

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JULY 2017; AFFILIATED COLLEGES**  
**BUSINESS MATHEMATICS: BA (M) – 531**  
**MBA – I**

Date: January 7, 2017

Max Time: 02 Hrs

Max Marks: 40

**INSTRUCTIONS:**

1. Attempt any 04 Questions. Start each new question on a new page. Do not write anything on the question paper.
2. Mobile Phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

**Question 01**

An investment of Rs 200,000 is made which earns interest at the rate of 10 percent per year, if interest is compounded continuously

- a) Determine the exponential function which states the compounded amount as a function of years of investment 't'
- b) What will be the amount Rs 200,000 grow to if it is invested for 5 years?
- c) Solve equation  $\ln(x^2 + 3) - \ln x^2 = 1$

**Question 02**a) Compute  $(A \times B)^t$  where

$$A = \begin{pmatrix} 0 & 1 & -2 \\ 3 & 2 & 4 \end{pmatrix} \quad B = \begin{pmatrix} 1 & 2 & 5 \\ 3 & 2 & -1 \\ 4 & 3 & 0 \end{pmatrix}$$

b) Find the inverse of A, and show that  $A^{-1}A = I$ 

$$\begin{pmatrix} 1 & -1 \\ 2 & -3 \end{pmatrix}$$

Question 03

- a) For the quadratic equation  $y = x^2 - 4x + 3$  determine followings:
- Which way the parabola opens?
  - The vertex
  - The roots
- b) Find the determinant of matrix B

$$B = \begin{pmatrix} 2 & 3 & 1 \\ 3 & 2 & 4 \\ 4 & 5 & 2 \end{pmatrix}$$

Question 04

- (a) Determine  $f'(x)$  for the following:

(i)  $f(x) = (x^2-5)(x-x^3)$  (ii)  $f(x) = e^x/x$

- (b) Integrate the following:

- $\int x^{-1} dx$
- $\int (x^2 - 2x)^5 (x-1) dx$
- $\int 2xe^{x^2} dx$

Question No 05

- Determine the domain of the function  $f(x) = \sqrt{10 - x}$
- Given  $f(x, y) = x^2 - 6xy + 2y^2$  determine  $f(-5, 10)$
- Exponential function  $f(x) = x^2 + 3x - 4e^x$  Compute  $f(0)$  and  $f(-3)$
- Determine the average rate of change in the value of  $y$  in moving from  $x = -1$  to  $x = 2$   
 $Y = f(x) = 2x^2 + 6x + 3$

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JULY 2017; AFFILIATED COLLEGES**  
**INTRODUCTION TO BUSINESS MANAGEMENT: BA (M) – 541**  
**MBA – I**

**Date: July 12, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 04 Questions. Start each new question on a new page. Do not write anything on the question paper.**
- 2. Mobile Phone(s) 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 three major form of business ownership.

Q2 What is management? Describe the functions of management?

Q3 Discuss the function of Marketing.

Q4 Explain the concept of business finance.

Q5 Contrast between any two of the following:

1. Job Satisfaction vs Job Involvement
2. Sole Proprietorship vs Partnership
3. Musharakha vs Mudarabah
4. Micro Marketing vs Macro Marketing

Q6 Write short notes on any one theory:

1. Expectancy Theory
2. Maslow Theory
3. Equity Theory

**END OF SUBJECTIVE PAPER**

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Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE**  
**FINANCIAL ACCOUNTING; BA (M)-522**  
**MBA – II**

Date: July 11, 2017

Max Time: 1.5 Hrs

Max Marks: 30

**INSTRUCTIONS:**

1. Attempt 3 questions where Q1 is compulsory. Do not write anything on the question paper, **EXCEPT** the initials mentioned above.
2. Mobile phone(s) 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 importance of Financial ratio.

- b) The December 31, 2015, balance sheet and income statement for Johnson Company are given; Compute the specific ratios and compare them to the industry average.

Briefly comment on each ratio

Cash	\$17	Account Payable	7
Marketable securities	5	Notes Payable	3
Account receivable	3	Tax Payable	2
Inventory	16	Other accruals	3
Prepaid expenses	6	Current Liabilities	15
Current assets	47		
Gross Plant and Equipment	126	Long Term debt	35
Less Accumulated Depreciation	(57)	Preferred stock	10
Net Plant and equipment	69	Common stock	20
		Retained Earnings	36
Total Assets	116	Total Liabilities & Equity	116

**Income Statement**

Net Sales	\$1,072
Cost of Goods sold	921
Gross Profit	151
Selling expense	86
General and Administrative expense	26
Depreciation	6
Net operating Income	33
Interest Expense	4
Profit before taxes	29
Tax	12
Net Income	17

Ratio to Compute

Current

Quick

Debt to equity

Times interest period

Average collection period

Inventory Turnover

Fixed asset Turnover

Operating Profit Margin

Net Profit Margin

Return on asset

Return on equity

- Q2 The credit manager of Olympic Sporting Goods has gathered the following information about the company accounts receivable and credit losses during the current year
- |  |          |
|--|----------|
| Net Credit Sales   | 3000,000 |
| Account Receivable at year end   | 360,000  |
| Uncollectible account receivable   |          |
| Actually written off during the year                                     | 43,650   |
| Estimated portion of year end receivable expected to prove uncollectible | 18,000   |
- Prepare one journal entry summarizing the recognition of uncollectible accounts expense for the entire year under each of the following independent assumptions

**Required:**

- Uncollectible account expense is estimated at the amount equal to 1.5% of net credit sales.
- The company uses the direct write off method of accounting of uncollectible accounts
- Uncollectible accounts expense is recognized by adjusting the balance in the Allowance for Doubtful Accounts. The balance in the allowance account at the beginning of the current year was 15,000.

- Q3 United Corporation purchase a machine on July 1, 2013 at an invoice price of Rs 200,000 subject to trade discount of 2%. A cash discount of 2.5% if the payment is made within 15 days. The company availed the discount period. Additional costs were incurred as follows.

Installation and Testing	4,800
Freight in	1,000
Insurance in transit	3,000
Driver license fee	600
A three year fire insurance policy	1,500

It is estimated that machine will have a scrap value of Rs10,000 at the end of its estimated service of 10 years. It is also estimated that machine will have a service life of 30,400 working hours and producing approximately 760,000 units.

**Required:**

- Record the machine cost and pass entries
- Record depreciation expense for the year ended December 31, 2013 and 2014 assuming the following depreciation methods
  - Straight Line Method
  - Diminishing Balance method at 40% rate.
  - Working hour Methods operated in 2013 1,200 hours, operated in 2014 3,400 hours
  - Production Method produced in 2013 40,000 unit in 2014 75,000 units

- Q4 Following is the data of Millennium Technologies

<b>Balance Sheet Data</b>	<b>2015</b>	<b>2014</b>
<b>Assets</b>		
Cash	\$290	\$100
Accounts receivable	250	200
Inventory	740	800
Property, plant, and equipment	920	900
Accumulated depreciation	<u>(290)</u>	<u>(250)</u>
Total assets	1,910	1,750
<b>Liabilities and Equity</b>		
Accounts payable	\$470	\$450
Interest payable	15	10
Dividends payable	10	5
Mortgage	535	585
Bank note	100	0
Common stock	430	400
Retained earnings	<u>350</u>	<u>300</u>
Total liabilities and equity	1,910	1,750

**Income Statement for the Year 2015**

Sales	\$1425
Cost of goods sold	1200
Depreciation	100
Interest Expense	30
Gain on sale of old machine	10
Taxes	<u>45</u>
Net income	\$60

**Notes**

- Dividends declared to shareholders were \$10.
- New common shares were sold at par for \$30.
- Fixed assets were sold for \$30. Original cost of these assets was \$80 and \$60 of accumulated depreciation has been charged to their original cost.
- The firm borrowed \$100 on a 1 0-year bank note-the proceeds of the loan were used to pay for new fixed assets.
- Depreciation for the year was \$100 (accumulated depreciation up \$40 and depreciation on sold assets \$60).

**Required:** Prepare cash flow statement.

**END OF SUBJECTIVE PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE**  
**BUSINESS STATISTICS; BA (M)-532**  
**MBA – II**

**Date: July 6, 2017**

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

**INSTRUCTIONS:**

- 1. Attempt all questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone(s) 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) Compare the properties of AM and GM.  
b) Following data represents the shoe of different sizes sold in a 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

Prove that  $GM > HM$ .

- Q2 a) Data given below shows the price and quantity of different items for the year 2012 and 2013.

Items	Price 2012	Price 2013	Quantity 2012	Quantity 2013
Rice	55	54	12	12
Fuel	73	72	160	150
Electricity	12	13	425	472
.Wheat	40	42	11	12

Calculate Fisher's price index by taking 2012 as base year

- b) i) How many four letter words can be formed from the letters of the words "SOCIETY".  
ii) How many of them begin with the letter C.
- Q3 a) The probability that 40% of the people buy newspaper "Daily Bulletin" before boarding the train. If there are 10 passenger in a compartment, by using binomial distribution, what is the probability that
- i. Exactly 2 bought the Daily Bulletin
  - ii. At-least 8 bought the Daily Bulletin
  - iii. Find the mean number of people have the Daily Bulletin
- b) On the average there are 4 telephone calls in 10 min comes on a office switch board. What is the probability that there will be
- i. No call in 10 min interval
  - ii. Exactly average number calls in 5 min interval
  - iii. Exactly 2 calls in 5 min interval
  - iv. More than 4 calls in 10 min interval

**END OF SUBJECTIVE PAPER**

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

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE  
INTRODUCTION TO MARKETING; BA (M)-542  
MBA-II**

**Date: July 8, 2017**

**Max Time: 2 Hrs**

**Max Marks: 60**

**INSTRUCTIONS:**

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

- Q1 How can marketing of services be different from marketing of tangible products? Briefly explain.
- Q2 Write a note on controllable and uncontrollable elements of marketing environment.
- Q3 Briefly discuss the steps of marketing research process.
- Q4 What are the different modes of entry for international marketing managers?
- Q5 How advertising campaigns are developed & advertising media are selected?
- Q6 Describe the roles that marketing channels & logistics play in marketing strategy.
- Q7 What do you mean by proactive & reactive approach & discuss how companies can react to the marketing managers?
- Q8 Write short notes on **any 2** of the following:
1. Micro Marketing
  2. Production Concept
  3. The Marketing Concept
  4. The Product Life Cycle Stages
  5. Sales Promotion

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGES**  
**ADVANCE BUSINESS STATISTICS; BA (M)-601**  
**MBA – III**

**Date: July 12, 2017**

**Max Time: 1.5 Hrs**

**Max Marks: 30**

**INSTRUCTION:**

- 1. Attempt all questions. TABLES are not required. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) Describe the procedure of drawing a random sample of size 10 from a population of size 50 by using random number.

b) What are the conditions for applying t-distribution and Normal distribution in case of Testing Hypothesis for difference of means

Q2 Following data represents the test score of two groups of people

Group I      n= 12              mean=76              Standard deviation = 2.8

Group II      n= 10              mean=81              Standard deviation = 3.2

Construct 95 % Confidence interval for difference of means [Use Table value= 2.086]

By using the result of part (i); test the hypothesis that  $H_0: \mu_1 = \mu_2$ ;  $H_1: \mu_1 \neq \mu_2$

Q3 A sample of 110 college students were asked whether or not they involved in campus activities. Following data were obtained.

	<b>Region</b>			
<b>Campus Activities</b>	<b>East</b>	<b>South</b>	<b>Central</b>	<b>West</b>
Involved	19	22	13	8
Not involved	10	6	15	17

Test at 5% that students' response and region in which college is located are independent.

**[Table value=7.815]**

**END OF SUBJECTIVE PAPER**



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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGES**  
**COST ACCOUNTING; BA (M)-611**  
**MBA – III**

Date: July 3, 2017

Max Time: 2 Hrs  
Max Marks: 40

**INSTRUCTION:**

1. Attempt any 4 questions. Show necessary computations.
2. Do not write anything on the question paper, **EXCEPT** the initials mentioned above.
3. Mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1 Mat company purchases of materials during March totaled \$110,000, and the cost of goods sold for March was \$345,000. Factory overhead was 50% of direct labor cost. Other information pertaining to mat company's inventories and production for March is as follows.

<b>Inventories:</b>	<b>Beginning</b>	<b>Ending</b>
Finished goods	\$102,000	\$105,000
Work in process	40,000	36,000
Materials	20,000	26,000

**Required:**

1. Prepare a schedule of cost of goods manufactured for March.
2. Compute the prime cost charged to work in process during March.
3. Compute the conversion cost charged to work in process during March.

Q2 Normal annual capacity for Remington Company is 60,000 units, with production being constant throughout the year. The October budget shows fixed factory overhead of \$2,500 and a variable factory overhead rate \$2.50 per unit. During October, actual output was 4,800 units, with a total factory overhead of \$15,500.

**Required:** Compute the Spending and Idle capacity variances

Q3 Norman Company produces toy plastic boats which require processing in three departments. During May 160,000 units were completed in Department 1 at a total cost of \$ 280,000 and were transferred to the next department. Of these units, Department 2 completed and transferred out 123,000 units. All materials are put into process in Department 1. The May 31 work in process of Department 2 was 34,500 units, 1/2 completed as to labor and factory overhead. Spoilage in Department 2, a normal amount, occur at the end of processing. Department 2's labor cost for May was \$ 45,680, and applied factory overhead was \$ 22,840.

**Required:** Prepare a cost of production report for Department 2.

Q4 The following job order cost sheets were prepared for three jobs that were in production during January:

	Job 97	Job 98	Job 99
Materials	\$ 60,000	\$ 30,000	\$ 40,000
Labor	120,000	70,000	80,000
Applied factory overhead	60,000	35,000	40,000
Gross profit margin	60,000		

On January 1, Job 97 was 40% complete as to materials, labor and factory overhead and was completed and sold on account during the month. Job 98 was started and completed during January but was not sold, and Job 99 was started but not completed during the month.

**Required:** Prepare the journal entries for January to record job costs in Work in Process and Finished Goods and to record the sale.

Q5 Show below are cost data on the activities of Calabash Manufacturing for December:

a) Account balances:	<b>Nov. 30</b>	<b>Dec. 31</b>
Finished Goods	\$ 45,602	\$ ?
Work in Process	60,420	52,800
Stores (direct material)	10,250	12,700
Supplies (indirect material)	5,600	5,180

b) Transaction in December:

Supplies purchased	\$ 16,500
Cost of Goods sold	290,000
Raw Material purchased	105,000
Indirect labor	22,000
Factory heat, light, and power	11,200
Factory rent	18,500
Factory insurance	2,000
Sales Commissions	48,000
Administrative expenses	25,000
Production supervisor's salary	5,000

c) 4250 direct labor hours were worked in December and are paid \$ 22 per hour.

**Required:**

1. Compute the factory overhead incurred in December.
2. Determine the Cost of Goods manufactured in December.
3. Determine the Ending balance in finished goods at December 31.

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGES**  
**INTRODUCTION TO BUSINESS FINANCE; BA (M)-621**  
**MBA – III**

**Date: July 10, 2017**

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

**INSTRUCTION:**

- 1. Attempt any 4 questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1. Your uncle has agreed to deposit \$3,000 in your brokerage account at the beginning of each of the next five years ( $t = 0, t = 1, t = 2, t = 3$  and  $t = 4$ ). You estimate that you can earn 9 percent a year on your investments. How much will you have in your account four years from now (at  $t = 4$ )? (Assume that no money is withdrawn from the account until  $t = 4$ .)

Q2. Vance Motors has current assets of \$1.2 million. The company's current ratio is 1.2, its quick ratio is 0.7, and its inventory turnover ratio is 4. The company would like to increase its inventory turnover ratio to the industry average, which is 5, without reducing its sales. Any reductions in inventory will be used to reduce the company's current liabilities. What will be the company's current ratio, assuming that it is successful in improving its inventory turnover ratio to 5?

Q3. Green Grocers is deciding among two mutually exclusive projects. The two projects have the following cash flows:

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

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

Q4. Gaston Piston Corp. has annual sales of \$50,735,000 and maintains an average inventory level of \$15,012,000. The average accounts receivable balance outstanding is \$10,008,000. The company makes all purchases on credit and has always paid on the 30th day. The company is now going to take full advantage of trade credit and pay its suppliers on the 40th day. If sales can be maintained at existing levels but inventory can be lowered by \$1,946,000 and accounts receivable lowered by \$1,946,000, what will be the net change in the cash conversion cycle? (Assume there are 365 days in the year.)

Q5. Define any 5 of the following:

1. Rights of share holders
2. Payment of dividends
3. Profitability index
4. Payback period
5. Sensitivity analysis
6. Limitation of ratios
7. Working capital

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

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Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGES  
PRODUCTION MANAGEMENT; BA (M)–631  
MBA – III**

**Date: July 7, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTION:**

- 1. Attempt any 4 questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Distinguish between design capacity and effective capacity. Explain why doubling the capacity of a bottleneck may not double the system capacity?
- Q2 Philip Crosby said that quality is free. Why? What roles do operations managers play in addressing the major aspects of service quality?
- Q3 How can TQM be differentiated from ISO 9000? The material requirement planning (for manufacturing activities) closely interacts with master schedule, bill of material, inventory records, and output reports. Elaborate the statement.
- Q4 Why there is a high pressure for lowering inventory in organizations?
- Q5 How does yield management impact an aggregate plan?
- Q6 Under what conditions would a firm want its capacity to lag demand? To lead demand? Explain with illustration.

**END OF SUBJECTIVE PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGES**  
**ECONOMICS INDUSTRIAL DEVELOPMENT OF PAKISTAN; BA (M)-641**  
**MBA – III**

**Date: July 5, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTION:**

- 1. Attempt any 4 questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Define deficit financing? Why do you think that Pakistan annual budget is always deficit budget?
- Q2. Define poverty. Write down its three major reasons in the context of Pakistan?
- Q3. Define monetary policy. Write down its three objectives.
- Q4. What is devaluation of currency? Write down the effect of devaluation of currency on Pakistan.
- Q5. Define and explain capital formation and discuss the reasons for low capital formation in Pakistan.
- Q6. Discuss the reasons for the decline in Direct Foreign Investment during the past ten years.

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGES  
INTRODUCTION TO RESEARCH METHODS; BA (M)-651  
MBA – III**

**Date: July 14, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTION:**

- 1. Attempt any 4 questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 In what ways systematic research helps in business decision making? Explain your answer with an example.

Q2 Select any topic of your interest and make a stepwise flowchart/process of the activities necessary to conduct a research study.

Q3 What is probability and non-probability sampling?

Q4 a) Define deductive and inductive approach in research with example.

b) What are the difference between theoretical framework and conceptual framework? Explain briefly.

Q5 Write short notes on **any two** of the following:

- 1) Measurement Scales
- 2) Exploratory Research
- 3) Research Design Process
- 4) Reliability and Validity

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE  
MANAGERIAL ACCOUNTING; BA (M)-602  
MBA – IV**

**Date: July 8, 2017****Max Time: 2 Hrs****Max Marks: 40****INSTRUCTIONS:**

- 1. Attempt any 4 questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone(s) 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 Movenpic operates a bed and breakfast hotel in a resort area in the Smoky Mountains. Depreciation on the hotel is \$60,000 per year. Movenpic employs a maintenance person at an annual salary of \$32,000 and a cleaning person at an annual salary of \$24,000. Real estate taxes are \$10,000 per year. The rooms rent at an average price of \$60 per person per night including breakfast. Other costs are laundry and cleaning service at a cost of \$8.00 per person per night and the cost of food which is \$4.00 per person per night.

**Required:**

- (a) Determine the number of rentals and the sales revenue Movenpic needs to break even using the contribution margin technique.
- (b) If the current level of rentals is 3,000, by what percentage can rentals decrease before Movenpic has to worry about having a net loss?
- (c) Movenpic is considering upgrading the breakfast service to attract more business and increase prices. This will cost an additional \$3.00 for food costs per person per night. Movenpic feels she can increase the room rate to \$65 per person per night. Determine the number of rentals and the sales revenue Movenpic needs to break even if the changes are made.

Q2 Movie House Company has 4,000 machine hours available to produce either Product 22 or Product 44. The cost accounting department developed the following unit information for each product:

	<u>Product 22</u>	<u>Product 44</u>
Sales price	\$20	\$40
Direct materials	5	8
Direct labor	3	2
Variable manufacturing overhead	4	5
Fixed manufacturing overhead	3	5
Machine time required	15 minutes	60 minutes

**Required:** Management wants to know which product to produce in order to maximize the company's income. Taking into consideration the constraints under which the company operates, prepare a report to show which product should be produced and sold.

- Q3 Mathew Steel Company uses flexible budgets to control its selling expenses. Monthly sales are expected to be from \$200,000 to \$240,000. Variable costs and their percentage relationships to sales are:

Sales commissions	6%
Advertising	4%
Traveling	5%
Delivery	1%

Fixed selling expenses consist of sales salaries \$40,000 and depreciation on delivery equipment \$10,000. The actual selling expenses incurred in February, 2008, by Mathew Steel Company are as follows:

Sales commissions	\$13,700
Advertising	8,000
Traveling	11,300
Delivery	1,600

Fixed selling expenses consist of sales salaries \$41,000 and depreciation on delivery equipment \$10,000.

- Required:** Prepare a flexible budget performance report, assuming that February sales were \$220,000.

- Q4 Hudson Valley sells barbeque grills in an increasingly competitive environment. For a number of years, management has followed a successful policy of marking up goods by 20% of cost, the company's desired gross margin.

One of the firm's products, grill no. 56, has direct-material charges of \$80, direct-labor cost of \$50, and manufacturing overhead of \$70. This grill is designed to compete against others in the marketplace that wholesale for an average of \$220. In the last year or so, management has observed a decline in unit sales volume despite a very favorable write-up in both *Grillmaster* magazine and *Consumer Watchdog*.

**Required:**

- Explain a probable cause of the decline in unit sales volume.
- What would be the likely selling price if the firm uses target costing?
- What must happen to the current manufacturing cost if Hudson Valley were to achieve its 20% gross margin, now computed on the basis of sales? By how much?

- Q5 Wood Carving Corporation manufactures three products. Because of a recent lack of skilled wood carvers, the corporation has had a shortage of available labor hours. The following per unit data relates to the three products of the corporation:

	Letter Openers	Elvis Statues	Candle Holders
Sales price	\$30	\$80	\$42
Variable costs	\$20	\$40	\$20
Labor hours required	1	6	2

Assume that Wood Carving only has 1,800 labor hours available next month. Also assume that Wood Carving can only sell 800 units of each product in a given month. What is the maximum amount of contribution margin that Wood Carving can generate next month given this labor hour shortage?

- Q6 Define **Any Five** of the following:

- |                        |                      |
|------------------------|----------------------|
| A) Sunk Costs          | E) Differential Cost |
| B) Inventoriable Costs | F) Prevention Costs  |
| C) Opportunity Costs   | G) Appraisal Costs   |
| D) Marketing Costs     |                      |

**END OF SUBJECTIVE PAPER**



College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE  
AUDITING; BA (M)-612  
MBA – IV**

**Date: July 11, 2017**

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

**INSTRUCTIONS:**

- 1. Attempt 4 questions, where Q5 is compulsory. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone(s) 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 Internal control consists of five components. Please list and explain each component.
- Q2 Define scope and need of audit. What are the objectives of audit according to ISA-240?
- Q3 What major considerations should the auditor take into account in determining how extensive the review of subsequent events should be?
- Q4 Explain why the analysis of differences is important in the confirmation of accounts receivable, even if the misstatements in the sample are not material.
- Q5 What is audit engagement letter? Draft an engagement letter issued by ABC Chartered accountant firm to conduct external audit of XYZ textile firm for the year July 2014 to June 2015.

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE  
MANAGEMENT INFORMATION SYSTEM; BA (M)-632  
MBA – IV**

**Date: July 4, 2017**

**Max Time: 1.5 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 3 questions.**
- 2. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 3. Mobile phone(s) 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 reasons why databases (RDBMS) are preferred on old File-Based system?  
b) Let's suppose an Organization is migrating File based system to the Oracle RDBMS, enlist the steps involved in data conversion process
- Q2 a) Enlist the reasons why System Analysis and Designing (SADM) methodologies are needed?  
b) Describe Life Cycle of the Spiral model, identify its key characteristics
- Q3 Write down the rationale of Management Information System (MIS) and also enlist the major challenges of MIS
- Q4 a) Describe how does Business Intelligence (BI) is used in business applications  
b) Describe how does quality assurance is measured in an Information System
- Q5 Write down short notes on any three of the followings with examples
1. WLAN
  2. Expert System
  3. Source Data Automation
  4. Enterprise Application Architecture

**END OF SUBJECTIVE PAPER**

College Name: \_\_\_\_\_

Student Name: \_\_\_\_\_ Seat No: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2017; AFFILIATED COLLEGE  
BANKING & OPERATIONS MANAGEMENT; BA (M)-682  
MBA – IV**

**Date: July 13, 2017**

**Max Time: 2.5 Hrs**

**Max Marks: 60**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Do not write anything on the question paper, EXCEPT the initials mentioned above.**
- 2. Mobile phone(s) 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 the terms "banker" and "customer".  
b) State any three types of relationships that can exist between a "banker" and a "customer".
- Q2 a) What is the concept of right of "set off"?  
b) State any four conditions which must be met before the bank can exercise the right of "set off".
- Q3 a) What is "Endorsement"? State its 4 key features.  
b) Describe any 4 different types of endorsements used in day to day banking.
- Q4 Define the following:  
A. Pay Order  
B. Demand Draft  
C. Requirements for cancellation of a Pay Order
- Q5 a) List the documents required to open a rupee account for a public limited company.  
b) List the documents required to open a foreign currency account for a private limited company.
- Q6 a) List any 3 characteristics of Negotiable Instruments.  
b) Who are the parties to a promissory note and a bill of exchange?

**END OF EXAM PAPER**