalued on 31-3-2015 at Rs. 36,400.
- v. Rent earned Rs. 3,000

Q.4 On 1st April, 2008, Zaheer Engineering Co. Ltd. Purchased secondhand machine for Rs. 800,000 and spent Rs. 200,000 on its installation.
The residual value at the end of its expected useful life of 4 years is estimated at Rs. 400,000. On 30th September, 2010, this machine was sold for Rs. 500,000. Depreciation is to be charged according to Straight Line Method.

Required:

- Pass necessary journal entries and prepare Machinery Account and Depreciation Account for first three years assuming that the accounts are closed on 31st march every year.

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Q.5: In June 2014, Scott organized a crop dusting business. The Company, a sole proprietorship, called Scott Crop Dusting began operations immediately. Transactions during the month of June were as follows:

- June 1: Scott deposited \$60,000 cash in a bank account in the name of the business.
- June 2: Purchased a crop-dusting aircraft from Utility Aircraft for \$225,000. Made a \$45,000 cash down payment and issued a note for the remaining balance.
- June 4: Paid Woodrow Airport \$2,500 to rent office and hangar space for the month.
- June 15: Billed customers \$8320 for crop dusting services rendered during the first half of June.
- June 18: Paid Hannigan’s hangar \$1890 for maintenance and repair services.
- June 25: Collected \$4910 of the amounts billed on June 15.
- June 30: Billed customers \$16450 for crop dusting services rendered during the second half of the month.
- June 30: Received a memo from marketing department which enclosed a requisition of services of \$9800 to be provided in July.
- June 30: Paid salaries to employees \$6000.
- June 30: Received a fuel bill from Henry’s Feed and Fuel for \$2510 of aircraft fuel purchased during the month. This amount is due by July.
- June 30: Scott withdrew \$2000 cash from the business for personal use.

Required:

- Prepare journal entries, general ledger and trial balance for the month of June.

Q.6: Prepare bank reconciliation statement and adjusting entries. Carson reports the following information concerning cash balances and cash transactions for the month of September.

- 1- Cash balance as per bank statement as of September 30 was 20893.25
- 2- Two debit memoranda accompanied the bank statement one for \$10 was for service charges for the month the other for 64.6 was attached to an NSF cheque from A.Smith.
- 3- Included with the bank statement was \$69 credit memorandum for interest earned on the bank account in September.
- 4- The paid cheques returned with the September bank statement disclosed an error in Carson’s cash records. Check no. 851 for \$77.44 telephone expense had erroneously been listed in cash payment journal as \$44.77.
- 5- A collection charge for \$26(not applicable to Carson) was erroneously deducted from the account by the bank.
- 6- Cash receipts of September 30 amounting to \$585.25 were mailed to the bank too late to be included in the September bank statement.
- 7- Checks outstanding as of September 30 were as follows: no. 860 for \$151.93, no.867 for \$82.46 and no. 869 for \$123.61.
- 8- The cash account showed the following entries during September:

		Cash	
Sep 1	Balance b/d	18,341.82	
Sep30	Month’s receipts	14,441.58	Sep 30 Month’s Payments 11,598.63

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS; BA (H)-341
BS – I**

Date: June 8, 2015

Max Time: 1.5 Hrs

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 4 questions. Do not write anything on the question paper.**
- 2. 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: Organizing is one of the most important aspects of management. Elaborates its important with the help of various steps involved in organizing process.

Q.2: Compare the different components of promotional mix on the basis of their advantages and disadvantages.

Q.3: Describe the characteristics which a risk must meet in order to be declared as an insurable risk?

Q.4: Discuss different tactics of union and management upon which they try to compete.

Q.5: Write about the tasks which you are supposed to perform as a production manager of a well-known manufacturing company.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

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Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
ISLAMIC STUDIES; BA (H)-351
BS - I**

Date: June 10, 2015

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

1. Attempt any 05 questions. Do not write anything on the question paper.
2. 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.

ہدایات:

۱ مندرجہ ذیل سوالات میں سے کسی بھی پانچ کے جوابات تحریر کیجئے۔ سوالنامے پر کچھ بھی تحریر نہ کیجئے۔

۲ موبائل فون یا کوئی بھی بیرونی رابطے کی اشیاء کی امتحانی مرکز میں اجازت نہیں ہے۔ طلباء امتحانی مرکز میں داخل ہونے سے قبل ان تمام اشیاء کی بیٹریز کو ان سے علیحدہ کر لیں۔

Q.1: In the light of aforementioned verse explain that the religion of Islam is the best and comprehensive religion for the ultimate success of humanity. Also describe its significance.

سوال ۱: ”ان الدین عند اللہ الاسلام“، ”پیشک اللہ کے نزدیک دین تو صرف اسلام ہی ہے“۔ پیش کردہ آیت کی روشنی میں واضح کیجئے کہ انسانیت کی فلاح و بقا کیلئے دین اسلام ہی بہترین اور جامع دین ہے۔ نیز اس کی اہمیت اور افادیت بھی بیان کیجئے؟

Q.2: Describing the status of women in Islam, give a comparative account of women rights between Islam and west?

سوال ۲: اسلام میں عورت کا مقام بیان کرتے ہوئے اسلام اور مغرب کے حقوق نسواں کا تقابلی جائزہ پیش کیجئے؟

Q.3: In the light of verse no. 8 and 9 of Surah Mumtahina describe the rights of Non-Muslims in Islam?

سوال ۳: سورہ ممتحنہ کی آیت نمبر ۸ اور ۹ کے خصوصی حوالے سے اسلام میں غیر مسلموں کے حقوق و فرائض بیان کیجئے؟

Q.4: In the light of above mentioned hadith, explain the importance of Halal earning and hardships in labour work.

سوال ۴: ”اَلْكَاسِبُ حَبِيبُ اللّٰهِ“ پیش کردہ حدیث کی روشنی میں کسب حلال اور محنت مزدوری کی اہمیت واضح کیجئے؟

Q.5: In the light of above mentioned verse give a comparative study of Islamic and western systems of trade?

سوال ۵: ”اِحْلِ اللّٰهُ الْبَيْعَ وَحَرَّمَ الرِّبَا“ یعنی اللہ تعالیٰ نے تجارت کو حلال اور سود کو حرام قرار دیا ہے۔ آیت بالا کی روشنی میں اسلامی نظام تجارت اور مغربی نظام تجارت کا ایک تقابلی جائزہ پیش کیجئے؟

Q.6: Write a detailed note on Seeratunabi (S.A.W)?

سوال ۶: لقد کان لکم فی رسول اللہ اسوۃ حسنہ۔ آیت بالا کی روشنی میں سیرت النبی ﷺ پر ایک جامع مضمون تحریر کیجئے؟

Q.7: Prove that the last sermon of Holy Prophet Muhammad (S.A.W) is the first charter of human rights.

سوال ۷: خطبہ حجۃ الوداع میں بیان کردہ احکامات کی وضاحت کیجئے نیز ثابت کیجئے کہ یہ خطبہ انسانیت کا پہلا منشور حقوق انسانی ہے؟

Q.8: Discuss and describe the political, social and ethical effects of Islam taken place on the people of subcontinent?

سوال ۸: برصغیر پاک و ہند کے لوگوں پر پڑنے والے اسلام کے سیاسی، سماجی اور اخلاقی اثرات تحریر کیجئے؟

END OF EXAM PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

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Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2015; AFFILIATED COLLEGES
MACROECONOMICS; BA (H)-302
BS-II**

Date: June 11, 2015

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 03 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.2: Answer the following questions?

- a) What is the difference between intermediate goods & final goods and services?
- b) Why are the imports subtracted when GDP is calculated in expenditure approach?
- c) Why the national income is measured at factor prices and not at market prices?
- d) Why do you think households' purchase of new housing is included in the investment components of GDP rather than the consumption component?

Q.3: What are fallacies in each of the following statements?

- a) Expansionary monetary policy results in increased interest rates.
- b) The aggregate demand curve is downward sloping because higher average price levels directly reduce our purchasing power by making goods and services more expensive.
- c) A decrease in national saving necessarily results in an equivalent decline in investment
- d) When tax collections rise during economic prosperity, they prevent the economy from slowing down.

Q.4: Derive IS curve. What are the factors which shift IS curve?

Q.5: What is the difference between monetary policy and fiscal policy, and how are they related?

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2015; AFFILIATED COLLEGES
BUSINESS ENGLISH – II; BA (H)–312
BS–II

Date: June 13, 2015

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

1. Attempt ALL questions. Do not write anything on the question paper.

Q1- Write an essay on any one of the following topic. (15)
(a) Marketing strategies adopted plays a very major role in the selling of goods or ideas.
(b) The world of business is greatly affected by the electronic and print media.

Q2- Read the given paragraphs and state which one is more coherent and properly organized. Also state its main idea. (15)

A) "There are three principal reason why people commit crimes. The first of these is that they may be career criminals who have made an active choice to make their living illegally. A second reason relates tothe environment they grew up in a possible illustration of this is if they have been subject to peer grouppressure at an early age to join a gang that terrorized the neighborhood. Finally it is sometimes argued that genetic factors play a role and that some people cannot be blamed for their criminal actions becausethey are naturally predisposed to commit crimes."

B) "It is possible to argue that more effective education would work for a decrease in the crime rate and that prison is an ineffective deterrent. People who argue in favor of prison often claim that it is notonly the most appropriate way to punish offenders, it also prevents crimes from being committed. For example, many young people join gangs at an early age due to peer group pressure and they are led intoa life of crime in later life because of the choices they made when they were younger.

Q3- Developing the following topics sentence into a well-organized and a meaning full paragraph.(15)
Education is important in lowering crime rates.

Q4- Summarize the following passage.(15)
Buying things today is so simple. Just enter a shop, say a book store, choose the desired book and pay for it. Long ago, before the invention of money, how did people trade?
The most primitive way of exchange should be the barter trade. In this form of transaction, people used goods to exchange for the things that they had in mind. For instance, if person A wanted a book and he had a spare goat, he must look for someone who had the exact opposite, that is, that someone, say person B, must have a spare book of person A's choice and is also in need of a goat. Having found such a person, the problem does not end here. A big goat may worth not only one book, hence person B may have to offer person A something else, say five chickens. However, he runs the risk of person A rejecting the offer as he may not need the chickens. The above example clearly illustrates the inefficiency of **barter** trading.
Many years later, the cumbersome barter trade finally gave way to the monetary form of exchange when the idea of money was invented. In the early days, almost anything could qualify as money: **beads**, shells and even fishing hooks. Then in a region near Turkey, gold coins were used as money. In the beginning, each coin had a different denomination. It was only later, in about 700 BC, that Gyges, the king of Lydia, standardized the value of each coin and even printed his name on the coins.
Monetary means of transaction at first beat the traditional barter trade. However, as time went by, the thought of carrying a **ponderous** pouch of coins for shopping appeared not only troublesome but thieves attracting. Hence, the Greek and Roman traders who bought goods from people faraway cities, invented checks to solve the problem. Not only are paper checks easy to carry around, they discouraged robbery as these checks can only be used by the person whose name is printed on the notes. Following this idea, banks later issued notes in exchange for gold deposited with them. These bank notes can then be used as cash. Finally, governments of today adopted the idea and began to print paper money, backed by gold for the country's use.
Today, besides enjoying the convenience of using paper notes as the mode of exchange, technology has led man to invent other means of transaction too like the credit and cash cards.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2015; AFFILIATED COLLEGES
BUSINESS MATHEMATICS-II; BA (H)-322
BS-II

Date: June 2, 2015

Max Time: 1.5 Hrs
Max Marks: 30

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. Find $f'(x)$ using limit approach $f(x) = \frac{1}{x^3 + 1}$

Q.2. Solve the following L.P. Problem by Corner Point Method

$$\begin{array}{ll} \text{Maximize} & z = 8x_1 + 4x_2 \\ \text{Subject to} & 3x_1 + x_2 \leq 40 \\ & 2x_1 + x_2 \leq 32 \\ & x_1, x_2 \geq 0 \end{array}$$

Q.3. Find $f'(x)$ and $f''(x)$ if $f(x) = \frac{(3x^3 + 4x)}{e^{4x}}$

Q.4. Determine value of x for which $f(x) = 2x^3 - \frac{5x^2}{2} - 4x + 10$ is
(i) an increasing function (ii) a decreasing function

Q.5. Integrate $\int \frac{12x^3 - 4x^2 + 7x - 8}{6x^2 - 5x - 4} dx$

END OF EXAM PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

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College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING; BA (H)-332
BBA – II**

Date: June 6, 2015

Max Time: 2 Hrs

Max Marks: 30

INSTRUCTIONS:

1. Attempt any 4 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

**Sharp Company
Comparative Balance Sheet**

	December 31	
	2013	2012
Cash	Rs 54,000	Rs 36,000
Accounts receivable, net	53,000	57,000
Inventory	161,000	123,000
Land	180,000	285,000
Building	300,000	300,000
Accumulated depreciation	(75,000)	(60,000)
Equipment	1,565,000	900,000
Accumulated depreciation	(177,000)	(141,000)
	Rs2,061,000	Rs1,500,000
Accounts payable	Rs 202,000	Rs 150,000
Bonds payable	450,000	-0-
Capital stock, Rs 10 par	1,125,000	1,125,000
Retained earnings	284,000	225,000
	Rs2,061,000	Rs1,500,000

Additional Data:

1. Net income for the year amounted to Rs 104,000.
2. Cash dividends were paid amounting to 4% of par value.
3. Land was sold for Rs 120,000.
4. Sharp sold equipment, which cost Rs 225,000 and had accumulated depreciation of Rs 90,000, for Rs 105,000.

Required: Prepare a statement of cash flows using the indirect method.

Q.2 On December 31, 2011 Berry Corporation sold some of its product to Flynn Company, accepting a 3%, four-year promissory note having a maturity value of Rs 500,000 (interest payable annually on December 31). Berry Corporation pays 6% for its borrowed funds. Flynn Company, however, pays 8% for its borrowed funds. The product sold is carried on the books of Berry at a manufactured cost of Rs 310,000. Assume Berry uses a perpetual inventory system.

Required:

- (a) Prepare the journal entries to record the transaction on the books of Berry Corporation at December 31, 2011.
- (b) Make all appropriate entries for 2012 on the books of Berry Corporation.
- (c) Make all appropriate entries for 2013 on the books of Berry Corporation.

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Page 2 of 2

- Q.3** Jones Company was formed on December 1, 2011. The following information is available from Jones's inventory record for Product X.

	<u>Units</u>	<u>Unit Cost</u>
January 1, 2012 (beginning inventory)	1,600	Rs 18.00
Purchases:		
January 5, 2012	2,600	Rs 20.00
January 25, 2012	2,400	Rs 21.00
February 16, 2012	1,000	Rs 22.00
March 15, 2012	1,800	Rs 23.00

A physical inventory on March 31, 2012, shows 2,200 units on hand.

- Required:** Prepare schedules to compute the ending inventory at March 31, 2012, under each of the following inventory methods:

- (a) FIFO.
- (b) LIFO.
- (c) Weighted-average.

Show supporting computations in good form.

- Q.4** The information below relates to Milton Company's trading securities in 2012 and 2013.

- (a) Prepare the journal entries for the following transactions.

January 1, 2012	Purchased Rs 300,000 par value of GLF Company bonds at 97 plus accrued interest. The bonds pay interest annually at 9% each December 31. Broker's commission was Rs 3,000.
September 1, 2012	Sold Rs 150,000 par value of GLF Company bonds at 94 plus accrued interest. Broker's commission, taxes, and fees were Rs 1,500.
September 5, 2012	Purchased 5,000 shares of Hayes, Inc. common stock for Rs 30 per share. The broker's commission on the purchase amounted to Rs 2,000.
December 31, 2012	Make the appropriate entry for the GLF Company bonds.
December 31, 2012	The market prices of the trading securities at December 31 were: Hayes, Inc. common stock, Rs 31 per share; and GLF Company bonds, 99. Make the appropriate entry.
July 1, 2013	Milton sold 1/2 of the Hayes, Inc. common stock at Rs 32 per share. Broker's commissions, taxes, and fees were Rs 1,000.
December 1, 2013	Milton purchased 600 shares of Ramirez, Inc. common stock at Rs 45 per share. Broker's commission was Rs 500.
December 31, 2013	Make the appropriate entry for the GLF Company bonds.
December 31, 2013	The market prices of the trading securities at December 31 were: Hayes, Inc. common stock, Rs 34 per share; GLF Company bonds, 98; and Ramirez, Inc. common stock, Rs 47 per share. Make the appropriate entry.

- (b) Present the financial statement disclosure (balance sheet and income statement) of Milton Company's transactions in trading securities for *each* of the years 2012 and 2013. Appropriate financial statement subheadings must be disclosed.

- Q.5** Described below are certain transactions of Larson Company for 2012:

- On May 10, the company purchased goods from Fry Company for Rs 75,000, terms 2/10, n/30. Purchases and accounts payable are recorded at net amounts. The invoice was paid on May 18.
- On June 1, the company purchased equipment for Rs 90,000 from Raney Company, paying Rs 30,000 in cash and giving a one-year, 9% note for the balance.
- On September 30, the company discounted at 10% its Rs 200,000, one-year zero-interest-bearing note at First State Bank.

Required:

- (a) Prepare the journal entries necessary to record the transactions above using appropriate dates.
- (b) Prepare the adjusting entries necessary at December 31, 2012 in order to properly report interest expense related to the above transactions. Assume straight-line amortization of discounts.
- (c) Indicate the manner in which the above transactions should be reflected in the Current Liabilities section of Larson Company's December 31, 2012 balance sheet.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED
AS AN ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
INFORMATION TECHNOLOGY IN BUSINESS; BA (H)-342
BBA – II**

Date: June 7, 2015

Max Time: 2 Hrs

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 3 questions. Do not write anything on the question paper.**
- 2. 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-01 Enlist the differentiating points between following with suitable examples and diagrams

- a) Vector and Raster image format
- b) Client Server Network and Peer-to-Peer Network

Q-02

- a) Describe how does MS-Excel is used for financial modeling?
- b) Briefly explain the special feature of presentation program(PPT) that are being used in professional environment

Q-03 Illustrate how does Internet works? Enlist the major applications of Internet. Also explain how we can protect e-mails by an annoying person?

Q-04 Write down short notes on the followings with relevant examples:

- a) Cybercrime
- b) Windows Media Video (WMV)
- c) Asymmetric digital subscriber line (ADSL)

Q-05 Write down the distinguishing points between the following:

- a) Windows and Linux
- b) LCD and LED display
- c) Internal Bus and External Bus

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
PAKISTAN STUDIES; BA (H)-352
BBA – II**

Date: June 9, 2015

Max Time: 1 Hrs

Max Marks: 30

INSTRUCTIONS:

1. Do not write anything on the question paper.
2. 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.

ہدایات:

۱۔ 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۔

Q4. Write short answers on any 06 of the following questions:

سوال ۲۔ مندرجہ ذیل میں سے کوئی چھ سوالات کے مختصر جوابات تحریر کریں۔ [۳۰]

1. When did partition of Bengal take place? Write the causes of partition.
(۱) تقسیم بنگال کب ہوئی؟ تقسیم کے اسباب تحریر کریں؟
2. What were the demands of Shimla deputation?
(۲) شملہ وفد کے کیا مطالبات تھے؟
3. What were the efforts of Shah Wali Ullah in reforming Muslim society?
(۳) شاہ ولی اللہ نے مسلم معاشرے کی اصلاح کے لئے کیا جدوجہد کی؟
4. What was the Nehru report? Write important points.
(۴) نہرو رپورٹ کیا تھی؟ اہم نکات لکھیں۔
5. Briefly explain Faraidi movement.
(۵) فراہی تحریک کی مختصر اوضاحت کریں۔
6. What was the role of Aligarh in the awakening of the Indian Muslims?
(۶) ہندوستانی مسلمانوں کو بیدار کرنے میں علی گڑھ کا کیا کردار تھا؟
7. Define Kashmir problem with its background.
(۷) مسئلہ کشمیر کو پس منظر کے ساتھ بیان کریں۔
8. What are the main causes of terrorism in Pakistan?
(۸) پاکستان میں دہشت گردی کے بنیادی اسباب کیا ہیں؟

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
HUMAN BEHAVIOR; BA (H)-411 (PART B)
BBA – III**

Date: June 03, 2015

**Max. Time: 90 Mins
Max. Marks: 30**

SHORT QUESTIONS ANSWERS

INSTRUCTION

Attempt any Ten Questions All Questions Carry Equal Marks (Answer should not more than 4 to 5 lines)

Q.No.1.What is stress, how does it affect us according to Hans Selye?

Q.No.2.Briefly describes the Psychodynamic approach to personality?

Q.No.3.What is the cognitive arousal theory of emotion?

Q.No.4.What does relatively permanent means? And how does experience change what we do?

Q.No.5.What was the basic ideas of structuralism and functionalism, and who were the important people in those early fields?

Q.No.6.What is the important characteristics of attitude?

Q.No.7.Briefly explain the role of cognitive dissonance in changing human attitude?

Q.No.8.How do people get their values from?

Q.No.9.What is the four elements of observational learning?

Q.No.10.Briefly explain the role of selective perception for designing marketing campaign?

Q.No.11.Briefly explain the Cannon Bard theory of emotion?

Q.No.12.What is the four important strategies for coping stress?

Q.No.13.Briefly explain drive reduction approach to understanding motivation?

Q.No.14.What are the different types of motives?

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
LOGIC; BA (H)–421 (PART B)
BBA – III**

Date: June 05, 2015

**Max Time: 100 Mins
Max Marks: 40**

INSTRUCTIONS:

- 1. Attempt any 4 questions, all carry equal marks. Do not write anything on the question paper.**
- 2. 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 the significance of logic in the contemporary business world.
- Q2. Define definition along with its constitutive components. Elucidate the different types of definitions.
- Q3. Expound Categorical Syllogism with its defining components. Give examples to indicate the different parts of Categorical Syllogism.
- Q4. Illustrate fallacy. Differentiate formal fallacy with informal fallacy. Discuss any four formal fallacies with the help of examples.
- Q5. Define the followings with examples:
- a) Contraposition
 - b) Coverision
 - c) Obversion
 - d) Validity

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015 AFFILIATED COLLEGES
MONEY AND BANKING BA (H) – 431
BS – III**

Date: June 1, 2015

Max Time: 80 Min

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper.**
- 2. 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 "B"

Q.2: Differentiate between any 04 of the following terms:

- | | |
|--|---|
| a) Capital market and money market | b) common stock and preferred stock |
| c) Corporate bonds and municipal bonds | d) credit card and debit card |
| e) Primary market and secondary market | f) depository and non-depository institutions |

Q.3: Attempt any four questions (answers not exceed 6-8 lines)

- a) How does the Central bank act "the lender of last resort?"
- b) "Insanity and insolvency render a cheque dishonored" why?
- c) For whom are saving account suitable and why?
- d) How will you prove that "security exchange" create continuous liquid market.
- e) How can deflation controlled by bank reserve ratio requirement

Q.4: What do you understand by following term, .

briefly explain:

- a) Basel agreement I & II
- b) Mudarabah
- c) KYC requirements
- d) Dividend warrants

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Page 1 of 2

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
BUSINESS COMMUNICATION-I; BA (H)-441 (PART B)
BBA – III**

Date: June 12, 2015

**Max. Time: 90 Mins
Max. Marks: 40**

III. GIVE BRIEF ANSWERS TO THE FOLLOWING QUESTIONS. ANSWERS MORE THAN **03**
LINES WILL NOT BE CONSIDERED FOR CHECKING / MARKING (20)

1. Why is a subject line more important in an e-mail than in any letter?
2. Highlight at least one difference between a CV and resume.
3. Why is it suggested to put the request, or the topic of the request, in the subject line for direct request?
4. Nonverbal communication is very commonly misinterpreted. Why?
5. Highlight the difference between formal and informal report.
6. Explain how spatial arrangements act as nonverbal communication?
7. How does a 'title page differ from a title fly'?
8. Discuss the criteria of effective business writing.
9. What is the purpose of writing an annual report?
10. Differentiate between a solicited and unsolicited sales letter?
11. How would you explain euphuism?
12. In which situation would an oral channel be most suitable?
13. How can you evaluate your message?
14. When should a chronological resume be used?
15. How does an index differ from a table of content?
16. What would be the best way to pass a bad news to peers and subordinates?
17. Today letters are mostly de-sexed. Give at least three examples of how can a letter be de-sexed.
18. Why does a credit refusal message require to be more tactful then other refusal messages?
19. What is the use of an appendix in a report?
20. What should be the basic approach in writing a claim message?

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Page 2 of 2

- IV. DO AS DIRECTED. GIVE BRIEF ANSWERS TO THE FOLLOWING QUESTIONS. ANSWERS MORE THAN **07** LINES WILL NOT BE CONSIDERED FOR CHECKING / MARKING (20)
1. What are the writing stages and what are the steps in which a writer can simplify the work?
 2. Define and differentiate between a letter and a memo.
 3. Explain the communication process (only explain do not draw the model)? Discuss at least three barriers that may hinder written communication.
 4. Highlight the points that can make our presentations most liked?

END OF SUBJECTIVE

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
BUSINESS STATISTICS; BA (H)-451 (PART B)
BBA – III**

Date: June 8, 2015

Max. Time: 1 Hr

Max. Marks: 30

INSTRUCTIONS:

1. Attempt any 3 questions. Do not write anything on the question paper. **TABLES ARE NOT REQUIRED.**
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) Calculate Coefficient of variation for the following data:
2,4,6,8,1,9,12

- b) Under what conditions?
- i) Correlation coefficient = Regression coefficient
 - ii) Standard deviation = Mean Deviation = Quartile Deviation = Range
 - iii) Mean = Median = Mode
 - iv) Mean = Median = Mode = GM = HM
 - v) Standard deviation = Mean Deviation = Quartile Deviation = Range = 0

Q2 Following data represents the weight of the box and coins and number of coins in a box.

Number of coins	X	10	20	30	40
Combined Weight of box and coins	Y	312	509	682	865

Given that $n = 4$ $\Sigma X = 100$ $\Sigma XY = 68360$ $\Sigma X^2 = 3000$

- a) Calculate regression line y on x
b) Estimate the weight of the coin and the box.
- Q3 a) For the following choose the answer and give reason if, in frequency distribution length of each class interval increases then
- i) Number of classes a) Increases b) decreases c) remains same
 - ii) Frequency in each class a) Increases b) decreases c) remains same
 - iii) Accuracy of the data a) Increases b) decreases c) remains same
 - iv) Total frequencies a) Increases b) decreases c) remains same
- b) For an index number $\Sigma p_0 q_0 = 2000$ $\Sigma p_n q_0 = 2200$
Calculate relevant weighted aggregative index number.

Q4 The following table represents the hypertension and smoking habit of 180 individuals.

	Non Smokers	Moderate Smokers	Heavy Smokers
Hypertension	25	35	32
No Hypertension	44	27	17

One persons is picked at random from this group, find the probability that

- i) The person is a heavy smoker
- ii) The person is a non smokers given that the person has no hypertension
- iii) The person is a moderate smokers given that the person has hypertension
- iv) If two persons are picked at random calculate the probability that both are non smokers

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
PRINCIPLES OF MANAGEMENT; BA (H)-461 (PART A)
BBA – III**

Date: June 10, 2015

Max. Time: 90 Mins

Max. Marks: 30

Q-2 The statements given below are wrong. Why? Give reasoning. (any four) **12**

- a) A company can pursue 'growth strategy' both internally and externally
- b) Autocratic leaders are always the most effective leaders
- c) Strategic planning can be done at corporate level only.
- d) Micro environment of a bank would same for a retail store (like Metro)
- e) There exists no relationship between Human Resource Management and staffing

Note : explanation of reasoning for each statement must not exceed half page of your answer script

Q-3 Do you agree or disagree with the given statements? justify your choice (any two) **06**

Note : for each statement your answer must not exceed one page of your answer script

- a) management should be seen as a system
- b) in order to survive and grow every organization has to become a 'learning organization'
- c) Planning means defining goals and future organizational performance and deciding on the tasks and use of resources needed to attain them

Q-4 Write short notes on any 4 of the following: **12**

- a) Management by Objectives
- b) Central planning departments
- c) Delegation
- d) Importance of vision statements
- e) Entropy
- f) Bounded rationality
- g) Departmentalization
- h) Virtual Network Approach to departmentalization

END OF EXAM PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
INTRODUCTION TO BUSINESS FINANCE; BA (H)-412 (PART B)
BBA – IV

Date: June 09, 2015

Max Time: 1.5 Hrs
Max Marks: 30

INSTRUCTIONS:

1. Attempt any 4 questions. Do not write anything on the question paper.
2. 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 Green Grocers is deciding among two mutually exclusive projects. The two projects have the following cash flows:

Year	Project A Cash Flow	Project B Cash Flow
0	-\$50,000	-\$30,000
1	10,000	6,000
2	15,000	12,000
3	40,000	18,000
4	20,000	12,000

The company's cost of capital is 10 percent (WACC = 10%). What is the net present value (NPV) of the project with the highest internal rate of return (IRR)?

Q.2 Bates Motors has the following information for the previous year: Net income = \$200; Net operating profit after taxes (NOPAT) = \$300; Total assets = \$1,000; and Total net operating capital = \$800. The information for the current year is: Net income = \$500; Net operating profit after taxes (NOPAT) = \$400; Total assets = \$1,300; and Total net operating capital = \$900. What is the free cash flow for the current year?

Q.3 A company has the following balance sheet. What is its net operating working capital?

Cash	\$ 10	Accounts payable	\$ 20
Short-term investments	20	Accruals	30
Accounts receivable	30	Notes payable	<u>20</u>
Inventory	<u>40</u>	Current liabilities	70
Current assets	100	Long-term debt	30
Net fixed assets	<u>80</u>	Common equity	10
		Retained earnings	<u>70</u>
Total assets	<u>\$180</u>	Total liab. & equity	<u>\$180</u>

Q.4 You have recently been hired to improve the performance of Multiplex Corporation, which has been experiencing a severe cash shortage. As one part of your analysis, you want to determine the firm's cash conversion cycle. Using the following information and a 365-day year, what is your estimate of the firm's current cash conversion cycle?

- Current inventory = \$120,000.
- Annual sales = \$600,000.
- Accounts receivable = \$157,808.
- Accounts payable = \$25,000.
- Total annual purchases = \$365,000.
- Purchases credit terms: net 30 days.
- Receivables credit terms: net 50 days.

Q.5 You have just bought a security which pays \$500 every six months. The security lasts for ten years. Another security of equal risk also has a maturity of ten years, and pays 10 percent compounded monthly (that is, the nominal rate is 10 percent). What should be the price of the security that you just purchased?

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Student Name: _____ Father's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015
STATISTICAL INFERENCE; BA (H)-432 (PART B)
BBA – IV**

Date: June 6, 2015

Max. Time: 60 Mins

Max. Marks: 30

INSTRUCTIONS:

1. Attempt all questions. Do not write anything on the question paper.
2. 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. Give reason why

- i) Chi square test of independence is always a right tail test.
- ii) If a hypothesis is rejected at 10% then it will also be rejected at 5%, but vice versa is not always true.
- iii) Simple Random Sampling is suitable technique to samples when the population is homogeneous.
- iv) The sign of Regression and correlation coefficient is same.
- v) Why type I error is increases when type II error decreases.

Q2. Mr. Brown and Mr. Green work at the same office and live next door to each other. Each day they leave for work together but travel by different routes. Mr. Brown maintains that his route is quicker, on the average, by atleast 4 minutes. Both men time their journey in minutes over a period of 10 weeks. The results obtained were:

Mr Brown	n= 50	mean=21 min	Standard deviation = 10.24 min
Mr Green	n= 50	mean=24 min	Standard deviation = 7.84 min

Assume normal distribution and that they have common population variance. Test at 5% level whether Mr Brown claim's can be accepted.

Table value (1.645)

Q3. Calculate the equation of regression line y on x for the following distribution:

X	25	30	35	40	45	50
Y	78	70	65	58	48	42

Is it possible to calculate from the equation you have just found

- a) An estimate for the value of x when $y=54$?
- b) An estimate for the value of y when $x=37$?

In each case if the answer is "YES" calculate the estimate, if the answer is "No" give reason why not.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
ORGANIZATIONAL BEHAVIOR; BA (H)-442 (PART B)
BBA – IV**

Date: June 11, 2015

Max Time: 1.5 Hrs

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 7 questions. Answers must not exceed to 6 lines of answer scripts.**
- 2. Do not write anything on the question paper.**
- 3. 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.**

Q2. How does organizational behavior differ from human resource management?

Q3. How does sensation differs from perception?

Q4. How does the study of personality help an understanding of OB?

Q5. Does motivation come from within a person or is it a result of the situation?

Q6. Compare and contrast formal and informal groups.

Q7. How does one become an effective team leader?

Q8. How are power and politics related?

Q9. Describe some advantages and disadvantages of conflict.

Q10. Resistance to change is an irrational response. Do you agree or disagree? Give some comments.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
BUSINESS & LABOR LAW; BA (H)-452 (PART B)
BBA – IV**

Date: June 13, 2015

Max Time: 120 Mins

Max Marks: 30

INSTRUCTIONS:

1. **Attempt any 05 questions. answer precisely (to the point) with details. Do not write anything on the question paper.**
2. **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: Distinguish between Sale and Agreement to Sell? Define Unpaid Seller and his/her rights.

Q.2: What are the aims and objectives of Factories Act 1934? Define the powers of Factory Inspector.

Q.3: Define Industrial Dispute. How to redress an individual's grievances under Industrial Relations Act?

Q.4: What are the consequences of breach of contract? How to compensate for loss or damage caused by breach of contract? Explain with at least 02 (two) illustrations.

Q.5: a) When promise is not bound to perform reciprocal contract? Explain.
b) How Communication Acceptance and Revocation of the proposal is completed?

Q.6: a) How to appoint a Commissioner? give a full account of his/her powers.
b) Define permanent and partial disablement under Workmen's Compensation Act 1923.

Q.7: a) How to register a firm? Define the process with procedure.
b) What are the consequences of Non-registration of a firm? Explain.

Q.8: Define **Any 5** of the following terms:

- | | |
|-------------------|------------------------|
| a) Appeal. | d) Indemnity. |
| b) Adolescent. | e) Pledge. |
| c) Consideration. | f) Voidable Agreement. |

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Student Name: _____ Father's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION MAY 2015
PRINCIPLES OF MARKETING; BA (H)-462 (PART B)
BBA – IV**

Date: June 2, 2015

Max. Time: 90 Mins

Max. Marks: 30

INSTRUCTIONS:

- 1. Attempt any 06 questions, all carry equal marks. (Answer should not more than 7 to 10 lines). Do not write anything on the question paper.**
- 2. 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 are the steps involved in developing an effective communication?
- Q.2. What is the market / product expansion grid?
- Q.3. What is meant by De-marketing?
- Q.4. What are the core marketing concepts?
- Q.5. Who are laggards and early adopters in adoption of innovations?
- Q.6. Define public; also explain major types of public?
- Q.7. What is meant by Price .What factors should be considered while setting Price?
- Q.8. Describe the classification of consumer products?
- Q.9. Write down any five reasons of "why would a producer use wholesalers rather than selling directly to consumers or retailers"?

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

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College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
COST ACCOUNTING; BA (H)-511 (PART B)
BBA – V**

Date: June 16, 2015

**Max Time: 90 Mins
Max Marks: 30**

INSTRUCTIONS:

- 1. Attempt All questions. Do not write anything on the question paper.**
- 2. 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 Isogen Corporation manufactures a product in three departments. The product is cut out of lumber in the Cutting Department, then transferred to the Planning Department where it is shaped and certain parts purchased from outside vendors are added to the unit, and finally transferred to the Finishing Department where it is primed, painted, and packaged. Since only one product is manufactured by the company, a process cost system is used. The company adopted the average cost flow assumption to account for its work in process inventories. Data related to September operations in the Planning Department follow:

Units in beginning inventory	3,000	
Units received from the Cutting Department this period	7,500	
Units transferred to Finishing Department this period	8,500	
Units in ending inventory (75% materials, 50% labor and overhead)	2,000	
	Beginning	Added
Costs charged to the department:	<u>Inventory</u>	<u>This Period</u>
Costs from the preceding department	\$15,500	\$63,250
Materials	7,800	20,700
Direct labor	3,200	16,750
Factory overhead	9,975	39,900

Required: Prepare a September cost of production report for the Planning Department.

Q.2 During June, the following transactions took place at the Cassandra Corp.

June	3	Purchased materials, \$30,000.
	5	Requisitioned materials from inventory, \$20,000 (75% of these were direct; 25% were indirect). Direct materials of \$3,000 and indirect materials of \$1,000 were for Job 00-1. The remainder were for Job 00-2.
	7	For Job 00-2, returned \$150 of direct materials and \$200 of indirect materials.
	8	Recorded liabilities for payroll: direct labor, \$15,000 and indirect labor, \$5,000. Of the direct labor cost, 60% was for Job 00-1; the remainder was for Job 00-2.
	10	Incurred other factory overhead costs, \$20,000 (all applicable to Jobs 00-1 and 00-2).
	14	Applied overhead at the rate of 200% of direct labor cost to Jobs 00-1 and 00-2, which were completed and transferred to finished goods account today.

Required: Assuming that Jobs 00-1 and 00-2 were the only jobs during the period and that all overhead (as recorded above) is the total applicable overhead for these projects:

- (1) Prepare a job order cost sheet for each job.
- (2) Determine the difference between applied and actual overhead for the month.

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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Page 2 of 2

Q.3 a) Myerson Inc. produces video cameras. The direct labor cost of one camera is \$200, and the total manufacturing cost is \$650. The overhead cost of one camera is two-thirds as large as its conversion cost.

Required:

- (1) Compute the conversion cost per unit.
- (2) Determine the factory overhead cost per unit.
- (3) Determine the direct materials cost per unit.

b) The following information relates to Department 1 of Ruiz Company for the fourth quarter. The total overhead variance is divided into three variances: spending, variable efficiency, and volume.

Actual total overhead (fixed plus variable)	\$178,500
Budget formula	\$110,000 + \$.50 per hour
Total overhead application rate	\$1.50 per hour
Actual hours worked	121,000

Required: What was the spending variance in this department during the quarter?

Q.4 A partial listing of costs incurred at Boylen Corporation during March appears below:

Direct materials	\$181,000
Utilities, factory	\$10,000
Sales commissions	\$69,000
Administrative salaries	\$99,000
Indirect labor	\$32,000
Advertising	\$75,000
Depreciation of production equipment	\$28,000
Direct labor	\$120,000
Depreciation of administrative equipment	\$49,000

Required:

- (1) What is the total amount of product cost listed above? Show your work.
- (2) What is the total amount of period cost listed above? Show your work.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
ENVIRONMENTAL STUDIES; BA (H)-521 (PART B)
BBA – V**

Date: June 18, 2015

Max Time: 100 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 6 questions. Do not write anything on the question paper.**
- 2. 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. Name the major threats to biodiversity and write brief note about any one.
- Q2. What will be possible consequences of Global Warming and Climate Change?
- Q3. Define any 05 of the following terms.
- | | |
|-----------------------------|----------------------------|
| a) Anthropogenic activities | e) Environmental Ethics |
| b) Hydrosphere | f) Sustainable Development |
| c) Habitat | g) Environment |
| d) Abiotic Resources | h) Atmosphere |
- Q4. What is moral extentionism and how it can be related to environmental ethics?
- Q5. What role can you play as a graduate of Business Administration in the management of environment?
- Q6. Write any two types of air pollutants?
- Q7. How can we prevent water pollution?
- Q8. Briefly explain the role of safe disposal of waste for building good corporate image.
- Q9. Briefly explain the role & function of EPA (Environmental Protection Agency)

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
COMMUNITY DEVELOPMENT; BA (H)-531 (PART B)
BBA – V**

Date: June 20, 2015

**Max Time: 1.5 Hrs
Max Marks: 30**

INSTRUCTIONS:

- 1. Attempt any 3 questions. Do not write anything on the question paper.**
- 2. 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. Briefly comment the following statements,
- a) Sociology is the scientific study of social relationship. Explain
 - b) Ethnocentrism is the habit of every group of taking for granted the superiority of its culture.
 - c) Institutions are systems of social relationship for meeting various felt human needs.
- Q2. In what ways the basic assumptions of conflict perspective differ from functionalism? Discuss with concrete reasons.
- Q3. "A group of people having a sense of belonging to place of residence creates a sentiment of community". Discuss with characteristics of rural community.
- Q4. Carefully distinguishes between the following pairs with examples.
- a) Cultural lag and cultural diffusion
 - b) Folkways and mores
 - c) Gemeinschaft and Gesellschaft by Tonnies
 - d) Ethnology and Ethnography
- Q5. Evaluate the role of culture in the development of human personality. Illustrate your answer with examples.
- Q6. Identify factors hampering socio-cultural change in Pakistani society. Discuss with examples.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
ECONOMY OF PAKISTAN; BA (H)-541
BBA – V**

Revised Date: June 29, 2015

**Max Marks: 30
Max Time: 30 Min**

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper.**
- 2. 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: Why farmers produce low per hectare yield production? (03 Marks)
- Q2: How lack of credit and capital causes low production? (03 Marks)
- Q3: Mention the alternative sources of energy in Pakistan? (05 Marks)
- Q4: What role does the of foreign Investment play in the Industrial development of Pakistan? (03 Marks)
- Q5: What is Privatization? Elaborate its impact on industrial sector. (03 Marks)
- Q6: How a country can run an overall balance of payments deficit or surplus? (03 Marks)
- Q7: Give a brief account of the impact of China Pakistan Economic Corridor on the following sectors of our economy: (10 Marks)
- a) Transport:
 - b) Energy:
 - c) Industry:
 - d) Employment/Labor

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED
AS AN ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
FINANCIAL MANAGEMENT; BA (H)-551 (PART B)
BBA – V**

Date: June 25, 2015

Max Time: 90 Mins
Max Marks: 30

INSTRUCTIONS:

1. Attempt any 4 questions. Do not write anything on the question paper.
2. 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 Your company is considering two mutually exclusive projects, X and Y, whose costs and cash flows are shown below:

Year	Project X Cash Flow	Project Y Cash Flow
0	-Rs2,000	-Rs2,000
1	200	2,000
2	600	200
3	800	100
4	1,400	75

The projects are equally risky, and the firm's cost of capital is 12 percent. You must make a recommendation, and you must base it on the modified IRR (MIRR). What is the MIRR of the better project?

Q2 Byco Piston Corp. has annual sales of Rs50,735,000 and maintains an average inventory level of Rs15,012,000. The average accounts receivable balance outstanding is Rs10,008,000. The company makes all purchases on credit and has always paid on the 30th day. The company is now going to take full advantage of trade credit and pay its suppliers on the 40th day. If sales can be maintained at existing levels but inventory can be lowered by Rs1,946,000 and accounts receivable lowered by Rs1,946,000, what will be the net change in the cash conversion cycle? (Assume there are 365 days in the year.)

Q3 You are an investor in common stock and currently hold a well-diversified portfolio which has an expected return of 12 percent with a beta of 1.2. You plan to buy 100 shares of ATTOCK at Rs10 a share. ATTOCK has an expected return of 20 percent with a beta of 2.0. The total value of your current portfolio is Rs9,000. What will be the expected return and beta of the portfolio after the purchase of the new stock?

Q4 A company has determined that its optimal capital structure consists of 40 percent debt and 60 percent equity. Given the following information, calculate the firm's weighted average cost of capital.

rd = 6%
Tax rate = 40%
P0 = Rs25
Growth = 0%
D0 = Rs2.00

Q5 Pasha Corporation is considering a five-year, Rs6,000,000 bank loan to finance service equipment. The loan has an interest rate of 10 percent and is amortized over five years with end-of-year payments. Pasha can also lease the equipment for an end-of-year payment of Rs1,790,000. What is the difference in the actual out-of-pocket cash flows between the two payments, that is, by how much (in thousands of dollars) does one payment exceed the other?

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
COMPUTER APPLICATION TO BUSINESS; BA (H)-561
BBA – V**

Date: June 27, 2015

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

1. Attempt ALL questions. Do not write anything on the question paper.
2. 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

- a) What is the "importance of internet" in conducting E-Commerce over mobile? Is there any other medium other than internet that can be used to settle transactions over mobile commerce?
- b) Differentiate between a website and a webportal
- c) Let's suppose you are being appointed as manager in an E-Commerce firm, how would you define the term "Channel Conflict" to your high ups.

Question # 2

- a) What is the primary purpose of creating intelligent agents?
- b) How does a BOT differs from Intelligent Agents?
- c) What are the reasons of introducing "DisIntermediation" in E-Commerce?

Question # 3

- a) Define with example the term "Intra-Business E-Commerce"
- b) What is the ROLE of intranet in "Intra-Business E-Commerce" ?
- c) What are the different External Forces to Business that pressurize the organization to adopt E-Commerce
- d) Define the following terms
 - i) Change Management
 - ii) Business Process Re-Engineering
 - iii) Stock Trading
 - iv) e-Procurements

Question # 4

- a) IF you are being appointed as manager in an E-Commerce firm, then, *what characteristics would you like to include* in the (EBS) "Electronic Bidding System" of that firm ? Define EBS first.
- b) Discuss the importance of "active intermediary" in an (IOM) Intermediary Oriented Marketplace. What would be your selection criteria for the appointing an intermediary in IOM
- c) Differentiate between the following
 - i) "Electronic Distributor" & "Electronic Broker".
 - ii) "Pure play" & "Brick and Mortar" organizations.
 - iii) "E-Alliances" & "E-Acquisitons"

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
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Question # 5

- a) What are the adoption influences for Proactive vs Reactive Strategies for cyber marketing for a firm conducting business online?
- b) Being an online firm's manager, IF you are opting for Generalized E-Malls, *what different key point would you consider* for participating in Regional Marketing.
- c) How a firm (that is participating in Brick & Mortar environment) can attain growth and structural improvement by using E-Commerce? What infrastructure the firm should acquire for adding the E-Commerce channel?

Question # 6

Eric Keil, Director of e-business, Panasonic mentioned that "To achieve economies of scale in terms of development time and software costs, we needed a single web application server. Maintain separate Microsoft and IBM platforms would NOT be a cost-effective strategy". More than 70 percent of Parcel house's business is generated from European customers across 13 countries. As an internationally growing business Parcel house focuses on increasing market confidence for its reliable 24 x 7 logistics information management, from DVD players and High-Definition televisions to air-conditioning compressors and custom lithium ion batteries, the Panasonic name can found on hundreds of thousands of consumers, business and industrial products. Panasonic's diverse product range is a sign of success for the 6,500 employee US based in Secaucus, New Jersey, Panasonic previously supported its 20,000 dealers with B2B e-commerce Web sites built on IBM Web Sphere Application Server. Three sites, one for each business sector, were integrated with Panasonic's SAP systems and other legacy applications, enabling dealers to log on to the Web and easily determining the status of their order or the availability of a product. Every online status check was saved. At the same time, the company created B2C online store for its employees, and for employees of large companies that are valued partners of Panasonic. These sites, developed with Microsoft Commerce Server and IIS, were NOT integrated with Panasonic's backend system. Consequently, the company's call centers were overwhelmed with B2C order-status inquiries. "We couldn't integrate our Microsoft sites with our backend because Microsoft Commerce Server wouldn't talk to our corporate-standard database and integration solutions. Says Eric Keil, director of e-business at Panasonic. "Also, we wanted fully automated e-commerce functionality for all our sites, which dictated enhancements across the board, to achieve economies of scale in terms of development of time and software costs, we needed a sing Web Application Server. Maintaining separate Microsoft and IBM platforms would NOT be a cost-effective strategy."

- a) What are the objectives that Panasonic Company wants to achieve by energizing E-Commerce with the help of IBM?
- b) How the sales of the Panasonic products could be enhanced through the E-Commerce Strategy?
- c) How to maintain the worldwide marketing customers with the services?

END OF EXAM PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
ENTREPRENEURSHIP; BA (H)-512 (PART B)
BBA – VI**

Date: June 15, 2015

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 05 questions. Do not write anything on the question paper.**
- 2. 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. Graphically illustrates the level of investment risk as assumed by entrepreneur and stages of development of entrepreneurial venture?
- Q.2. Briefly explain the role of environmental school of thought for developing an entrepreneur?
- Q.3. What are the phases of entrepreneurial process?
- Q.4. Briefly explain the elements of industry, in view of Michael E.Porter five forces model?
- Q.5. What are the key steps that are particularly helpful for developing a entrepreneurial marketing plan?
- Q.6. What distinction among the classical management, strategic management and entrepreneurial management?
- Q.7. Write short notes on **Any Two** of the following.
1. SMEs
 2. Sources of innovations
 3. Harvest strategy

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
PRODUCTION & OPERATION MANAGEMENT; BA (H)-522 (PART B)
BBA – VI**

Date: June 17, 2015

Max Time: 2.5 Hrs

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 6 questions. Do not write anything on the question paper.**
- 2. 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 Why quality is considered as a competitive weapon?

Q.2 How CPM and PERT are used for controlling projects?

Q.3 Production and operation systems are becoming more and more customer oriented. How is this affecting the functioning of the supply chain?

Q.4 How do the contemporary issues in human resource management affect the working of the production operations department?

Q.5 How the application of computers in design and manufacturing constitutes the most significant opportunity for substantial productivity gains in industry today?

Q.6 How the flow of information and goods take place in a Kanaban system?

Q.7 Why inventory control is essential in operating a system?

Q.8 How would you differentiate between design capacity and system capacity?

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
BUSINESS RESEARCH METHODS; BA (H)-542
BS – VI**

Date: June 22, 2015

Max Marks: 60

Max Time: 3 hrs

INSTRUCTIONS:

- 1. Attempt ANY 04 questions. Do not write anything on the question paper.**
- 2. 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 Write an 'Applied Research' proposal on a research problem of your choice.

Q.2 a) What are the characteristics of scientific research? Explain them very briefly.

Q.2 b) What are the limitations of the characteristics scientific research when we apply on business administration?

Q.3 a) What are the differences between primary and secondary data?

Q.3 b) What are the advantages and disadvantages of open-ended questionnaire?

Q.4 Define research and explain the difference between applied and basic research. Describe a situation where research will help you as manager to make a good decision.

Q.5 a) Explain are the different kinds of questions used in questionnaire for generating data.

Q.5 b) Explain the scaling tools used for converting 'qualitative data' into 'quantitative data'.

Q.6 a) What is a sample size? How can it be determined?

Q.6 b) What steps are essential in determining the sample size in a research project?

Q.7 Differentiate briefly any **Three** of the following:

a) Proposition and Hypothesis

b) Primary and Secondary Sources

c) Lab Experiment and Field Experiment

d) Inductive and Deductive Theory / Type

e) Basic and Applied Research

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
MARKETING MANAGEMENT; BA (H)-532 (PART B)
BBA – VI**

Date: June 19, 2015

Max Time: 1.5 Hrs
Max Marks: 30

INSTRUCTIONS:

- 1. Attempt All questions. Do not write anything on the question paper.**
- 2. 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-2 Compare 'Holistic Marketing Concept' (HMC) with 'Marketing Concept' and list the advantages you think a company can gain by following HMC **05**

Note : Your answer must not exceed one page of your answer script

Q-3 There are two views of the value delivery process, the 'Traditional Physical Process Sequence' and 'Value Creation and Delivery Sequence'. Compare the two, which you think is more practical today? Why? **05**

Note : Your answer must not exceed one page of your answer script

Q-4 What role marketers can play in the company's strategic planning? briefly discuss **05**

Note : Your answer must not exceed half page of your answer script

Q-5 The product hierarchy stretches from basic needs to particular items that satisfy those needs. List and define the levels of product hierarchy (any five) **05**

Note : Your answer must not exceed one page of your answer script

Q-7 Write short notes on ANY 04 of the following" **10**

- i. Value exploration and value creation
- ii. Mass customization
- iii. Local marketing
- iv. Post-purchase dissonance
- v. Value pricing
- vi. Channel conflict

Note : maximum limit for each note is half page of your answer script

END OF SUBJECTIVE PAPER

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
HUMAN RESOURCE MANAGEMENT; BA (H)–552
BS – VI**

Date: June 30, 2015

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

INSTRUCTIONS:

- 1. Attempt 5 questions, where Q-4 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 (a) Define Human Resource Management and critically examine the importance of HRM in the context of Pakistani business culture.
(b) Describe the Purpose and primary objectives of an HR department.
- Q-2 (a) Differentiate between Personnel Management and Human Resource Management. Which one of these Management Techniques do you consider more effective for a Modern Organization?
(b) Identify the internal Organizational Challenges to Human Resource Management.
- Q-3 (a) Write names of at least 10 (Ten) books on HRM, mentioning names of authors, publishers and the year of publication.
(b) Explain how training and development differ.
- Q-4 Suppose you are a department manager with twenty four employees and have been asked to determine the training needs of your group by the training specialists in the HR department. What approaches would you use to make this assessment?
- Q-5 What do you mean by HRD? Describe the important purposes and components of HRD.
- Q-6 How would you develop a policy of recruitment and selection?
- Q-7 Describe the following: Any (4) Four
- a) Blind Ads
 - b) Job Enlargement
 - c) Job Performance
 - d) Steps in the evaluation of training and development
 - e) Job description
 - f) Guidelines for effective performance evaluation

END OF EXAM PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

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College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
MANAGERIAL ACCOUNTING; BA (H)-562 (PART B)
BBA – VI**

Date: June 26, 2015

Max Time: 2 Hrs
Max Marks: 40

INSTRUCTIONS:

1. Attempt any 4 questions. Do not write anything on the question paper.
2. 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 Imtiaz Corporation has three costs: A, which is variable; B, which is fixed; and C, which is semivariable. The company, which uses the high-low method, extracted the following data from its accounting records:

- At 180,000 hours of activity, Cost a totaled Rs 2,610,000.
- At 140,000 hours, the low point during the period, Cost C totaled Rs 1,498,000; at 200,000 hours, the high point, Cost C's fixed portion amounted to Rs 1.75 per hour.
- At 160,000 hours of activity, the sum of Costs A, B, and C amounted to Rs 8,162,000.

Required:

- a) Compute the variable portion (total) of Cost C at 140,000 hours of activity.
- b) Compute Cost C (total) at 160,000 hours of activity.
- c) Compute Cost B (total) at 160,000 hours of activity.

Q.2 The controller for Waqar Machining has established the following overhead cost pools and cost drivers:

<u>Overhead Cost Pool</u>	<u>Budgeted Overhead Cost</u>	<u>Cost Driver</u>
Machine setups	Rs 240,000	Number of setups
Material handling	90,000	Units of raw material
Quality control inspection	48,000	Number of inspections
Other overhead costs	<u>160,000</u>	Machine hours
Total	<u>Rs 538,000</u>	

<u>Overhead Cost Pool</u>	<u>Budgeted Level for Cost Driver</u>	<u>Overhead Rate</u>
Machine setups	200 setups	Rs 1,200 per setup
Material handling	60,000 units	Rs 1.50 per unit
Quality control	1,200 inspections	Rs 40 per inspection
Other overhead	20,000 machine hours	Rs 8 per machine hour

Order no. 715 has the following production requirements:

Machine setups: 7
Raw material: 11,200 units
Inspections: 16
Machine hours: 850

Required:

- a) Compute the total overhead that should be assigned to order no. 715 by using activity-based costing.
- b) Suppose that Waqar were to use a single, predetermined overhead rate based on machine hours. Compute the rate per hour and the total overhead assigned to order no. 715.
- c) Discuss the merits of an activity-based costing system in comparison with a traditional costing system.

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Page 2 of 2

- Q.3 The Basit & Shakir Company manufactures an engine for carpet cleaners called the "Snooper." Budgeted cost and revenue data for the "Snooper" are given below, based on sales of 40,000 units.

Sales	Rs 1,600,000
Less: Cost of goods sold	<u>1,120,000</u>
Gross margin	Rs 480,000
Less: Operating expenses	<u>100,000</u>
Net income	<u>Rs 380,000</u>

Cost of goods sold consists of Rs 800,000 of variable costs and Rs 320,000 of fixed costs. Operating expenses consist of Rs 40,000 of variable costs and Rs 60,000 of fixed costs.

Required:

- a) Calculate the break-even point in units and sales rupees.
- b) Calculate the safety margin.
- c) Basit & Shakir received an order for 6,000 units at a price of Rs 25.00. There will be no increase in fixed costs, but variable costs will be reduced by Rs 0.54 per unit because of cheaper packaging. Determine the projected increase or decrease in profit from the order.

- Q.4 Tabish Company has the following historical collection pattern for its credit sales:

70% collected in month of sale
15% collected in the first month after sale
10% collected in the second month after sale
4% collected in the third month after sale
1% uncollectible

Budgeted credit sales for the last six months of the year follow.

July	Rs 30,000
August	35,000
September	40,000
October	45,000
November	50,000
December	42,500

Required:

- a) Calculate the estimated total cash collections during October.
- b) Calculate the estimated total cash collections during the year's fourth quarter.

- Q.5 Upstate manufactures a product that has the following standard costs:

Direct materials: 40 yards at Rs 2.70 per yard	Rs 108
Direct labor: 8 hours at Rs 18.00 per hour	<u>144</u>
Total	<u>Rs 252</u>

The following information pertains to July:

Direct material purchased: 42,500 yards at Rs 2.78 per yard, or Rs 118,150
Direct material used: 36,000 yards
Direct labor: 7,500 hours at Rs 18.30 per hour, or Rs 137,250
Actual completed production: 1,050 units

Required:

- Calculate the direct-material price and quantity variances and the direct-labor rate and efficiency variances. Indicate whether each variance is favorable or unfavorable.

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
CONSUMER BEHAVIOR; BA (H)-601 (PART B)
BBA – VII**

Date: June 16, 2015

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 06 questions. Do not write anything on the question paper.**
- 2. 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. Why forming a consideration set is very important consideration for marketers?
- Q.2. Assumes an attitude regarding a smart phone and use this as an example to demonstrate each characteristic of attitudes.
- Q.3. What distinction among marketer dominated and non-marketer dominated sources of information?
- Q.4. Which of the stages of the family life cycle would constitute the most lucrative Segment/segments for the following products and services?
(a) Domino's pizza (c) Mutual funds
(b) Mobile telephones
Justify your answer.
- Q.5. Briefly explain cultural transfusive model?
- Q.6. As a marketing manager of a firm what external factors you will use and alter to promote your following products:-
(1) Jeans (3) Suitings / Dress material
(2) Sim card
- Q.7. Compare and Comment on the positioning strategy of following companies:-
a) Jazz v/s Ufone c) Lux v/s Safe Guard
b) Coca- cola v/s Pepsi d) Slanty v/s Lays
- Q.8. How does Maslow's need hierarchy explains consumer motivation? Which level of need can be used to motivate purchase of following products / services?
i. Multivitamin tablets iii. Pension plans
ii. Motor bikes

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
MANAGEMENT INFORMATION SYSTEM; BA (H)-611 (PART B)
BBA – VII**

Date: June 18, 2015

**Max Time: 2 Hrs
Max Marks: 30**

INSTRUCTIONS:

- 1. Attempt any 04 questions. Do not write anything on the question paper.**
- 2. 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 the role of an Information System in the automated business environment
b) Enlist the common issues and challenges encountered during implementation of Management Information System.
- Q2 a) Write down the reasons why System Analysis and Designing (SAD) methodologies are needed for developing a business application.
b) State, the phases involved in business system development designing and analysis.
- Q3 a) Describe the major functions of the RDBMS.
b) Express how does Business Intelligence (BI) drive from MIS.
- Q4 Write down short notes on **any two** of the followings:
a) Enterprise Application
b) Strategic Information System
c) Workflow Management System
d) Online Transaction Processing System(OLTP)
- Q5 Write down distinguishing characteristics (atleast 05 each) of **any two** of followings:
a) Online System and Real-time System
b) Thin Client and Fat Client
c) Web Server and Application Server

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
BUSINESS ETHICS; BA (H)-621 (PART B)
BBA – VII**

Date: June 20, 2015

**Max Time: 90 Mins
Max Marks: 20**

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper.**
- 2. 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.2: Attempt any three question

- a) What do you understand by Business Ethics and also describe the values and morals of it?
- b) Describe the classification of Ethical issues?
- c) Describe the various dimensions of social responsibilities?
- d) Explain the stages of cognitive moral development?

Q.3: Explain the following terms:

- a) Norms and policies
- b) Leadership
- c) Conflict
- d) Corporate culture

END OF SUBJECTIVE PAPER

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
STRATEGIC MANAGEMENT; BA (H)-602 (PART B)
BBA – VIII**

Date: June 15, 2015

Max Time: 1 Hrs

Max Marks: 30

INSTRUCTIONS:

1. **Attempt all questions. Do not write anything on the question paper.**
2. **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-2 Asian Foods was established by Mr. Anwar in 1971. The business started in two rooms of his house in which he with his wife use to prepare pickles, chuttnies and spices and sell in the other room. In 1975 he hired five sales people, who started selling the items in different parts of the city to consumers, restaurants and grocery stores. MR Anwar had a dream to 'make every person enjoy food with taste and health'. He always kept this in focus. In 1980 Mr. Anwar decided to establish his own outlets in the city (within two years) to sell the items. His wife gave an idea to expand the business to other parts of the country and that idea clicked to Mr. Anwar. He planned to open branches in all the major cities of Pakistan by the end of 1985. But the problem was that he did not have capacity to increase production, nor he had sufficient staff. To deal with the problem he came up with a solution. He hired employees for production, and distribution. The employees were very hard working but they could not produce desired results and their performance was not satisfactory to Mr. Anwar. The major reason was that they were not having the needed skills. Beside this factor, other factors behind poor performance were irrationally assigned jobs to people; moreover the employees sufficiently did have resources which they needed. Despite of all the problems the company kept growing in the years later. The first company profile was printed in 1986 in which he mentioned that the purpose of his business , which was to 'make meals an enjoying event for people by providing quality foods items at reasonable rates, and to earn profits through high volume of satisfying products and development of employees' .

Required:

- a) Extract out the vision and mission of the business?
- b) State the strategic objective(s) of the business and what type of plans he made to accomplish them?

Note: Answer for each statement must not exceed one page of your answer script

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

Q-3 The statements given below are false. Why? (attempt any two) 06

Note: Answer for each statement must not exceed half page of your answer script

- a) Company must frequently keep changing its Mission Statement
- b) In organizations 'good decision making' does need integrating intuition and analysis
- c) Divisional structure is best suitable for a small scale company that operates in one industry only

Q-4 Analyze telecom industry of Pakistan using Michael Porters Five Force Model 05

Note: Your answer must not exceed half page of your answer script

Q-5 Write short notes on **Any 5** of the following: 10

- a) Hierarchy of goals
- b) Horizontal and vertical consistency
- c) First Mover Advantage
- d) Value Chain Analysis
- e) Portfolio Analysis
- f) Balance Scorecard
- g) Leverage Buyout

Note: each note must not exceed half page of your answer script

Q-6 Dubai-Pak C. was started in 2000. The company manufactures stationery items. The company remained very successful in the first five years. By 2006 the company started to face lot of problems both internally and externally, and the performance of the company went down significantly. The managers realized that the company had to embrace strategic management to successfully progress in the future. The top management got busy in formulating strategies for the company and by the end of 2006 the company had developed its five years strategic plan. After formulating the strategies the managers got relaxed as they were thinking that the toughest part (in connection to strategic management of the company) was done. What do you think? The toughest job was really done? Could the manager relax? Why? Why not? 03

Note: answer must not exceed half page of your answer script

END OF SUBJECTIVE PAPER

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
INTERNATIONAL BUSINESS; BA (H)-612 (PART B)
BBA – VIII**

Date: June 17, 2015

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 6 questions. Do not write anything on the question paper.**
- 2. 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 financial forces, and how they are influencing international business?
- Q2. Explain the impact of Regional Grouping on international business?
- Q3. Define theory of (a) Absolute Advantage (b) Theory of comparative advantage and how Pakistan can take advantage from above mentioned theories?
- Q4. Discuss Macro Factors Which Effect I.B, and Discuss the Role of Cultural Adaptation for international Business?
- Q5. Discuss the Concept of Privatization and its impacts on the Economy of Pakistan?
- Q6. Explain Objective, Philosophy and characteristics of MNC's?
- Q7. Why it is important to study, topography, Nature, Resource and Climate in IB?
- Q8. Write Short Notes on any 03 of the following
- (i) IMF
 - (ii) EU
 - (iii) Inflation
 - (iv) IPLC
 - (v) Socialism

END OF SUBJECTIVE PAPER