AFFILIATED COLLEGES

MBA

JUNE 2014

FINAL EXAMS

PAPER

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AFFILIATED COLLEGE

MBA – I

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS ECONOMICS; BA (M)–511
MBA – I

Date: June 16, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q1 a) What do you understand by the term elasticity of demand and elasticity of supply? What factors determine the elasticity of demand for a commodity?

   b) How cross elasticity of demand is used to distinguish between substitutes goods and complimentary goods?

Q2 Good crops will generally lower the income of farmers specifies your answer using supply and demand diagrams.

Q3 What is meant by consumer's equilibrium? How the equilibrium of consumer in respect of a particular commodity would be affected if
   1) The price of that commodity rises
   2) The income of the consumer falls
   3) The price of substitute commodity falls
   Use indifference curve techniques for your answer

Q4 a) What are the essential factors of a competitive market?
   b) Discuss all cases of perfect competition, supernormal, and profit normal and profit, loss and shutdown

Q5 In an ideal market economy all goods and services are voluntarily exchange for money at market price. Explain economic role of government how do government perform functions?

Q6) Write short notes on **any 2** of the following:
   1) Public and private partnership
   2) Blending of micro and macro economics
   3) Pattern of imperfect competition
   4) How ordinal utility approaches are more powerful than cardinal utility approaches?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR; BA (M)–561
MBA – I

Date: June 18, 2014   Max Time: 3 Hrs
                                        Max Marks: 60

INSTRUCTIONS:
1. **Attempt any 5 questions, all carry equal marks. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device 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) Define organizational behavior. How are organizational behavior concepts addressed in management functions?
   b) Evaluate why application of organizational behavior today become very important in any organization?

Q2. a) Define job satisfaction. Summarize the main causes of job satisfaction.
   b) Describe the steps in behavior modification.

Q3.   Identify the stages of group development. Make a flow chart of decision making process.

Q4. a) Define Motivation. Differentiate between primary and secondary motives?
   b) Discuss the implementation of Abraham Maslow's Hierarchy of Needs in an Organization.

Q5.   Explain the following theories of leadership in detail:
   1. Contingency theory   2. Behavioral theory along with 'Managerial Grid'

Q6.   What is stress? What are the causes and consequences of stress? How can we manage stress?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS MATHEMATICS; BA (M)–531
MBA – I

Date: June 20, 2014   Max Time: 3 Hrs
                                                             Max Marks: 60

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

Q.1. (a)   Solve $2x^2 - 5x - 12 \geq 0$
         (b)   Find equation of line passes through (3, 10) and is perpendicular
                $4x - 2y = -12$

Q.2. (a)   Solve the system $4x + 2y = -2, \ 2x - 3y = -13, \ x - y = -5$
         (b)   Solve the system $x + 2y = 5$
                                     $x - z = -15$
                                     $-x + 3y + 2z = 40$

Q.3. (a)   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. 200,000 plus 20% of gate receipts, assume that the ticket price is Rs. 25.
                How many tickets must be sold in order to get profit of 250, 000/=
                If 40,000 tickets must be sold, what ticket price would allow the university to earn the profit Rs. 250, 000/=.

                Solve $2x^2 \ln x - 5x \ln x = 12 \ln x$

Q.4. (a)   Find $f'(2)$ and $f''(2)$ if $f(x) = \dfrac{\left(4x^3 - 3x\right)}{e^{3x}}$

         (b)   Using Gaussian Technique, Find Inverse of $\begin{bmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{bmatrix}$

Q. 5. (a).   Discuss continuity of $f(x) = \begin{cases} 2x + 1 & x < -1 \\ -2x - 3 & -1 \leq x \end{cases}$ At $x = -1$

          (b)   Find $f'(x)$ using limit approach $f(x) = (x^3 - x^2)$

Q.6. (a)   Integrate (i) $\int x^2 e^{3x} dx$ (ii) $\int (\ln x)^2 dx$

         (b)   Integrate (i) $\int \dfrac{2x^3 - 4x^2 + 7x - 8}{x^2 + 2x - 15} dx$

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS COMMUNICATION–I; BA (M)–501
MBA – I

Date: June 23, 2014   Max. Time: 3 Hrs
                                                   Max. Marks: 60

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

Q – 1 What is nonverbal communication? Give a brief overview on different ways of nonverbal communication?   **[10]**

Q – 2 a) Define all 7 Cs of effective communication.   **[15]**
          b) As you strive for "Completeness", which factors / guidelines are important?

Q – 3 For a company to survive, it must establish markets not only in its own country but also in many foreign countries. What are the different cultural variables and how do they affect the overall communication process?   **[10]**

Q – 4 ABC company has recently introduced a policy of subsidizing 50% of the tuition fee for their employee's children. Write a *'memo'* for announcing this policy.   **[10]**

Q – 5 a) Define the term 'persuasion'. Discuss the organization of persuasive messages.   **[15]**
          b) Reliable Computers Limited has recently imported 1200 computers from Taiwan. The consignment packed in 12 pallets was shipped through Eastern Freight Airways (EFA). On examination of the packages the consignee has found that 200 computers have been damaged due to mishandling by the loading staff. The computers have been damaged beyond repairs and have to be considered as a total loss.

As manager imports, you are required to draft a *claim letter* to EFA describing the problem and making a strong and well-substantiated claim for compensation.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS MANAGEMENT; BA (M)–541
MBA – I

Date: June 25, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q#1   Identify the three major forms of business ownership? Also discuss the advantages and disadvantages of the major forms of business ownership?

Q#2   What is marketing? Discuss the "Four P's" of marketing that constitute the marketing mix?

Q#3   What are the major types of risks faced by businessmen? Also explain that for a risk to be **insurable**, what factors should be present?

Q#4   What is management? Discuss the four basic functions of management.

Q#5   Discuss the importance of human resource management. Also differentiate between job description and job specification?

Q#6   Discuss **any 2** of the following motivational theories.
1. Hierarchy of human needs theory
2. Expectancy theory
3. Equity theory

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
FUNDAMENTALS OF ACCOUNTING; BA (M)–521
MBA – I

Date: June 27, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q1 a) On January 13, 2014, the Badami store was destroyed in a fire. Luckily, the accounting records were kept in a separate location and the company was able to reconstruct the following information.

Inventory at January 1, 2014	100,000
Inventory stored at another location, at January 13	5,000
Sales from January 1 to January 13	60,000
Purchases from January 1 to January 13	10,000
Gross profit percentage on sales	40%

Required:
- Calculate the cost of inventory destroyed by the fire.

b) The following information concerns one of a company's products, the Hawkeye:

Date	Transaction	Quantity	Price/Cost
Jan 1	Beginning Inventory	1,000	12
Feb 5	Purchase	2,000	18
Feb20	Sale	2,500	30
Apr 2	Purchases	3,000	23
Nov 4	Sales	2,000	33

Required: Calculate the value of ending inventory assuming the company uses
  i) Perpetual FIFO
  ii) The above table indicates that the inventory price trend is consisting rising in this case, the FIFO method of valuation will give the highest or lowest amount of the following:
    a. Merchandise Inventory
    b. Cost of Goods Sold
    c. Gross Profit

Q2 On April 1, 2014, Mona Ltd. showed the following balances on their statement of financial position:
Accounts Receivable   Rs.   237,000
Allowance for doubtful accounts   25,150
During the year ended March 31, 2014 the following summary transactions affecting the receivables occurred:

Sales on account Rs. 2,648,000
Sales returns and allowances Rs. 159,000
Collections on accounts Rs. 2,489,000
Write offs of accounts deemed uncollectible Rs. 66,000
Recovery of accounts previously written off as uncollectible Rs. 21,650
Cash sales Rs. 1,300,000

Required:
  i) Prepare appropriate journal entries to record each of the summary transactions listed.
  ii) Enter the April 1, 2013 balances in T accounts and post the journal entries from part 1 to these accounts.
  iii) Assume that the company estimates that 1.2% of net credit sales will never be collected. Prepare the journal entry to record the bad debts expense at year end, March 31, 2014
  iv) What is the net realizable value of the accounts receivable at March 31?
  v) Show the appropriate presentation of the receivables on the statement of financial position.
  vi) Assume that the company estimates that 10% of the accounts receivables at end is likely to be uncollectible. Prepare the general journal entry to record the bad debts expense at year end March 31, 2014

01/02

Q3   On May 1 Mehtab started a mowing business under the title "Mehtab & Sons" by investing
       Rs.1,500,000 cash.
       July 5.   Purchased office supplies for Rs. 1,000 on account.
           10.   Purchased mowing equipment paying Rs. 40,000 cash and issuing a Rs. 160,000
                        notes payable for the balance.
           12   Paid for petrol Rs. 20,000 to be used in July.
           20   Billed the Lalazar Farms for Rs. 15,000 for mowing services.
           26   Received cash Rs. 26,000 for mowing services rendered.
           30   Collected the Accounts Receivable in full from the Lalazar farm for mowing
                        services provided July 20.
           31   Paid salaries Rs. 18,000

Required:
   i)   Record the above transactions in a general journal.
   ii)   Show the changes in a tabular form that would be brought about in the income statement
         and the balance items by the above transactions in terms of increase (I), decrease (D), and
         no effect (NE).
   iii) Why should a trial balance tally?
   iv)   A trial balance does not prove accuracy of the account balances. Make a reasonable in a
         sentence.

Q4   The March 31, 2014, bank statement for Focus Ltd. showed a balance of Rs. 480. In preparing
       the bank reconciliation, the following information was determined:
   a)   The following cheques are outstanding at March 31,: # 501 for Rs. 780 and # 533 for
         Rs.1,200.
   b)   The March 31, deposit of Rs. 6,200 had not been received by the bank in time to be included
         in the March bank statement.
   c)   Bank service charges for March amounted Rs. 35 and had not yet been recorded by Focus
         Ltd.
   d)   Cheque# 521 issued by Focus Ltd. in the amount of Rs. 620, for the cash purchase of office
         equipment, had been incorrectly recorded in the books of Focus Ltd. as Rs. 260.
   e)   A Rs. 530 payment on account received from a customer was incorrectly recorded in the
         books of Focus Ltd. as Rs 350.
   f)   The balance in Focus Ltd.'s cash account according to its accounting records was Rs. 915

Required:
   i)   Prepare a bank reconciliation statement for Focus Ltd. at March 31.
   ii)   Prepare the necessary journal entry(ies) to bring Focus Ltd.'s cash account up to date at
         March 31.
   iii) Write down any three immediate benefits of preparing a bank reconciliation statement.

Q5   The following is a list of account balances at December 31, 2013 for Kiran Corporation, a publicly
       accountable company. You are also told that the company issued Rs. 250,000 of Capital Stock
       during the year and declared a total of Rs. 50,000 of dividends.

Accounts Payable	189,000	Interest payable	16,000
Accounts Receivable	123,000	Interest receivable	12,000
Accumulated Depreciation - Building	540,000	Inventories	215,000
Accumulated Depreciation - Equipment	210,000	Land	280,000
Building	1,550,000	Long term debt	1,000,000
Capital Stock	850,000	Long term investments	35,000
Cash	67,000	Machinery and equipment	854,000
Cost of Goods Sold	1,050,000	Patents	152,000
Depreciation expense	80,000	Prepaid expenses	16,000
Dividends payable	10,000	Rent expense	15,000
Franchise	40,000	Rental revenues	50,000
Income tax expense	229,000	Retained earnings	306,000
Insurance expense	6,000	Salaries expense	160,000
Interest expense	75,000	Sales	1,900,000
Interest income	10,000	Short term investments	182,000
		Unearned revenues	60,000

Required:
   i)   Prepare a Statement of Income, a Statement Financial Position and a Statement of changes
         in Shareholders' Equity.
   ii)   Point out the assets and liabilities on the above list that are recognized and recorded on
         accrual basis of accounting.

END OF EXAM PAPER

AFFILIATED COLLEGE

MBA – II

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS COMMUNICATION–II; BA (M)–502
MBA – II

Date: June 17, 2014   Max. Time: 2 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 Describe the Listening process and explain how good listeners overcome barriers at each stage of the process.   **[10]**

Q – 2 Assume that you have received a job interview call from a well-known multinational company.   **[10]**
Discuss the "crucial points" that can act as an initial guide:
(i)   Prior-to-the interview preparation
(ii)   Your behavior during an interview

Q – 3 Design a resume with a cover letter for the following job advertisement.
(You may assume any necessary details)   **[10]**

A multinational company requires **HR OFFICER** for their head office based in Karachi.
Minimum Qualification: MBA in Human Resource
Minimum Experience: 3 years
Must possess excellent interpersonal / communication skills
Those who meet the above criteria may email their CV at info@hr.com.pk latest by 28th June 2014.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
BUSINESS STATISTICS; BA (M)–532
MBA – II

Date: June 19, 2014   Max Time: 3 Hrs
                                                                        Max Marks: 60

<u>**INSTRUCTIONS:**</u>
1. **Attempt 5 questions all together, where Q1 is compulsory. 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   Differentiate <u>**any 6**</u> of the following: (Compulsory question)

   a) Data collected through survey and through journals.
   b) Multiple Bar and Component Bar diagram
   c) Arithmetic Mean and Mode
   d) Relative and Absolute dispersion
   e) Permutation and Combination
   f) Mutually and Non mutually exclusive events
   g) Weighted and Un–weighted index number
   h) Price relatives and link relatives method of index number

Q2 a) Construct discrete frequency distribution for the number of children living in each of the 50 flats.

3	4	2	5	2	4	4	2	3	1
3	1	3	4	3	1	2	4	3	2
5	6	2	0	4	3	3	1	5	6
6	4	5	3	4	3	0	3	5	0
3	1	2	5	1	4	2	4	2	2

   b) Prove by using discrete frequency distribution that Mean=Median=Mode
   c) For each of the following Class Intervals, calculate class boundaries, class marks, class width.
      i) 4.5–––5.4   ii) 0.00 ––––1.55   iii) (–2.5) ––––––– (–1.5)

Q3 a) Explain the property of variance related to change of scale and origin.
   b) The mean wage of a factory worker is Rs 15000/– with variance of Rs 625. What will the new mean and variance?
    i)   If Rs 2000/– is increases in wage of each employee
    ii) If 5% increase in the salary of each worker.
   c) The GPA of the students of a business school is as follows:

GPA	2– 2.5	2.5–3.0	3.0–3.25	3.25–3.50	3.50–3.75	3.75–4.0
Frequency	3	10	30	45	30	15

    i)   Calculate mean and Standard deviation.
    ii) Calculate approximately what % of the GPA fall within one standard deviation of the mean.

                                                                        01/02

Q4 a) A True / False test consist of 4 questions. Find the probability of getting exactly two right answers.

b) A sample of 500 respondents was selected to determine the consumer behavior. The question asked was "Do they like particular brand of olive oil'. Answers are summarized as.

	Yes	No
Male	125	100
Female	200	75

    i) Find the probability that person says yes given that person is a male.

    ii) A person is picked at random what is the probability that the person is female or someone who says yes.

    iii) If two persons are picked at random what is the probability that both are male.

    iv) A male is picked at random what is the probability that he says yes.

Q5 a) What are the properties of coefficient of correlation?

b) Describe the situations for r=1, r = 0 and r = −1

c) The following data taken from a Generator rental company.

Generator rented for Hrs X	5	8	15	20	25	30	40	50	100
Bill charged Y (000)	12	16	24	30	40	50	55	60	65

    i) Find regression line to estimate bill charge when the generator rented for 45 hrs.

    ii) Estimate the fixed charges and charges per hr.

    iii) Calculate coefficient of correlation and comment on the result.

Q6 a) 10% of pins in the box are defective. If 10 pins are selected at random calculate the probability that

    i) Exactly 3 are defective

    ii) More than 7 are effective

    iii) Less than mean number are defective.

b) For the following probability distribution

X	−2	−1	0	1	2	3
P(x)	0.2	0.3	0.1	z	0.15	0.2

    i) Calculate z.

    ii) A random variable picked at random from this distribution, calculate the probability that it is positive.

    iii) Calculate mean and variance.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO MARKETING; BA (M)–542
MBA – II

Date: June 21, 2014   Max Time: 3 Hrs
                                                      Max Marks: 60

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

Q1 a) Describe the criteria necessary for effective segmentation   **[04]**
    b) Briefly explain the reasons for positioning and repositioning of products &   **[08]**
        summarize the types of positioning strategies.

Q2 a) Discuss how integrated marketing communication relates to the development of **[06]**
        an optimal promotional mix.
    b) Describe the process of creating an advertisement.   **[06]**

Q3 Identify the key elements of a customer – driven marketing strategy & discuss   **[12]**
    marketing management orientation that guide marketing strategy.

Q4 Explain how changes in the demographic and economic environments affect   **[12]**
    marketing decisions & discuss how companies can react to the marketing
    environment.

Q5 Discuss how to design sound business portfolios & develop strategies for growth & **[12]**
    downsizing.

Q6 a) Recognize the constraints on a firms pricing latitude & the objectives a firm has **[06]**
        in setting prices.
    b) When does a price become a promotional pricing? What pitfalls does a firm risk **[06]**
        in promotional pricing?

Q7 a) Describe the roles that marketing channels & logistics play in marketing   **[06]**
        strategy.
    b) Briefly explain sub-optimization problem in logistics.   **[06]**

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING; BA (M)–522
MBA – II

Date: June 24, 2014 Max Time: 3 Hrs
Max Marks: 60

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

Q.1: Presented below is information related to Arthur Company. Prepare cash flow statement using the indirect method.

Arthur Company		
Comparative Balance Sheet		
December 2012		
Assets	**2012**	**2011**
Cash	54,000	37,000
Accounts Receivable	68,000	26,000
Inventories	54,000	-
Prepaid Expenses	4,000	6,000
Land	45,000	70,000
Building	200,000	200,000
Accumulated depreciation - building	(21,000)	(11,000)
Equipment	193,000	68,000
Accumulated depreciation - equipment	(28,000)	(10,000)
Total	**569,000**	**386,000**
Liabilities and Stockholder's Equity		
Accounts Payable	23,000	40,000
Accrued Expenses Payable	10,000	0
Bonds Payable	110,000	150,000
Common Stock (Rs 1 Par)	220,000	60,000
Retained Earnings	206,000	136,000
Total	**569,000**	**386,000**

Arthur Company		
Income Statement		
For the Year Ended December 31, 2012		
Revenues		890,000
Cost of Goods Sold	465,000	
Operating Expenses	221,000	
Interest Expenses	12,000	
Loss on sale of equipment	2,000	700,000
Income before Income Taxes		190,000
Income Tax Expense		65,000
Net Income		**125,000**

Additional Information:
1. Operating expenses include depreciation expense of Rs 33,000 and charges from prepaid expenses Rs 2,000. Interest Expense of Rs 12,000 was paid in cash.
2. Land was sold at its book value for cash.
3. Cash dividends of Rs 55,000 were declared and paid in 2012.
4. Equipment with a cost of Rs 166,000 was purchased for cash.
5. Equipment with a cost of Rs 41,000 and a book value of Rs 36,000 was sold for Rs 34,000 cash.
6. Bonds of Rs 10,000 were redeemed at their book value for cash. Bonds of Rs 30,000 were converted into common stock.
7. Common stock (Rs 1 par) of Rs 130,000 was issued for cash.

01/02

Q.2: Crown developers disposed of plant assets in the following transactions. Pass the entries for ALL of the cases.

1) Office equipment costing Rs. 140,000 was given to scrap dealer. No proceeds were received from the dealer. At the date of disposal accumulated depreciation on the office equipment was amounted to Rs. 119,000.
2) Crown sold land and a building for Rs. 6,300,000 receiving 2,000,000 in cash and a 5 year 10% note receivable for the remaining balance. Crown's accounting records show the following amounts. Land Rs. 1,200,000, Building Rs. 3,500,000. Accumulated depreciation on building was Rs. 1,150,000.
3) Crown traded in an old truck for a new one. The old truck had cost Rs. 1,110,000 and accumulated depreciation amounted to Rs. 700,000. The list price of the new truck was 1,700,000. Crown received Rs. 500,000 trade in allowance.

Q.3: The stockholder's equity of LDL Corporation at December 31, 2012 is shown below:

Common stock Rs10 par, 100,000 shares authorized, 40,000 shares issued	Rs 400,000
Additional paid in capital: common stock	200,000
Total paid in capital	600,000
Retained earnings	1,500,000
Total stockholder's equity	2,100,000

During 2013, the following transactions effecting stockholder's equity occurred.

(i) A 5-for-4 stock split was proposed and 10,000 new shares were distributed to stockholders.
(ii) The company purchased 2000 shares of its common stock on the open market at Rs37/share.
(iii) The company reissued 1000 shares of treasury stock at Rs45 per share.
(iv) Issued for cash 20,000 shares of previously unissued Rs8 par value common stock at a price of Rs45 per share.
(v) A cash dividend of Rs1 per share was declared and payable on December 31.
(vi) A 10% of the outstanding stocks dividend was declared. The market price was Rs48.

Net income for the year was Rs177,000.

Required:
1. Prepare journal entries to record the transactions related to stockholder's equity.
2. Prepare statement of retained earnings for the year ended December 31, 2013.

Q.4: The following data apply to Lawrence Company (millions of dollars):

Cash and marketable securities	Rs 100
Fixed Assets	Rs 283.5
Sales	Rs 1000
Net Income	Rs 50
Quick ratio	2
Current Ratio	3
DSO (days sales outstanding)	40.55 days
ROE	12%

The company's equity side consists of common equity, current liabilities and long-term debt.
Required: Find the following:
a) Accounts Receivable   b) Current Liabilities   c) Current Assets   d) Total Assets
e) Return on Assets   f) Long term debt

Q.5: Johnston Co. on November 1, 2013 borrowed Rs. 1,000,000 from a bank issuing a three month 12% note.
Required:
Make entries in general journal of Johnston Co. relating to; issue of note on November 1; accrual of interest on December 31; and payment of note on February 1, assuming that the note was drawn as follows:
1) Face value of note Rs. 1,000,000 with interest stated separately.
2) With interest included in the face value of the note.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS; BA (M)–512
MBA – II

Date: June 26, 2014   Max Time: 3 Hrs
                                                              Max Marks: 60

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

Q-1 a) Differentiate between intranet, extranet and internet?
    b) Explain the difference between LAN and WAN

Q-2 a) You are offered a choice between two networks. Network A will usually transmit a file of 200 Megabytes in less than 20 seconds, Network B runs at a speed of 80 Megabits per second. Which would you choose?
    b) What is the role of database and DBMS in information system explain with the help of examples?

Q-3 a) What is office automation? Define its tools completely in detail.
    b) What are the advantages of using computers for business?

Q-4 a) What do you understand by 'Transaction Processing Systems'? How it be effective in Marketing and Finance? Give suitable examples.
    b) Explain purpose Electronic data interchange (EDI) in supply chain management, and illustrate how EDI can restructure business relationships among Organizations. Give its competitive advantages.

Q-5 a) Define what do we mean by an ELECTRONIC-Market place?
    b) How the transactions are being coordinated over the electronic market? and who takes the responsibility of managing all those transactions?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
HUMAN RESOURCE MANAGEMENT; BA (M)–552
MBA – II

Date: June 28, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q1 a) Describe the Purpose and primary objectives of an HR department. **[08]**
b) Identify the internal Organizational Challenges to Human Resource management. **[04]**

Q2 a) Explain how training and development differ. **[06]**
b) How Training benefits the Organization? **[06]**

Q3 a) Explain the uses of performance appraisals. **[06]**
b) Discuss HR department's role in performance appraisals. **[06]**

Q4 a) 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? **[06]**
b) How is information Technology facilitating the functions of HRM? **[06]**

Q5 a) Discuss different job – redesign techniques used to improve the quality of work life. **[06]**
b) Effective and efficient communication is the key to all HRM functions – Discuss. **[06]**

Q6 Write short notes on **any 4** of the following: **[12]**
1. Key human resource activities
2. Steps in the evaluation of training and development
3. Job description
4. Guidelines for effective performance evaluation
5. Interviews
6. Staffing
7. Motivation

END OF EXAM PAPER

AFFILIATED COLLEGE

MBA - III

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
COST ACCOUNTING; BA (M)–611
MBA – III

Date: June 16, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1 The following information for the year ended December 31, 2001.

		End of year	Beginning of year
Materials	....	Rs 24,000	Rs 20,000
Work in process	....	8,000	12,000
Finished goods inventory	....	90,000	80,000
Direct material used	....	210,000	
Direct labor used	....	120,000	
Selling expenses	....	170,000	
General and administrative expenses	....	140,000	

Overhead is applied to production at a rate of Rs 24 per direct labor hour. Direct labor workers logged 8,000 hours during period.

Required: Prepare Cost of goods manufactured.

Q2 On October 1, the Fahad Company had the following inventories:
Materials, 200% of WIP beg; WIP, 2/6 of finished goods (beg.); and finished goods, Rs 36,000.
During the month, materials purchases totaled Rs 56,000. Direct labor for October was 5% of sales, at a uniform wage of Rs 6.40 per hour. Marketing and administrative expenses for the month amounted to 10% of net sales. Inventories on October 31 were as follows:
Materials 20,000; WIP 20% of Direct labor for October; and finished goods, Rs 40,000. Net sales for October totaled 5 times of finished goods ending. FOH is applied on the basis of Rs 8 per direct labor hour.

Required: Define and calculate:
1) Cost Of Goods Manufactured
2) Direct material consumed
3) Cost of Goods Sold
4) Conversion Cost
5) Direct labor

Q3 Mazhar Corporation uses a process cost system and the weighted average cost flow assumption. Production begins in the Fabricating Department where materials are added at the beginning of the process and conversion costs are incurred uniformly throughout the process. On March 1, the beginning work in process inventory consisted of 20,000 units which were 60% complete and had a cost of Rs 190,000, Rs 145,000 of which were materials costs. During March, the following occurred:

Materials added	Rs 305,000
Conversion costs incurred	Rs 120,000
Units completed and transferred out in March	50,000
Units in ending work in process March 31 (20% complete)	25,000

Required: Answer the following questions and show the computations that support your answers.
1. What are the equivalent units of production for materials and conversion costs in the Fabricating Department for the month of March?
2. What are the costs assigned to the ending work in process inventory on March 31?
3. What are the costs assigned to units completed and transferred out during March?

Q4 Lasani Company uses a job order cost system in each of its two manufacturing departments. Manufacturing overhead is applied to jobs on the basis of direct labor cost in Department A and machine hours in Department B. In establishing the predetermined overhead rates for 2002, the following estimates were made for the year:

	Department	
	A	**B**
Manufacturing overhead	Rs 2,100,000	Rs 1,600,000
Direct labor cost	1,200,000	1,200,000
Direct labor hours	100,000	100,000
Machine hours	200,000	400,000

Cont...

During January the job cost sheet showed the following costs and production data:

	Department	
	A	**B**
Direct materials used	Rs 195,000	Rs 128,000
Direct labor cost	100,000	110,000
Manufacturing overhead incurred	180,000	135,000
Direct labor hours	8,000	8,400
Machine hours	16,000	34,000

Required:
- (a) Compute the predetermined overhead rate for each department.
- (b) Compute the balance in the Manufacturing Overhead account at the end of January and indicate whether overhead is over- or under-applied.

Q5 Adil Company is a manufacturing firm that uses job-order costing. At the beginning of the year, the company's inventory balances were as follows:
Raw materials .... Rs 36,000
Work in process .... Rs 41,000
Finished goods .... Rs 104,000
The company applies overhead to jobs using a predetermined overhead rate based on machine-hours. At the beginning of the year, the company estimated that it would work 21,000 machine-hours and incur Rs 210,000 in manufacturing overhead cost. The following transactions were recorded for the year:
a. Raw materials were purchased, Rs 346,000.
b. Raw materials were requisitioned for use in production, Rs 338,000 (Rs 302,000 direct and Rs 36,000 indirect).
c. The following employee costs were incurred: direct labor, Rs 360,000; indirect labor, Rs 68,000; and administrative salaries, Rs 111,000.
d. Selling costs, Rs 153,000.
e. Factory utility costs, Rs 29,000.
f. Depreciation for the year was Rs 102,000 of which Rs 93,000 is related to factory operations and Rs 9,000 is related to selling and administrative activities.
g. Manufacturing overhead was applied to jobs. The actual level of activity for the year was 19,000 machine-hours.
h. The cost of goods manufactured for the year was Rs 870,000.
i. Sales for the year totaled Rs 1,221,000 and the costs on the job cost sheets of the goods that were sold totaled Rs 855,000.
j. The balance in the Manufacturing Overhead account was closed out to Cost of Goods Sold.

Required:
- i) Prepare the appropriate journal entry for each of the items above (a. through j.). You can assume that all transactions with employees, customers, and suppliers were conducted in cash.

Q6 Eastern Company uses a standard cost system in which manufacturing overhead is applied to units of product on the basis of standard direct labor-hours (DLHs). The denominator activity level is 60,000 direct labor-hours, or 300,000 units.

• A standard cost card for the company's product follows:

	Standard quantity or hours	Standard price or rate	Standard cost
Direct materials	0.25 kilogram	Rs 16 per kilogram	Rs 4
Direct labor	0.20 DLH	Rs 10 per DLH	2
Variable overhead	0.20 DLH	Rs 5 per DLH	1
Fixed overhead	0.20 DLH	Rs 10 per DLH	2
Total standard cost			Rs 9

• Actual data for the year follow:

Units produced and sold	330,000
Actual direct labor-hours worked	64,800
Actual variable manufacturing overhead cost	Rs 327,240
Actual fixed manufacturing overhead cost	Rs 612,000

Required:
- a. Compute the variable manufacturing overhead spending and efficiency variances.
- b. Compute the fixed manufacturing overhead budget and volume variances.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ECONOMICS & INDUSTRIAL DEVELOPMENT OF PAKISTAN; BA (M)–641
MBA – III

Date: June 18, 2014

Max Time: 3 Hrs
Max Marks: 60

INSTRUCTIONS:
1. **Attempt any 5 Questions, all carry equal marks. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device 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) Explain the main factor responsible for agricultural backwardness in Pakistan.
   b) How for the availability of cheap credit can help to resolve these problems of agricultural sector? Explain.

Q2   Acute shortage of electricity is a severe blow to the economic and industrial development of a country. Explain with reference to the adverse effects of load-shading in Pakistan.

Q3   Trade movement of a country depends a lot on the devaluation of currency. Discuss devaluation of Pakistani rupee and its after effect on the currency

Q4   The industrial sector of Pakistan is backward as its progress is not satisfactory discuss atleast six remedial measures taken by the government of Pakistan to improve the efficiency of Industrial sector

Q5   Pakistan can be better by adopting the export expansion strategies rather than import substitutes. Discuss

OR

Government has an important responsibility to support large scale industry. Discuss the deteriorating conditions of Pakistan steel and government continues funding to its revival. Suggests steps to make Pakistan steel a viable and profitable organization

Q6   Write short notes on **any 2** of the following:
1. Role of foreign private investment in the economic development of Pakistan
2. Role of commercial bank
3. Income inequalities in Pakistan
4. Role of Private and Public sector in the industriliazation of Pakistan

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
PRODUCTION MANAGEMENT; BA (M)–631
MBA – III

Date: June 20, 2014   **Max Time: 3 Hrs**
                                                         Max Marks: 60

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

Q.1   Discuss the various stages involved in satisfying a customer's need. Which of these stages form a part of production and operations management?

Q.2   Explain how operations can be used as a competitive weapon.

Q.3   Distinguish between design capacity and system capacity. Briefly explain different long-term and short-term capacity strategies.

Q.4   The traditional role of suppliers has altered in present day. Discuss this in the light of the role of suppliers in the supply chain management (SCM).

Q.5   Describe the basic concepts of EOQ (Economic Order Quantity) and its application in inventory management.

Q.6   What is the purpose of material requirement planning (MRP)? Elucidate the steps of MRP computations.

Q.7   Just-in-Time (JIT) is an integrated set of activities designed to achieve high-volume production using minimal inventories of raw materials, work in progress, and finished goods. Discuss the prerequisites for implementing JIT.

Q.8   Operations research (OR) is an interdisciplinary idea that uses thinking and also methods such as mathematical modeling, statistics and algorithms to arrive at optimal or near optimal solutions to complex problems in an organization. Briefly discuss the phases involved in OR methodology.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANCE; BA (M)–621
MBA – III

Date: June 23, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q1 a) What is the present value of the perpetuity of $100 per year if the discount rate is 7 percent? What would happen to the value of the perpetuity if interest rate would be double?
   b) Your friend borrows Rs. 100,000 and promises to repay Rs. 200,000. If you want at least a return of 12% on your loan, within how many years must he pay you back?

Q2 a) Cash flows are given more importance than profits in finance. Why? How does it relate to the objective of the firm?
   b) Elaborate at least five potential problems with ratio analysis?

Q3 a) What is the operating cash conversion cycle? What does it measure? What are the benefits to reduce it?
   b) Integrating working capital management into a value maximizing framework is not easy. Why?

Q4 From the given data find the following ratios:

Assets		Liabilities + Stockholder's Equity		Income Statement	
Cash	500	Accounts payable	800	Sales	10000
Marketable securities	300	Notes Payable	700	Cost of goods sold	(6500)
Accounts receivable	900	Current liabilities	1500	Gross profit	3500
Inventory	1200	Long term debt	3000	Operating expenses	(2100)
Current assets	2900	Common stock	3000	Operating Income	1400
Fixed assets	7100	Retained earning	2500	Interest	(600)
Total assets	10000	Total liabilities and stockholder's equity	10000	Taxes	(400)
				Net Income	400

Required:
 1. Fixed asset turnover
 2. Current ratio
 3. Quick ratio
 4. Debt– Equity ratio
 5. Times interest earned
 6. Inventory turnover
 7. Average collection period
 8. Net profit margin.
 9. Return on assets
 10. Return on equity

Q5 The Company has a project with the following cash flows and cost of capital is 10%.

YEAR	0	1	2	3	4	5
Cash flows	–200,000	50,000	100,000	150,000	40,000	25,000

Required:
   a) Calculate project's payback period, discounted payback period, net present value (NPV) and internal rate of return?

Q6 a) Differentiate between:
   i)   Primary market & secondary market   iii)   Business risk & Financial risk
   ii) Operating leverage & financial leverage   iv)   Diversified and non-diversified risk

   b) Explain how the CAPM relates risk and return?
   c) What does the "Weight" refer to in the Weighted Average Cost of Capital?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ADVANCE BUSINESS STATISTICS; BA (M)–601
MBA – III

Date: June 25, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q.1 a) Define (1) Parameter and Statistic (2) Descriptive and Inferential Statistics.   **(03)**
   b) The mean and variance of a normal random variable x are 50 and 25 respectively. Find P $(37.5 \leq x \leq 62.5)$ **(09)**

Q.2 a) Define sampling distribution of sample mean $\bar{x}$. What are its properties?   **(03)**
   b) What is the probability of drawing a random sample with a mean of 30 or more from a population with mean of 28? The sample size is 100 and the population variance is 64.   **(09)**

Q.3 a) Define Pooled Variance.   **(03)**
   b) Given two random samples of size $n_1 = 9$ and $n_2 = 16$ from two independent normal populations with
   $$\bar{x}_1 = 64; \ \bar{x}_2 = 52; \ s_1^2 = 36; \ \text{and} \ s_2^2 = 25$$
   Find a 95% confidence interval for $(\mu_1 - \mu_2)$. Assume $\sigma_1 = \sigma_2$.   **(09)**

Q.4   Draw all possible samples of size 2 with replacement from the population 6, 9, 15.
   Verify that   (i) $E(\bar{x}) = \mu$ and   (ii) $V(\bar{x}) = \frac{\sigma^2}{n}$ **(12)**

Q.5 a) Define Type – I and Type – II errors.   **(03)**
   b) An ambulance service claims that it takes it on the average not more than 10 minutes to reach its destination in emergency calls. To test this claim, the time taken to reach the destination on 50 randomly chosen emergency calls were observed. The mean and standard deviation of the sample were computed as $\bar{x}$ = 11.2 minutes and s = 3.1 minutes. At 0.05 level of significance, does this constitute evidence that the figure claimed is too low?   **(09)**

Q.6 a) Find a 95% confidence interval for the mean of a normal population if a random sample of 16 values with mean 41.5 inches and standard deviation 9 inches is drawn from this population.   **(03)**
   b) Two machines are used to cut steel bars of equal length. A random sample of 50 bars, cut on machine 1, gives mean of 55.6 inches with a standard deviation of 0.10 inches. Another random sample of 50 bars, cut on machine 2, gives a mean of 55.5 inches with standard deviation of 0.12 inches. At the 0.05 level of significance, are the machines cutting bars of equal length?   **(09)**

01/02

Q.7 a) Define Null and Alternate hypotheses. **(03)**

b) A market researcher believes that in a certain population the proportion of persons preferring brands A, B, C and D of tooth paste are 0.30, 0.60, 0.08 and 0.02 respectively. A simple random sample of 600 persons drawn from the population shows the following preferences:

Brand	A	B	C	D
Number of persons	192	342	44	22

Do these data provide sufficient evidence to reject the research's belief at $\alpha = 0.01$

(09)

Q.8 a) What is a time series? Describe its components. **(03)**

b) Determine a least square equation of trend line fitted to the following data. Estimate the value for the year 2016. **(09)**

Years	Values
2005	12
2006	21
2007	23
2008	35
2009	30
2010	62
2011	56
2012	59
2013	62

xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx

Selected Values From Statistical Tables

t values		
d.f.↓	0.025	0.05
15	2.131	1.753
23	2.069	1.714

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

z	0.00	0.06
− 2.5	0.0062	0.0052
− 1.9	0.0287	0.0250
1.9	0.9713	0.9750
2.5	0.9938	0.9948

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO RESEARCH METHODS; BA (M)–651
MBA – III

Date: June 27, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q.1   Elaborate the importance, nature and functions of marketing research.

Q.2   What are the Types of Errors Affecting Experimental Results? Compare Laboratory Experiments and Field Experiments.

Q.3   Discuss different types of questionnaire with examples.

Q.4   Discuss the Concept, Scales and Components of Measurement in marketing research.

Q.5   Discuss the different types of collecting primary data.

Q.6   Write notes on the following:

(i) Decision Support System
(ii) The Nature of Ethical Issues in Marketing Research
(iii) The Methods of Determining Sample Size

END OF EXAM PAPER

AFFILIATED COLLEGE

MBA – IV

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM BA (M) – 632
MBA – IV

Date: June 17, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

INSTRUCTIONS:
  1. **Attempt any 5 questions, all carry equal marks. Do not write anything on the question paper.**
  2. **Use of mobile phones or any other communicating device 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   Let's suppose you have been appointed as MIS Manager in an Organization, enlist the major problems and challenges that could be encountered during Management Information System implementation

Q-2   Explain how does Executive Information System (EIS) supports management to achieve the Organizational goals and used as problem solving tool in an Organization

Q-3   What do you mean by business intelligence? List down the Business Intelligence characteristics of Expert systems

Q-4
       (a) Describe why System Analysis and Design methodology is mandatorily required for business application development?
       (b) State, the phases involved in business system analysis and designing

Q-5   Give reason, why database is indispensable part for automation? Enlist the advantages of RDBMS and also describe how database maintain Data integrity and consistency?

Q-6   Write down the key distinguishing points between in the following with suitable examples.
       a) Client and Server
       b) Network and Data Communication
       c) Expert System and Artificial Intelligence

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING; BA (M)–602
MBA – IV

Date: June 21, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1. Provided data is about sales and commission which is given to sales staff. Estimate the sales commission for the month of January 2014 if sales Rs.190,000. Use scattered graph method.

Months 2013	Sales (Rs)	Sales Commission (Rs)
January	173,600	4,127
February	190,400	4,207
March	235,600	5,083
April	96,000	2,857
May	36,000	1,871
June	74,400	2,696
July	210,800	4,670
August	240,600	5,148
September	84,000	2,691
October	12,400	1,588
November	72,000	2,454
December	136,400	3,529

Q2. Selling price **Rs. 30**, Direct material **Rs. 8**, Direct labor **Rs. 4**, FOH variable **Rs. 2** FOH fixed **Rs. 40,000**, Selling variable Rs. 2 fixed Rs. 30,000

	Year 1	Year 2
Beginning inventory	0	5000
Production	40000	45000
Unit sold	35000	42000
Ending Inventory	5000	8000

<u>Required:</u>
  a) Prepare statement for two years according to absorption costing and variable costing method. Follow FIFO method.
  b) Prepare reconciliation statement.

Q3.

Sale Chicken 1 Kg	Rs.250
Cost of chicken	Rs.160
Process cost	Rs.7
Profit	Rs.83

Firm decides to sell chicken in parts like wing, chest piece and drum stick.
The estimated prices of above products are Wings Rs.180 Kg, Chest piece Rs.320 kg and Drum stick Rs.300 Kg. if we split 1 kg chicken in these products. Firm estimated that following yield can be obtained from 1 Kg chicken. 100 grams wing, 280 grams drum sticks and 500 gram chest piece. The process cost of splitting chicken is Rs.18.

<u>Required:</u> Should it be sell or process further?

01/02

Q4. The controller for Hakim Photographic Supply has established the following cost pools and cost drivers:

Activity Cost Pool	Budgeted Overhead Cost	Cost Driver	Budgeted Level for Driver	Pool Rate
Machine setups	Rs. 200,000	Number of setups	100	Rs. 2,000 per setup
Material handling	100,000	Pounds of raw material	50,000	Rs. 2 per pound
Hazardous waste control	50,000	Pounds of hazardous chemicals	10,000	Rs. 5 per pound
Quality control	75,000	Number of inspections	1,000	Rs. 75 per inspection
Other overhead costs	200,000	Machine hours	20,000	Rs. 10 per machine hr.
Total	**Rs. 625,000**			

An order for 1,200 boxes of film-development chemicals has the following production requirements:

Machine setups	8
Pounds of raw materials	16,000
Pounds of hazardous chemicals	None
Inspections	4
Machine hours	400
Direct materials and labor cost	Rs. 24,000

Hakim established a target price by adding a 40% markup to total manufacturing cost.

Required:
1. Determine the order's target price by using the activity-cost pools.
2. Assume that Hakim used a single, combined overhead rate based on weight of raw materials.
   a. Determine the predetermined overhead rate.
   b. Determine the expected cost of the order.
   c. Determine the target price.
3. Which approach above ("A" or "B") seems to be a more reasonable method to establish target prices? Explain.

Q5. a) Fill in the missing figures with calculation must be shown.

	A	B	C	D	E
Selling price per unit Rs.	?	50	20	?	30
Variable cost as % of selling price	60	?	75	75	?
No. of units sold	10000	4000	?	6000	5000
Contribution Margin Rs.	20000	80000	?	25000	50000
Fixed costs Rs.	12000		120000	10000	?

b) Prove which cost structure has more operating leverage and risky. Prove with help of DOL, Breakeven point and Margin of safety
(1)   Total cost= 6X + 40000
(2)   Total cost= 4X+80000

Q6. a) Define committed and discretionary fixed cost. Now a day's Third party contract is popular method of hiring, how this method provides the flexibility to cost managers to change the cost structure according to the business trend?
b) How the time and legal factors affect on the behavior of the cost?
c) Define CVP analysis. Discuss about the assumptions of breakeven analysis.
d) Define relevant range, degree of operating leverage and relevant information.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
AUDITING; BA (M)–612
MBA – IV

Date: June 24, 2014   Max Time: 3 Hrs
                                                 Max Marks: 60

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

Q1　Explain briefly six point technique of verification and analytical procedure

Q2　During the conduct of Audit of manufacturing concern what are the principle application of Audit technique and its procedures?

Q3　Explain the terms "Controlling of an Audit and its procedure.
OR
Meaning of Audit evidence and its types of procedure

Q4　Differentiate between Internal Audit, External Audit and Statutory Audit.

Q5　Define Audit report and explain purpose of Audit report.

Q6　You are the auditor of "Dux stationery", and you have been asked to suggest how audit work should be carried out on fixed assets?

Q7　Write short notes on **any 4** of the following:
　A) Audit engagement letter
　B) Audit report
　C) Qualified and unqualified report
　D) Kinds of audit
　E) Activities of internal Audit
　F) Objectives of auditing

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
GLOBAL MARKETING; BA (M)–642
MBA – IV

Date: June 26, 2014   Max Time: 3 Hrs
                                                            Max Marks: 60

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

Q1   Define International Marketing and International Task with respect to macro environment of home & host country?

Q2   Why International Planning is important and Explain International Planning process in detail?

Q3   Discuss International Pricing Policy and International Pricing Approaches?

Q4   Explain the significance of International Marketing with respect of economic development of a under developed country?

Q5 a) Discuss counter trade and its types.
   b) Define dumping and forefaiting.

Q6   Explain below mention entry level strategies
      (a) Franchising   (b) Joint Venture   (c) Licensing   (d) FDI?

Q7   Why International Research is significance and why cultural elements are important to observe and study in international launching?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BANKING OPERATIONS & MANAGEMENT; BA (M)–682
MBA – IV

Date: June 26, 2014   Max Time: 3 Hrs
                                                           Max Marks: 60

INSTRUCTIONS:
   1. **Attempt 5 questions, where Q1 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 are required to remove the batteries of these devices before entering the examination hall.**

Q1 a) Differentiate between Article and Memorandum of Associations of a company.
   b) State the essential provision related to Memorandum of Banking Company.
   c) State the role of SBP in the formation of banking company. (Other than Securities and Exchange Commission of Pakistan and Corporate Law Authority)

Q2   Differentiate the following:
   a) Holder and Holder in due course
   b) General Crossing and Special Crossing.
   c) Promissory note and bill of exchange
   d) Cheque, Payorder and Demand Draft

Q3 a) Define the principles of lending.
   b) Explain the types of securities require for commercial advances.

Q4 a) As per section 122A of Negotiable Instrument Act, under what circumstances banker's authority is revoked for the payment of cheque.
   b) Describe the circumstances under which bankers are not obliged to compliance the secrecy obligation of the customer.

05 a) Explain the concept and advantages of branchless banking.
Q5 b) Describe the types of alternate service delivery channel provided by banks (only give the names and one use/example of such channels)

Q6   Briefly define the following Interest free (Islamic banking) financing products.
   a) Mudarabah
   b) Musharika
   c) Ijarah
   d) Sukuk.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ADVERTISING & PROMOTION; BA (M)–652
MBA – IV

Date: June 28, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q.1.   Persuasion is an important task for companies and the sales staff. How is this important ingredient utilized in Advertising campaigns? Illustrate with the help of examples.

Q.2.   Define an advertising agency. Also details briefly various types of advertising agencies.

Q.3   Explain the importance of creativity. What is the significance of a copywriter in relation to other members of creative team?

Q.4.   How do marketing and advertising plans relates to each other? Explain the difference between objectives and strategies in marketing and advertising plans?

Q.5.   Write a note of personal selling. Describe sales promotion strategies and tactics for a pharmaceutical organization.

Q.6.   Give a detailed account of different advertising media currently used in Pakistan and describe their significance.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
PROJECT APPRAISAL; BA (M)–683
MBA – IV

Date: June 28, 2014

Max Time: 3 Hrs
Max marks: 60

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

Q.1 a. Describe briefly the aspects of a business environment.
   b. Why are the capital expenditure often the most important decision taken by a firm?

Q.2 Describe briefly the aspects of business environment that need to be monitor as well as the dimensions along which a firm may appraise its strengths and weakness for identifying investment opportunities.

Q.3 National Logistics is considering two mutually exclusive projects X and Y.
   The expected cash flow of these projects are as under:

Project Rs. 000	X	Y
0	(8,000)	(10,000)
1	5,000	4,000
2	6,000	6,000
3	4,000	7,000
4	7,000	7,500

Required:
   a. IRR and MIRR of the X and Y Projects.
   b. Present Value of the projects. Cost of capital is 12% and the re-investment rate is 14%.
   c. Which project is better for investment?

Q.4 The expected cash flow of two alternative investments of A and B are:

Investment	A	B	Rs. 000
0	(850)	(900)	
1	150	200	
2	140	250	
3	160	150	
4	180	200	
5	100	300	
6	300	400	

Required:
   a. For each project A and B calculate precisely the payback periods, Net Present Value and Benefit Cost Ratio. Assuming a discount rate of 14%.
   b. Out the above two projects which one is acceptable on the basis of the above criteria?

Q.5 a. Discuss the key business consideration relevant for a project financing decision.
   b. What is present and future values of an income stream of Rs.5,000 per year for the first 5 years and then Rs.6,000 a year forever there-after, if the discount rate is 12%.

END OF EXAM PAPER

AFFILIATED COLLEGES

MBA

JUNE 2014

FINAL EXAMS

PAPER