

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOUR; BA (M) – 561
MBA – I

Date: June 25, 2011

Max Time: 3 hrs

Max Marks: 60

Instruction:

- 1. Attempt any FIVE questions only.**
- 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 organizational behavior? (04)
(b) What are the important characteristics of organizational culture? (08)
- Q2 (a) Define perception and discuss its importance? (06)
(b) What are the external attention factors that affect perceptual selectivity? (06)
- Q3 (a) What do you understand by primary motives? (04)
(b) What is the Herzberg's two factor theory of motivation? (08)
- Q4 (a) Define decision making? (04)
(b) Discuss Delphi and Nominal group technique. (08)
- Q5 (a) What are three characteristics of attitude? Explain (04)
(b) What are the components of attitude and how attitude formation takes place? (08)
- Q6 (a) Define transactional and transformational leadership? (06)
(b) What are the characteristics of transactional and transformational leaders? (06)

END OF PAPER

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

Date: June 28, 2011

Max Time: 3 Hrs

Instruction:

Max Marks: 60

1. Attempt any FIVE (5) Questions. All questions carry equal marks.
 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.
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Q.No.1(a). Solve the following

(i) $3 - \frac{x}{2} = \frac{x}{3} - 2$

(iv) $2^{x+2} = 8$

(ii) $|x + 8| = 2$

(v) $\ln e^3$

(iii) $x + 8 \leq 8$

(b). Solve the inequality $2x^2 - x - 10 > 0$ Q.No.2(a). Find the equation of line passes that through the point (20 , -30) and is perpendicular to the line $4x + 2y = -18$.(b). Determine domain of the function $f(x) = \frac{x-4}{x^2-6x-16}$

Q.No.3 (a). Solve the following system of equation and interpret your result

$$2x - 3y = -13$$

$$4x + 2y = -2$$

(b). Find inverse of the matrix $\begin{bmatrix} 1 & 1 & 1 \\ 2 & -1 & 1 \\ 2 & 3 & 4 \end{bmatrix}$ by any method.

Q.No.4(a) A publisher has a fixed cost of Rs. 250,000/= associated with the publication of mathematics book. The contribution to profit and fixed cost from the sale of each book is Rs. 6.25.

- i. Determine the number of books must be sold in order to break even.
- ii. What is the expected profit if 50,000 book are sold.

(b).A company produces three products, each of which must be processed through three different departments, using the following table. Determine whether there are any combinations of the three products which would exhaust the weekly capacities of three departments

Depts	Products			Capacity hrs available per week
	1	2	3	
A	2	3.5	3	1200
B	3	2.5	2	1150
C	4	3	2	1400

Q.No.5(a) Determine the derivative of the function, using limit approach.

$$f(x) = 3x^2 - 5x$$

(b) Find $f'(1)$ and $f''(1)$ if $f(x) = e^{2x} \cdot \ln 2x$

Q.No.6 Integrate the following

(a) $\int x(x+1)^{\frac{1}{3}} dx$

(b) $\int x^2(2x^3 + 3)^{\frac{1}{2}} dx$.

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

Date: July 2, 2011

Max Time: 3 Hrs

Instruction:

Max Marks: 60

- 1. Attempt any FIVE (5) Questions. All questions carry equal marks.**
- 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 four activities that constitute the management process. Discuss the skills required by the managers of 21st century?
- Q#2 Compare and contrast Maslow's hierarchy of needs with the two factor theory of motivation.
- Q#3 Define human resource management. Explain ways in which organizations evaluate employee performance.
- Q#4 What is organizational structure? What is the difference between responsibility and authority?
- Q#5 Explain how risk affects business operations and identify the risk management process.
- Q#6 Write short notes on any two of the following:
1. Strategic Planning
 2. Steps in Decisions Making Process
 3. Leadership Styles

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011; AFFILIATED COLLEGES
FUNDAMENTALS OF ACCOUNTING: BA (M) – 521
MBA – I

Date: July 05, 2011

Max Marks: 60
Max Time: 3 hrs**Instruction: Attempt ALL questions.**

Q. 1. The following are the characteristics, assumptions, principles, or constraints that guide the FASB when it creates accounting standards.

- (a) Relevance (b) Time period assumption (c) Reliability (d) Going concern assumption
(e) Comparability (f) Cost Principle (g) Consistency (h) Full disclosure principle
(i) Monetary unit assumption (j) Materiality (k) Economic entity assumption (l) Conservatism

Required: Match each item above with a description below.

1. Items not easily quantified in dollar terms are not reported in the financial statements.
2. Accounting information must be verifiable, neutral, and a faithful representation of what it purports to measure.
3. Personal transactions are not mixed with the company's transactions.
4. Choosing the accounting method least likely to overstate assets or income.
5. A company's use of the same accounting principles from year to year.
6. Assets are recorded and reported at original purchase price.
7. Accounting information should be timely, should help users predict future events, and should provide feedback about prior expectations.
8. The life of a business can be divided into artificial segments of time.
9. The reporting of all information that would make a difference to financial statement users.
10. The judgement concerning whether an item's size makes it likely to influence a decision maker.
11. Assumes a business will remain in operation for the foreseeable future.
12. Different companies use the same accounting principles.

Q. 2. Bob Sample and other student investors opened Campus Carpet Cleaning, Inc. on September 1, 2010. During the first month of operations the following transactions occurred:

- Sept 1.** Stock holders invested \$ 20,000 cash in business.
2. Paid \$1,000 Cash for store rent for the month of September.
3. Purchased industrial Carpet-Cleaning equipment for \$25,000, paying \$10,000 in Cash and signing a \$15,000 6-month, 12% note payable.
4. Paid \$1,200 for 1-year accident insurance policy.
10. Received bill from the Daily News for advertising the opening of the cleaning service, \$200.
15. Performed services on account for \$ 6,200.
20. Paid a \$700 Cash dividend to stockholders.
30. Received \$ 5,000 from customers billed on September 15.

Required:

1. Prepare General Journal to book the above transactions.
2. Open ledger accounts and post the transactions.
3. Prepare a trial balance at September 30, 2010.

Q. 3. You are provided with the following information for Selbe Inc. for the month of January 2010. The Company uses perpetual inventory system.

Date	Item	Quantity	Unit cost or Selling Price
Jan. 1	Opening Inventory	160	\$20
2	Purchase	100	22
6	Sale	180	40
9	Purchase	75	24
10	Sale	50	45
23	Purchase	100	26
30	Sale	120	50

Required: For each of the following cost flow assumption, calculate (i) Cost of Goods Sold, (ii) Cost of ending inventory and, (iii) Gross Profit.

- (a) FIFO (b) LIFO (b) Moving Average Method

Q. 4. Terry Thomas and a group of investors incorporate the Green Thumb Lawn Care Corporation on April 1. At April 30 the trial balance shows the following balances for selected accounts.

Prepaid Insurance \$ 3,600
 Equipment 28,000.
 Note Payable 20,000
 Unearned Service Revenue 4,200.
 Service Revenue 1,800.

Analysis reveals the following additional data pertaining to these accounts.

1. Prepaid insurance is the cost of a 2-year insurance policy, effective April 1.
2. Depreciation on the equipment is \$500 per month.
3. The note payable is dated April 1. It is a 6-month, 12% note.
4. Seven customers paid for the company's 6-month lawn service package of \$ 600 beginning in April. These customers received the first month of service in April.
5. Lawn service performed for other customer but not billed at April 30 totalled \$ 1,500.

Required:

Prepare adjusting entries for the month of April. Show computations.

Q. 5. On July 31, 2010, Fenton Company had a Cash balance per books of \$ 6,140. The statement from Jackson State Bank on that date showed a balance of \$ 7,695.80. A comparison of the bank statement with the cash account revealed the following facts.

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

Required:

1. Prepare the Bank Reconciliation Statement as of July 31.
2. Prepare the necessary adjusting entries at July 31.

Q. 6. Flint Hills Resort opened for business on June 1 with eight air-conditioned units. Its trial balance data before adjustment on August 31 is presented below.

Cash \$ 24,600; Prepaid Insurance 5,400; Supplies 4,300; Land 40,000; Cottages 132,000; Furniture 36,000; Accounts Payable 6,500; Unearned Rent Revenue 6,800; Mortgage Payable 120,000; Common Stock 100,000; Dividend 5,000 (Dr); Rent Revenue 80,000; Salaries Expenses 53,000; Utilities Expense 9,400; Repair Expense 3,600.

Adjustments:

1. Insurance expires at the rate of \$ 450 per month.
2. A count of supplies on August 31 shows \$700 of supplies on hand.
3. Annual depreciation is \$4,400 on cottages and \$ 4,000 on furniture.
4. Unearned rent of \$ 5,000 was earned prior to August 31.
5. Salaries of \$ 600 were unpaid at August 31.
6. Rentals of \$ 1,200 were due from tenants at August 31.
7. The mortgage interest rate is 8% per year.

Required:

1. Prepare Income Statement for the period ended August 31.
2. Prepare Balance Sheet as on August 31.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011: AFFILIATED COLLEGES
BUSINESS STATISTICS: BA (M) – 532
MBA – II

Date: June 24, 2011

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

- **Attempt five questions all together. Questions # 1 is compulsory.**
- **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) Give the answers precisely and concisely for each of the following statements. (each answer should not exceed more than two lines). (12)
- i. Are the Mutually exclusive events not independent?
 - ii. Which Quartile, Decile and Percentile is same as median?
 - iii. Is in binomial distribution mean always greater than variance?
 - iv. Is there any difference between discrete and continuous data?
 - v. Are the units of regression and correlation coefficient different?
 - vi. Can for open ended class interval Arithmetic mean be calculated?
 - vii. Are all measures of dispersion independent of origin but dependent on scale?
 - viii. If X and Y having perfect quadratic relationship then coefficient of correlation will be zero?

- Q2) a) What are the properties of good frequency distribution? (3)
- b) Following data represents the shoe of different sizes sold in a certain shop.

Shoe sizes	3.0—3.9	4.0—4.9	5.0—5.9	6.0—6.9	7.0—7.9	8.0—8.9	9.0—9.9
No of pair sold	3	6	9	16	30	9	5

- i) Calculate Arithmetic Mean and Mode. (3)
 - ii) By using cumulative frequencies find first and third quartile. (2)
 - iii) Suggest an appropriate average to represent shoe size. (mean or mode) (1)
 - iv) Comment on the type of shop from which data could be taken, ladies or gents shoe shop. (1)
- c) The data shoes the final round score of golfers

Final round score	65	66	67	68	69	70	71	72	73
No of golfers (f)	2	5	6	7	c	8	7	3	2

If the median is 69 find c? (2)

- Q3) a) The following data represents wage bill of a travelling company.

Wages in 000 Rs.	5 –14	15—24	25—34	35—44	45—54	55—64	65—74
No of employees	3	5	8	25	12	4	2

- i) What is the total amount of rupees distributed in salary by the company? (1)
- ii) Calculate coefficient of variation of the wage bill. (3)
- iii) If the Company decided to increase the wages by Rs. 1000 each. What will be the new mean, Standard deviation? (1)
- iv) If the company decided to increase wages by 15%. What will be the new coefficient of variation?(2)
- v) What will be the new mean and standard deviation if the frequencies are doubled? (1)

b) The data given below shows the price and quantity of different items for the year 2008 and 2009.

Items	Price 2008	Price 2009	Quantity 2008	Quantity 2009
Rice	50	62	10	11
Fuel	70	79	150	155
Electricity	8	11	450	475
Wheat	30	35	12	11.5

- i) Calculate Fisher's price index by taking 2008 as base year (3)
 ii) Comment on the change in price over the year of 2008 to 2009 (1)

Q4) a) Seven people of different countries meet at the party.

- i) Each person shakes hand with the other. How many hand shake are possible? (2)
 ii) Each person exchanges their ID cards. How many ID card exchange are possible. (2)
 b) A woman has 8 friends consists of 3 men and 5 women. In how many ways she can invite 5 of them to a dinner. (4)
 i) With no restriction (ii) with 2 men and 3 women (iii) with 2 men and 3 women if a certain man and women must be invited.
 c) How many four letters word that can be formed from the letters of the word HISTORY? How many start with S? How many contain the letter T? (4)

Q5) a) The probability that a patient recovers from a delicate heart operation is 0.95. What is the probability from the next 7 patients having this operation (5)

- i) exactly two survived ii) At-least five survived iii) exactly two died

b) A sample of 500 persons was selected to determine the consumer behavior. The question asked was "Do you enjoy shopping for clothing" Of the 240 males 136 answered yes, Of the 260 female, 224 answered yes. Fill up the table and answer the following questions. (1)

	Yes	No
Male		
Female		

- i) A person is picked at random what is the probability that the person says Yes (1)
 ii) A person is picked at random what is the probability that the person is a Female (1)
 iii) A person is picked at random what is the probability that the person is Female or someone who says Yes. (2)
 iv) If two persons are picked at random what is the probability that both are male. (2)

Q6) a) Briefly discuss the importance of scatter diagram in regression analysis. (2)

b) The following data taken from a rental car company.

Distance travelled in Km (X)	5	8	15	20	25	30	40	50	100
Bill charged in Rs (Y)	1600	1650	1700	1790	1850	1930	2130	2280	3500

- i) Find regression line to estimate the bill charge for a given distance travelled (5)
 ii) Estimate the fixed charges (1)
 iii) Estimate the charges per Km. (1)
 iv) Estimate the bill charged if distance travelled by a car is 75 km (1)
 v) By finding Coefficient of Correlation comment on the goodness of your estimate found in part (iv). (2)

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
INTRODUCTION TO MARKETING BA (M) – 542
MBA – II

Date: June 27, 2011

Max Time: 3 Hrs
Max Marks: 60

Instructions:

1. Provide precise and to the point answers.
2. All answers must be given on ANSWER SHEET ONLY. Do not write anything on question paper.
3. 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. Selling concept is “factory focused” whereas marketing concept is “consumer focused”. Do you agree or not. Please explain with examples **6 marks**
- Q2. You are working for well established local FMCG as Brand manager. The company is doing well. Out of 10 brands it has, 6 are cash cows and 4 are dogs. Your marketing manager decided to further invest and squeeze more profits from cash cow brands and drop all the struggling dogs. However, he also wanted to take your advice being a trusted and respected professional. What would you advice? Does this portfolio look healthy and sustainable in the long term? **6 marks**
- Q3. Hardee’s has arrived in Pakistan! **6 marks**

CKE Restaurants Inc. said that it opened its first Hardee's restaurant in Pakistan. The restaurant operator said it has a solid base of Hardee's restaurants in the Middle East and strong brand awareness in the region, with Pakistan expanding its global footprint further. The company, which also runs Carl's Jr. restaurants, said the Hardee's in Lahore, Pakistan is one of at least 25 that will open in the country in the next five years. The franchised restaurant is run by MDS Foods Private Ltd., a unit of Pakistan home appliance and automotive company Super Asia Group. Hardee's currently has 205 restaurants in Egypt, Lebanon, Jordan, Kuwait, Saudi Arabia, United Arab Emirates, Bahrain, Qatar, Oman and Pakistan (News from Business week Nov. 24, 2009 issue).

Industry Facts (Pakistan): Industry insiders reveal that Hardee's food cost is 65% (with all ingredients being imported) as opposed to KFC and McDonald's 55% (around 90% ingredients being imported by both players) and Mr. Burger's 35% (all ingredients indigenously produced). The economic indicators are not good. Inflation is at all time high in Pakistan, purchasing power is diminishing and economic scenario is highly uncertain due to prevalent law and order situation. Hardee's, KFC and McDonald's have par prices while Mr. Burger charges significantly lesser prices.

Do you think Hardees would be able to meet its objective of opening 25 restaurants? Support your answer with reasons.

Which player has sustainable competitive advantage? What strategy you see in action that has led to the development of SCA?

How would you think McDonald's, KFC and Mr. Burger respond to Hardee's arrival based on their past history?

- Q4. Differentiate between: **12 marks**
- A. Brand & Product
 - B. Push & Pull strategy
 - C. Quantitative & Qualitative research
 - D. Demographics & Psychographics
 - E. Line extension & brand extension
 - F. Mission & Vision
- Q5. How purchasing a new product is different from purchasing a tried and tested product with reference to adoption process. Please explain in detail with example. **10 marks**
- Q6. What is product's “position” and how do marketers go about the positioning process. **10 marks**
- Q7. Comment whether you agree or not with the following statement and give reason for your answer. **10 marks**
- A. Profit and sales are highest during growth and maturity phase of PLC
 - B. Price skimming is usually done for me too products where there is high competition
 - C. Advertising objectives and sales objectives are essentially similar
 - D. Consumer needs and goals are always interdependent
 - E. Sub culture is not part of culture

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011: AFFILIATED COLLEGES
FINANCIAL ACCOUNTING: BA (M) – 522
MBA – II

Date: June 29, 2011

Max Marks: 60

Time Allowed: 3 Hours

Instruction: Attempt ALL questions.**Q# 1:** At December 31, 2009 Kelso Imports reported this information on its balance sheet.

Accounts Receivable \$600,000

Less: Allowance for doubtful accounts 40,000

During 2010 the company had the following transactions related to receivables.

1. Sales on account 2500,000
2. Sales return and allowances 40,000
3. Collections of account receivable 2200,000
4. Write-off of accounts receivable deemed uncollectible 45,000
5. Recovery of bad debts previously written off as uncollectible 15,000

Required: (10 marks)

1. Prepare the journal entries to record each of these five transactions. Assume that no cash discounts were taken on the collections of accounts receivable.
2. Enter the January 1, 2010 balances in Accounts Receivable and Allowance for Doubtful Accounts, post the entries to the two accounts (use T accounts), and determine the balances.
3. Prepare the journal entry to record bad debts expense for 2010, assuming that aging the accounts receivable indicates that estimated bad debts are \$46,000.

Q# 2: Gemini Fitness Club used a Straight-line depreciation for a machine that cost \$43,500, under the assumption it would have a four-year life and a \$4,500 trade-in value. After two years, Gemini determined that the machine still had three more years of remaining useful life, after which it would have an estimated \$3,600 trade-in value.

Required: (8 marks)

1. Calculate the machine's book value at the end of its second year.
2. Calculate the amount of depreciation to be charged during each of the remaining years in the machine's revised useful life.

Q# 3: The comparative balance sheets for Mercado Company as of December 31 are presented below.

MERCADO COMPANY
Comparative Balance Sheets
December 31

Assets	2010	2009
Cash	\$ 65,000	\$45,000
Accounts Receivable	50,000	62,000
Inventory	151,450	142,000
Prepaid Expense	15,280	21,000
Land	105,000	130,000
Equipment	228,000	155,000
Accumulated Dep. Equipment	(45,000)	(35,000)
Building	200,000	200,000
Accumulated Dep. Building	(60,000)	(40,000)
Total	\$ 709,730	\$680,000
Liabilities and Stockholder's Equity		
Accounts Payable	\$44,730	\$40,000
Bonds payable	260,000	300,000
Common stock, \$1 par	200,000	160,000
Retained Earning	205,000	180,000
Total	\$ 709,730	\$680,000

Additional information:

1. Operating expenses include depreciation expense of \$42,000 and charges from prepaid expenses for \$5,720.
2. Land was sold for cash at book value.
3. Cash dividend of \$12,000 were paid.
4. Net income for 2010 was \$37,000.
5. Equipment was purchased for \$95,000 cash. In addition, equipment costing \$22,000 with a book value of \$10,000 was sold for \$8,000 cash.
6. Bonds were converted at face value by issuing 40,000 shares of \$1 par value common stock.

Required: (12 marks)

Prepare a Statement of Cash Flow for the year ended December 31, 2010 using the indirect method.

Q# 4: On October 1, 2009 Havenhill Corp. Issued \$700,000, 7% 10-year bonds at face value. The bonds were dated October 1, 2009, and pay interest annually on October 1. Financial statements are prepared annually on December 31.

Required: (10 marks)

1. Prepare the journal entry to record the issuance of the bonds.
2. Prepare the adjusting entry to record the accrual of interest on December 31, 2009.
3. Show the balance sheet presentation of bonds payable and bond interest payable on December 31, 2009.
4. Prepare the journal entry to record the payment of interest on Oct. 1, 2010.
5. Prepare the adjusting entry to record the accrual on interest on Dec. 31, 2010.
6. Assume that on Jan. 1 2011, Havenhill pays the accrued bond interest and calls the bonds. The call price is 102. Record the payment of interest and redemption of the bonds.

Q# 5: On January 1, 2010, Sampson Inc. had these stockholders' equity balances.

Common Stock, \$1 par (2000,000 shares authorized, 800,000 shares issued and outstanding)	\$ 800,000
Paid-in Capital in Excess of par value	1500,000
Retained Earnings	600,000

During 2010, the following transactions and events occurred.

1. Issued 50,000 shares of \$ 1 par value common stock for \$ 3 per share.
2. Issued 60,000 shares of common stock for cash at \$ 4 per share.
3. Purchased 20,000 shares of common stock for the treasury at \$3.50 per share.
4. Declared and paid a cash dividend of \$ 115,000.
5. Earned net income of \$ 350,000.

Required: (10 marks)

Prepare the stockholders' equity section of the balance sheet at December 31, 2010.

Q# 6: Take data from Question#3 and compute the following for 2010. **(10 marks)**

1. Current Ratio
2. Quick Ratio
3. Working Capital
4. Inventory Turnover assumed current year's Cost of Goods Sold \$500,000.
5. Receivable Turnover assumed current year's Sales \$750,000.
6. Debt to Equity Ratio
7. Book value per share
8. Gross Profit rate
9. Assets Turn over
10. Rate of Debt on Assets

End of paper

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011: AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS: BA (M) – 512
MBA – II

Date: July 1, 2011

Max. Marks: 60
Max Time: 3 Hrs

Instructions:

- **Attempt five questions, all carry equal marks.**
- **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 Explain and illustrate, how Electronic data interchange (EDI) can restructure business relationships among Organizations. Give its competitive advantages.
- Q-2 Describe the major e-Commerce application models with business reference and examples.
- Q-3 Write down functions of database management system that fascinate to business, briefly explain how database maintain data integrity and consistency.
- Q-4 How can you differentiate the functionality of Computer networking & telecommunication, enlist utilization of these technologies in to-days business?
- Q-5
- (a) Describe the elements of Computer-Based Information System (CBIS)
 - (b) Gives, valid arguments why End-user prefers to use Access database with compare to Excel?
- Q-6 Write down the major tasks and salient features of the following with suitable business examples:
- a. e-Marketing.
 - b. Cyberspace.
 - c. Transaction Processing System.
 - d. Decision Supporting System.
- Q-7 Briefly explain the term Electronic Fund Transfer (EFT) used in e-banking and describe the process of Wire Funds Transfer.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
 UNIVERSITY OF KARACHI
 FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
 COST ACCOUNTING; BA (M) – 611
 MBA – III

Date: June 23, 2011

**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- Hulse Company put into process \$ 60,000 materials. The Grinding Department used 8,000 labor hours at \$ 5.6 per hour, and the Machining Department used 4,600 hours at a cost of \$ 6 per hour, and applied at a rate of \$ 6 per labor hour in the Grinding Department and \$ 8 per labor hour the Machining Department. Inventory accounts had the following beginning and ending balances:

	Beginning	Ending
Finished Goods	\$ 22,000	\$ 17,000
Work in Process	15,000	17,600
Materials	20,000	18,000

Required:

- | | | |
|---|---------------------------------|--------------------------|
| i- Total Cost of Work put into process. | ii- Cost of goods manufactured. | iii- Cost of goods sold. |
| iv- Conversion cost. | v- Cost of material purchased. | |

Q.2- Waterlux Company incurred \$50,000 direct labor cost in 19A and had the following selected account balance at the beginning and end of 19A:

	January 1	December 31
Finished Goods	28,000	45,000
Work in process	12,000	14,000
Materials	17,000	24,000
Cost of goods sold		140,000
Factory Overhead Control		25,000

Required:

Reconstruct the journal entries that recorded the above information in 19A.

Q.3- Cannery Row Company uses the fifo process costing method. All spoilage that occurred in Department 2 during June was normal and applicable to units received during June from the preceding department

June cost data for Department 2 were as follows:

	Beginning Inventory	Cost Added
Cost transferred from Department 1	\$ 13,200	\$ 91200
Conversion cost	6,000	60,000

The department 2 beginning inventory (2/3 converted) was 1,200 units, and 8,000 units were transferred from Department 1. The ending inventory was 1,000 units (1/2 converted), and 7,800 units were transferred to Department 3.

Required: Prepare the June cost of production report for Department 2.

Q.4- The following data pertain to the first week of operations during the month of June:

Materials	Actual purchases	1,500 units at \$ 3.8 per unit
	Actual usage	1,350 units
	Standard usage	1,020 units at \$ 4.00 per unit
Direct Labor	Actual hours	310 hours at \$ 12.10 per hour
	Standard hours	340 hours at \$ 12.00 per hour

Required: Compute the following variance, indication whether the variances are favourable or unfavourable:

- (i) Material Price and Quantity Variances (ii) Labor Rate and Efficiency variances.

Q.5- (a) Shilders Inc. has an annual usage of 100 units of items M, with a purchase price of \$ 55 per unit. The following data are applicable to Item M:

Ordering cost	\$ 5 per order
Carrying cost percentage	15%

Ambler Company has developed the following information for one of its inventory Items: Units required per year 30,000; cost of placing an order \$100; unit carrying cost per year \$600.

Required: Compute the economic order quantity for (a) and (b).

Q.5- (a) Mitchell Company made the following data available from its accounting records and reports:

- i. $\frac{\$600,000 \text{ estimated F.O.H}}{200,000 \text{ estimated machine hours}} = \$ 3 \text{ predetermined F. O.H}$
- ii. Further analysis indicates that one third of the rate is variable-cost oriented.
- iii. During the year, the company worked 210,000 machine hours, and actual F.O.H expenditures were \$ 631,000

Required: Compute the spending and idle capacity variances.

Q.6- (a) Fannin Company had a production run of 8,000 pairs of slacks during the last week of June, at the following costs per pair:

Material	\$	5
Labor		4
F.O.H (includes \$.70 allowance for spoiled work)		3

Final inspection revealed 600 pairs as not meeting quality standards, saleable as seconds at \$4 a pair.

Required: Prepare the journal entries to record all related costs if:

- i. The loss is to be charged to the production run.
- ii. The loss is to be charged to all production of the fiscal period.

Q.6- (b) Lindale Fabricators manufactures jacks and other lifting equipment. One order from Athens Supply House for 1,000 jacks showed the following costs per unit: materials \$ 4; labor \$ 1.75; factory overhead at 160% of direct labor cost (150% in cases in which any defective unit costs are to be charged to a specific order).

Final inspection revealed the 75 of the units were improperly riveted. To correct each defective unit requires \$ 0.20 for materials, \$ 0.30 for labor, and factory overhead at the appropriate rate.

Required: Prepare entries to record all cost related to the order when the:

- i. Order is Charged with the cost of defective work.
- ii. Cost of correcting defective work is not charged to a specific order.

END OF PAPER

02/02

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011; AFFILIATED COLLEGES
ECONOMICAL AND INDUSTRIAL DEVELOPMENT BA (M) – 641
MBA – III

Date: June 25, 2011

Max Time: 3 Hrs

Max Marks: 60

Instructions:

- 1. Attempt any five questions only. All questions carry equal marks.**
- 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: Identify the reasons of backwardness of the industrial sector of Pakistan. How can we put this backward industrial sector on the track of progress? Discuss.
- Q2: Describe the agricultural policy of Pakistan. What is the contribution of agriculture sector in the economic development of Pakistan?
- Q3: "Foreign private investment accelerates the economic growth of any country." Do you agree? Give reasons in favour.
- Q4: Describe the Balance of payment system. Suggest the solutions to correct the adverse Balance of payment?
- Q5: Distinguish between "inflation" and "deflation." Classify inflation into its three different categories with examples.
- Q6: 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 shedding in Pakistan.
- Q7: Trade movement of a country depends a lot on the devaluation of currency. Discuss devaluation of Pakistani Rupee and its after effects on the currency.
- Q8: Write short notes on any two of the following:
- i. Role of Communication in the Economic Development of Pakistan.
 - ii. Monetary Policy of Pakistan.
 - iii. Benefits of Privatization.
 - iv. Reasons of the Success of Second Five Years Plan in Pakistan.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011: AFFILIATED COLLEGES
PRODUCTION AND OPERATIONS MANAGEMENT BA (M) – 631
MBA – III

Date: June 28, 2011

Max Time: 3 Hrs

Instruction:

Max Marks: 60

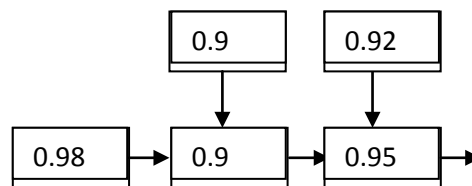
- 1. Attempt any FIVE (5) Questions**
- 2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q.1. (a) What is the multifactor productivity (MEF) , if 7500 units produced and sold for 10/unit with cost of labor Rs.10,000, Cost of material: Rs. 5000 and cost of overhead Rs. 20,000.

(b) Discuss the different responsibilities of a production manager.

Q.2. Discuss the different factors in design strategy. Also explain the product or service design activity.

Q.3. (a) Determine the reliability of following collaborative system. (Individual reliability of Different processes are given.



(b) What is capacity Planning? Discuss importance of capacity decisions.

Q.4. What is process selection? Discuss different reasons for MAKE OR BUY decision.

Q.5. Discuss following terms:

1. Product layout and process layout
2. Organizing projects
3. Different Quality Dimensions involve in PM
4. Service Gap Analysis

Q.6. Write short note on any two of following

1. Standardization and its advantages
2. CPFR (Collaborative Planning, forecasting and replenishment) tool
3. Design of Work System
4. Motion Study and Motion study Technique

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011: AFFILIATED COLLEGES
ADVANCE BUSINESS STATISTICS BA (M) – 601
MBA – III

Date: July 2, 2011

Max Time: 3 Hrs

Instruction:

Max Marks: 60

1. Attempt ALL Questions
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 In a sample of 24 liter packs of milk from Nestley the quantity of milk found to be 1.09 liters, on the average with a standard deviation of 0.11 liters. In another sample of 18 liter packs of milk from Omor , the quantity of milk found to be 1.02 liters, on the average with a standard deviation of 0.08 liters,
- a) Test at 2% whether the variances for the two brands are equal. [05]
 - b) As a consequence of the result obtain in (a), above, test at 2% whether the average weight for the two brands differ significantly. [05]
 - c) Also, construct a 98% confidence interval for the difference between the two population means. [04]
- Q2. a) A sample of 30 Lux bars found to weigh 35 grams on the average with a standard deviation of 6 grams. Construct 99% confidence intervals for the population [08]
- i) Mean
 - ii) Variance.
- b) The waiting time for takeoff in minutes for departing aircrafts at Chicago International Air port are assumed to be normally distributed with a mean of 22 minutes and a standard deviation of 8 minutes.
- c) What is the probability that the plane you are boarding will take [06]
- i) More than 32 minutes
 - ii) Less than 35 minutes
 - iii) Between 15 to 30 minutes.
- d) What is the maximum waiting time of the 12 percent lowest waiting planes. [02]
- e) What is the minimum waiting time of the 15 percent highest waiting planes. [02]
- Q3. A survey of 600 children revealed the following information regarding statures of children and their parents. Test, whether there exist any dependency between the statures of parents and their children, at 1% level of significance. [08]
- | | <u>Tall Fathers only</u> | <u>Tall mothers only</u> | <u>Both parent tall</u> |
|-----------------|--------------------------|--------------------------|-------------------------|
| Tall Children: | 77 | 130 | 200 |
| Short children: | 45 | 55 | 93 |
- Q4. A) Distinguish between the following. [06]
- (i) Standard deviation & standard error
 - (ii) Type I and Type II errors.
 - (iii) Parametric and non parametric hypotheses.
- b) Define and explain. [06]
- i) Random Sampling
 - ii) P value
 - iii) Statistical inference
- Q5. In a sample of 650 girl students 35% are found to have earned an "A" in statistics at the M.A economics examination this year, In another sample of 800 boy students 27% are found to have earned an "A" in the same course.
- i) Construct a 90% confidence interval for the difference in the proportion of girls and boys who earned an "A" in the population. [04]
 - ii) Test at 5% whether the proportion of girls exceeds that of boys. [04]

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011: AFFILIATED COLLEGES
INTRODUCTION TO RESEARCH METHODS BA (M) – 651
MBA – III

Date: July 5, 2011

Max Time: 3 Hrs

Instruction:

Max Marks: 60

1. **Attempt any FIVE (5) Questions**
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 research proposal? Why it is necessary before conducting actual research. Discuss different components of Research Proposal by writing a research proposal of following problem statement:

"Do the employees with 10 or more years of service have different awareness levels, etc. than employees with fewer than 10 of service for XYZ Corporation"

Q.2. (a) Discuss the significance of Screening and Diagnosing the situation in exploratory research

(b) Factorial experimental design is a way to check the two different treatments in a single design – comment the statement and support your answer with the help of Factorial design example.

Q.3. (a) What are the two main areas which keep in mind before designing a Questionnaire.

(b) Managers of ABC organization is researching the relationship between their employees' performance and associated compensation management system. Being a researcher you are required to design a questionnaire which help them to investigate either the positive relationship exist or not. (*No. of Questions should not exceed than 20 words including demographics*)

Q.4. (a) Suppose a fast-food restaurant wishes to estimate the average sales volume for a new Menu item. The restaurant has observed the sales of the item at a similar outlet and has determined the following results:

Mean daily sales	500
Standard Deviation of Sample	100
Sample Size	25

The restaurant manager wants to know into what range the mean daily sales would fall 95 percent of the time. Perform this calculation. (*Z-value for 95 percent is 1.96*)

(b) What are the factors involve in determining the Sample size?

Q.5. (a) Discuss different tools available for measuring Physiological reactions in marketing research

(b) Discuss the procedure for t-test for conducting uni-variate analysis

Q.6 Explain following terms (any four) with example

1. Response Latency
2. Contrived Observation
3. Demand Characteristics and Types
4. Destruction of Test Units
5. Elaboration and Refinement
6. Rank Order and its Calculation

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM: BA (M) – 632
MBA – IV

Date: June 22, 2011

Max Time: 3 Hrs
Max Marks: 60

Instruction:

1. Attempt all questions. Be Precise and to the point while answering the question.
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.**

Question 1: **(15 marks)**

Define the following terms (any 5)

- a) Business Process Re-Engineering
- b) OLAP
- c) 5 Types of business TPS in business organization
- d) Sales and Marketing System
- e) Entities / Attributes / Key Fields
- f) Human Resource System
- g) Customer Relationship Management System
- h) HTML / XML

Question 2: **(5+5+5=15 marks)**

- a. How the value chain and competitive forces models changed as a result of the internet and the emergence of digital firm?
- b. What roles of multiprogramming virtual storage, time sharing and multiprocessing play in operation of an information system?
- c. The internet is the driving force behind developments in telecommunications, networks, and other information technologies? Do you agree or not ? Justify your answer with proper explanation and example

Question 3: **(5+5+5=15 marks)**

- a. Describe the features of relational database.
- b. Evaluate the role of m-commerce in business. Also describe TWO applications
- c. List and describe the organizational, management and technology dimensions of Information System.

Question 4: **(15 marks)**

Differentiate between the following (any 5)

- a) Operational level systems and Management Level Systems.
- b) Decision Support System and Executive Support System.
- c) Collaborative commerce and Electronic Commerce.
- d) Transaction Broker and Information Broker.
- e) Batch Processing and Online Processing .
- f) Serial Processing and Parallel Processing.
- g) Analog signals and Digital Signals.
- h) System Analyst and Information System Managers.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT BA (M) – 622
MBA – IV

Date 24-June-2011

MAX TIME: 3 HOURS
Max MARKS: 60

INSTRUCTIONS:

- Attempt any 5 questions. All questions carry equal marks.
- Without computations answer will not be accepted

Question no.1

Stock X and the "market" had the following returns during the last three years, and the same relative volatility is expected to exist in the future :

Stock X	Market	Year
15.0	10.0	1
5.0	5.0	2
-15.0	-5.0	3

The riskless rate is $K_{RF}=8\%$, and the expected return on the market is 12 percent. If equilibrium exists, what is the expected return on Stock X?

Question no.2

Karachi Furniture Inc. has a beta coefficient of 0.7 and the required rate of return of 15 percent. The market risk premium is currently 5 percent. If the inflation premium increases by 2 percentage points, and acquires new assets which increase its beta by 50 percent, what will be the new required rate of return?

Question no. 3

Alvi C. thinks that the optimal capital structure of his company is 30 percent debt, 15 percent preferred stock, and the rest common equity. If the company is in 40% percent tax bracket, what is the weighted average cost of capital given that:

- Yield to Maturity of its debt is 10 percent.
- New preferred stock will have a face value of Rs.30 and a dividend Rs.2 per share.
- Price of common stock is currently Rs.100 per share and new stock can be issued at the same price. The expected dividend in one year is Rs.4 per share and the growth rate is 6 percent.
- Assume flotation costs are zero.

Question no. 4

Mahmood Paracha, the chief financial officer of a Chemical Company, believes in a moderate approach of financing following the matching principle. Some of the projected balance sheet accounts of the company for the end of next year follow:

	Current & Fixed Asset	Permanent Current Assets
Cash	Rs. 30,000	Rs. 15000
Account receivables	15,000	5,000
Inventory	130,000	80,000
Fixed Assets	500,000	
Total Assets	Rs. 675,000	

Liabilities & Equities	
Accounts payable	Rs. 20,000
Short-Term debt	?
Long-Term debt	?
Common equity	450,000
Total Liabilities & equity	Rs. 675,000

How much should Mahmood finance by short-term debt and long-term debt to conform to the matching principle?

Question no. 5

Walee Corp. has no capital constraints. However it has to choose between two single period mutually exclusive projects A and B. Project A requires an initial outlay of Rs.1 million and generates a cash flow of Rs.1.5 million at the end of the year. Project B requires an initial outlay of Rs.2 million and generates a cash flow of Rs.3.8 million. The discount rate is 10%.

What is the preferred project under the criteria of:
NPV and IRR?

Question no. 6

Assume you are the director of capital budgeting for an all-equity firm. The firm's current cost of equity is 16 percent; the risk-free rate is 10 percent; and the market risk premium is 5 percent. You are considering a new project that has 50 percent more beta risk than your firm's assets currently have, i.e., its beta is 50 percent larger than the firm's existing beta . The expected return (IRR) on the new project is 18 percent. Should the project be accepted if beta risk is the appropriate risk measure?

Question no.7

A firm is planning to replace an existing machine with a new one. The new machine will generate the same revenues but the operating costs will be lowered by Rs.20,000 per year. The depreciation on the old machine was Rs.5000 per year and it will be Rs.8000 for the new machine. Assuming that the firm is in a 40% tax bracket, what is the yearly CFAT?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING: BA (M) – 602
MBA – IV

Date: June 27, 2011

Max Marks: 60
Max Time: 3 hrs**Instruction: Attempt ALL questions. All questions carry equal marks.**

Q. 1: A cash budget, by the quarters, is given below for a retail company (000 omitted). The company requires a minimum cash balance of \$5,000 to start each quarter.

	Quarter				Year
	1	2	3	4	
Cash balance, beginning	\$ 9	?	?	?	?
Add collections from customers	?	?	125	?	391
Total cash available	85	?	?	?	?
<i>Less disbursement:</i>					
Purchase of inventory	40	58	?	32	?
Operating expenses	?	42	54	?	180
Equipment purchases	10	8	8	?	36
Dividends	2	2	2	2	?
Total disbursements	?	110	?	?	?
Excess (deficiency) of cash available over disbursements	(3)	?	30	?	?
<i>Financing:</i>					
Borrowings	?	20	--	--	?
Repayments (including interest)*	--	--	(?)	(?)	(?)
Total financing	?	?	?	?	?
Cash balance, ending	\$?	?	?	?	?

Interest will total \$4,000 for the year.

Required:

Find the missing values.

Q. 2. Speedy Parcel Service operates a fleet of delivery trucks in a large metropolitan area. A careful study by the company's cost analyst has determined that if a truck is driven 120,000 miles during a year, the average operating cost is 11.6 cents per mile. If a truck is driven only 80,000 miles during a year, the average operating cost increases to 13.6 cents per mile.

Required:

1. Using the high-low method, estimate the variable and fixed cost elements of the annual cost of truck operation.
2. Express the variable and fixed costs in the form $Y = a + bX$
3. If a truck were driven 100,000 miles during a year, what total cost would you expect to be incurred?

Q. 3: Superior Door Company sells pre-hung doors to home builders. The doors are sold for \$60 each. Variable costs per \$42 per door, and fixed costs total \$450,000 per year. The company is currently selling 30,000 doors per year.

Required:

1. Prepare a contribution format income statement for the company at the present level of sales and compute the degree of operating leverage.
2. Management is confident that the company can sell 37,500 doors next year (an increase of 7,500 doors, or 25%, over current sales). Compute the following:
 - a) The expected percentage increase in net operating income for next year.
 - b) The expected total dollar net operating income for next year. (Do not prepare an income statement; use the degree of operating leverage to compute your answer).

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

Variable costs per unit:

Production:	
Direct materials	\$ 18
Direct labor	7
Variable manufacturing overhead	2
Variable selling and administrative	5

Fixed costs per year:

Fixed manufacturing overhead	\$ 160,000
Fixed selling and administrative expenses	110,000

During the year, the company produced 20,000 units and sold 16,000 units. The selling price of the company's product is \$ 50 per unit.

Required:

Assume that the company uses the (a) absorption costing method and (b) variable costing:

- Compute the unit product cost under each method.
- Prepare income statement for the year under each method.

Q. 5: Hollowell Audio, Inc., manufactures military-specification compact discs. The company uses standards to control its costs. The labor standards that have been set for one disc are as follows:

Standard Hours	Standard Rate per Hour	Standard Cost
24 minutes	\$ 6.00	\$2.40

During July 8,500 hours of direct labor time were recorded to make 20,000 discs. The direct labor cost totalled \$ 49,300 for the month.

Required:

- What direct labor cost should have been incurred to make the 20,000 discs? By how much does this differ from the cost that was incurred?
- Break down the difference in cost from (1) above into a labor rate variance and labor efficiency variance.
- The budgeted variable manufacturing overhead rate is \$4 per direct labor-hour. During July the company incurred \$ 39,100 in variable manufacturing overhead cost. Compute the variable overhead spending and efficiency variance for the month.

Q. 6: Transvaal Mining Tools Ltd of South Africa makes specially tools used in the mining industry. The company uses an activity-based costing system for internal decision-making purposes. The company has four activity cost pools as listed below:

Activity Cost	Pool Activity Measure	Activity Rate
Order Size	Number of direct labor-hours	R 17.60 per direct labor-hour*
Customer orders	Numbers of customer orders	R 360 per customer order
Product testing	Number of testing hours	R 79 per testing hour
Selling	Number of Sales calls	R 1,494 per sales call

The managing director of the company would like information concerning the cost of a recently completed order for hard-rock drills. The order required 150 direct labor-hours, 18 hours of product testing, and three sales calls.

Required:

- Prepare a report showing the overhead cost of the order for hard-rock drills according to the activity-based costing system.
- What is the total overhead cost assigned to the order?

End of paper

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
AUDITING; BA (M) – 612
MBA – IV

Date: June 29, 2011

Max Time: 3 hrs
Max Marks: 60

Instruction:

1. Attempt any FIVE questions.
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 “Auditing” begins where “Accounting” ends. Explain, how auditing differs from accounting? (12)

Q.2(a) Define Audit Working papers. (4)

(b) Explain the objects and essentials of a good working paper. (8)

Q.3(a) What is meant by Internal Audit? (4)

(b) How does internal audit differ from External Audit? (8)

Q.4 Explain the special points to be kept in mind during the audit of a Super Store. (12)

Q.5 How would you verify the following items? (4 marks each item)

- i. Ending stock of Inventory
- ii. Bank Loan
- iii. Account Receivable

Q.6(a) What is meant by audit engagement letter? (4)

(b) What are the objectives and contents of engagement letter? (8)

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2011; AFFILIATED COLLEGES
BANKING OPERATION; BA (M) – 682
MBA – IV

Date: July 01, 2011

Time allowed: 3hrs
Max Marks: 60

Instruction:

1. Attempt any SIX (6) Questions.
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: Define Accounts? State the importance of Know Your Customer (KYC) for the bank. **(10)**

Q. 2: Explain Negotiable Instruments with the help of Cheques and differentiate between promissory note and bill of exchange. **(10)**

Q. 3: Explain clearing and types of clearing. What are the different instruments which are acceptable in clearing by Pakistani Banks? **(10)**

Q. 4: (a) Explain letter of Credit and General Clauses of L.C. **(5)**
(b) Describe different forms of letter of Credit. **(5)**

Q. 5: What are the primary functions of commercial banks and the sources of fund? **(10)**

Q. 6: In secure lending bank hedge themselves with the security, elaborate different types of securities prevailing in Pakistani market. **(10)**

Q. 7: Briefly explain any four of the following: **(10)**

- i. Dividend warrant
- ii. Coupon
- iii. Bond
- iv. Postal order
- v. Hypothecation

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2011; AFFILIATED COLLEGES
GLOBAL MARKETING; BA (M) – 642
MBA – IV

Date: July 1, 2011

Max Time: 3 hrs
Max Marks: 60

Instruction:

1. Attempt any FIVE questions. ALL question carry equal marks.
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) What International Marketing is? Explain

(b) Why is international marketing so important to a nation?

Q.2 "Marketing managers have the responsibility of evaluating the political and legal impact before entering into any international market." Comment.

Q.3 (a) What is the difference between domestic and international marketing research?

(b) How would you justify the need for international marketing research?

Q.4 What could be the most important reasons for any firm to decide to enter into international market? Discuss.

Q.5 (a) Pricing of product in international market should not be determined in isolation from other marketing mix elements. Discuss.

(b) What are the generally different export pricing strategies? Explain.

Q.6 Comment on the opinion that "Practically speaking, neither an entirely standardized nor an entirely localized advertising approach is necessarily best in international marketing.

OR

Write short notes on the following:

- (a) Licensing
- (b) The EMC as Agent
- (c) Transfer Price

END OF PAPER

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

Date: July 04, 2011

Max Time: 3 hrs
Max marks: 60

Instructions: Attempt six questions in all, where Q# 6 and 7 are compulsory.

Q.1: (a) Why are Capital expenditure often the most important decisions taken by a firm? (05)
(b) Discuss the five broad phases of Capital budgeting of Capital budgeting. (05)

Q. 2: What are aspects are looked into while conducting financial analysis of a project? (10)

Q. 3: Describe briefly the aspects of a business environment that need to be monitored as well as the dimensions along which a firm may appraise its strengths and weaknesses for identifying investment opportunities. (10)

Q. 4: (a) What aspects are considered in technical analysis. (05)
(b) List the key issues to be covered in a technical collaboration arrangement. (05)

Q. 5: Discuss in detail the major components of cost of production. (10)

Q. 6: Cash flow streams of two alternate investments A and B are: (10)

Year	Project – A	Project – B
0	(\$400,000)	(\$600,000)
1	80,000	150,000
2	70,000	170,000
3	80,000	140,000
4	90,000	120,000
5	100,000	160,000
6	140,000	200,000
7	320,000	240,000
8	280,000	260,000

Required: For each A and B project calculate pay back period, discounted pay back period and NPV at 14% discount rate.

Q. 7: Take data from Q # 6 calculate IRR for each Project A and B. (10)

END OF PAPER